

# GOAL 3



ENABLING DATA-DRIVEN DECISIONS TO  
**UNBURDEN HEALTH  
WORKERS AND  
SAVE LIVES**

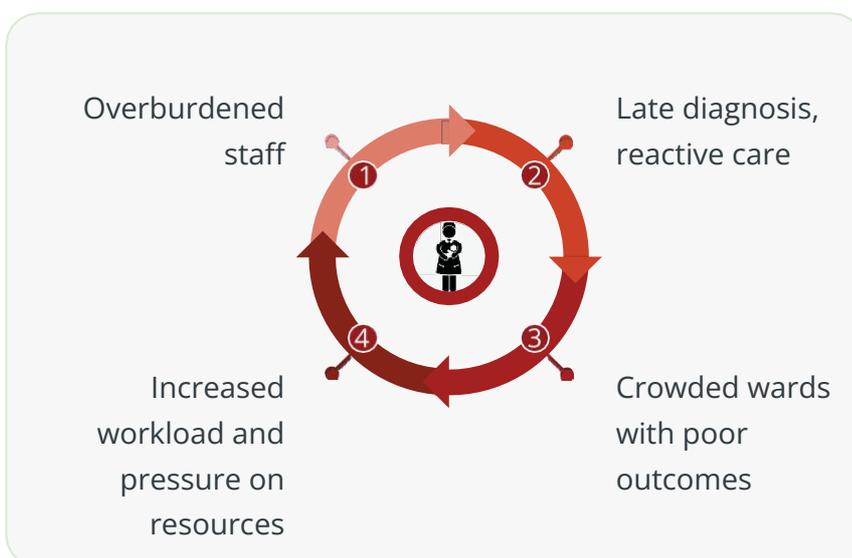
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## THERE IS A HUGE SHORTAGE OF QUALIFIED STAFF AND ADEQUATE EQUIPMENT

Despite significant global progress in reducing childhood mortality since 1990, an estimated 55% of pediatric deaths and 66% of neonatal deaths could be prevented through improved quality of care. Effective and affordable treatments are available, but staff shortages and inadequate equipment hinder timely recognition and management of conditions.

## SETTING OF A VICIOUS CYCLE OF REACTIVE CARE THAT INCREASES PRESSURE ON OVERSTRETCHED PEOPLE AND RESOURCES

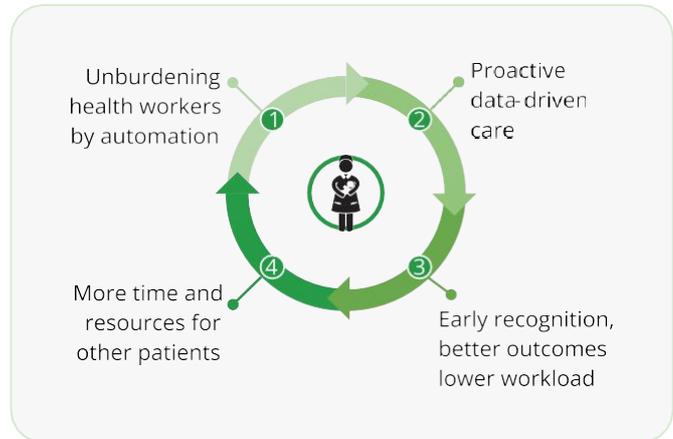


Every hour of delay in detecting conditions like sepsis the mortality rate increases by 10%. Because health workers are overstretched and they do not have the equipment they need they are forced into reactive ad-hoc care. This sets of a vicious cycle of delayed interventions, increasing severity, and complications that demand more time and resources. Ultimately resulting in poor outcomes and overburdened staff.

# THE IMPALA SYSTEM: ENABLING PROACTIVE CARE IN RESOURCE CONSTRAINED SETTINGS

To tackle the challenges faced by health workers in high patient-load, low-staff settings, GOAL 3 developed the IMPALA system: a comprehensive patient monitoring solution. IMPALA is regulatory-approved in Tanzania, Kenya and Rwanda. It empowers health workers to effectively manage and monitor patients in resource constrained environments.

This enables better allocation of limited time and resources, facilitating early interventions when treatments are more effective and affordable.



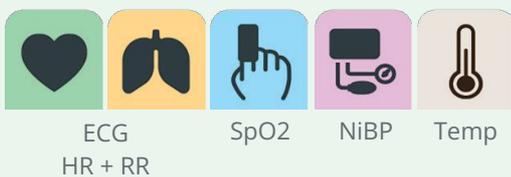
## IMPALA has three synergistic pillars:

1. The IMPALA monitoring device - to unburden staff by patient vital signs monitoring
2. The IMPALA platform - to provide actionable patient data insights
3. IMPALA CARE - service and support to ensure success that lasts



## THE IMPALA PATIENT MONITOR

A fit-for-context continuous vital sign patient monitor that unburdens health workers and brings focus at the right moment.



**Easy to install, configure and use with a durable smartphone like touchscreen**

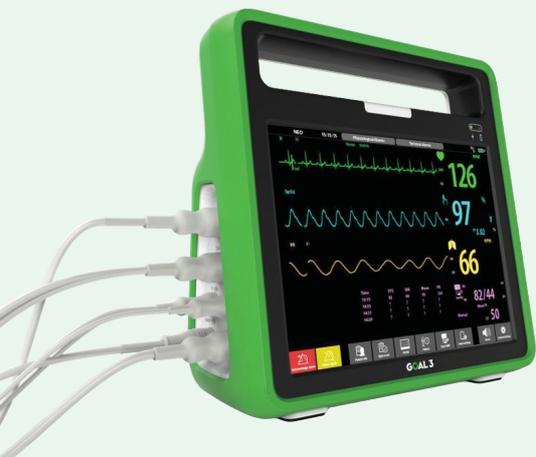
**Reduce alarm fatigue with a decrease in unnecessary alarms by up to 54%**

- Specialized reusable neonatal and pediatric sensors
- 5 pediatric alarm thresholds and 1 for adults
- Integrated Pediatric Early Warning Score

**Ensure patients are always monitored, regardless of external conditions**

- Durable casing to protect it from UV-light and impacts
- Heat resistant up to 45 degrees
- Dust and insect resistant
- 10 hour battery life, resilient against power fluctuations

**Regulatory approved in Rwanda, Tanzania and Kenya. CE expected first half of 2026**





# THE IMPALA PLATFORM

IMPALA is a flexible platform designed to streamline care and enable healthcare workers to monitor and prioritize care. We improve IMPALA through new tools, and enhanced features, all designed to support frontline healthcare workers and health managers optimally.

## Fit-for-context IT-infrastructure - matching workflows



### RELIABLE ON-PREMISE SERVER HUB

- On premise data storage
- 24hr Power backup
- Local WiFi network
- Automated software updates and remote support.



IMPALA uses open standards for integrations and data-exchange.



### FLEXIBLE INTERFACES

- Large screens 24 inch, touchscreen
- Durable tablets with theft protection

## CENTRAL PATIENT OVERVIEW - *real-time insight in the ward*

- Traffic light system and patient avatars for care-prioritization
- Mobile and flexible display on multiple tablets/screens of up to 30 monitors

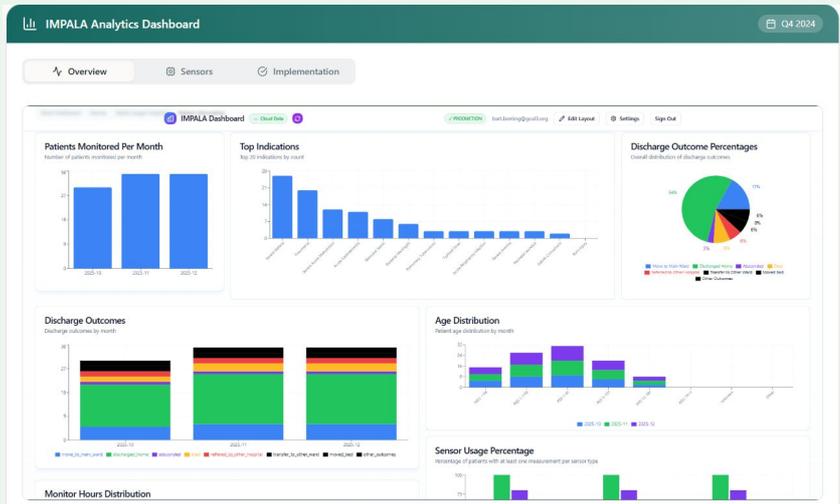


## CLINICAL SUPPORT APPLICATION - *essential data at your fingertips*

- Simplified Electronic Health Record with key patient data
- Patient history up to 7 days
- Easy navigation from patient to patient
- Risk stratification and decision support
- Whole ward monitoring expected in Q3 2026

## DATA DASHBOARDS - operational and quality data for decision making

- Monitor usage and uptime
- Number of patients monitored
- Top reasons for admission
- Discharge outcomes
- Length of stay



The IMPALA platform is provided in a service model with regular updates and upgrades to increase the value over time. The support functions ensure these can be used and implemented successfully. The data enable monitoring of usage and quality of care as well as management decisions.



## IMPALA CARE Service & support for sustainable success

### A TAILORED, YET STANDARDIZED IMPLEMENTATION AND INSTALLATION

#### STEP A



We perform an assessment to understand the context and needs together with local staff and the hospital coordinator to create a preliminary plan and budget.

#### STEP B



At each ward a champion is assigned by the facility, together we create a localized installation and implementation plan to ensure a good fit with workflows and that everyone is on board.

#### STEP C



We perform an on-site implementation aligned with local guidelines in the preferred language. Together with the technical team we make sure everything is working perfectly.



### ONGOING SUPPORT

#### Supporting staff

- Champions program
- E-learning (monitor use + clinical)
- IMPALA WhatsApp community
- Staff onboarding tools

#### System uptime

- Remote troubleshooting
- Quarterly remote system check-ins
- Spare parts and consumables identification and ordering

# IMPALA EVIDENCE - saving lives, time and costs

## A 27-51% REDUCTION IN MORTALITY

### Effects (compared to standard of care)

- In pediatric care mortality reduced by 40-51%. Additionally there are 29-32% less critical events leading to a total of 59% reduced Disability Adjusted Life Years
- In neonatal care mortality was reduced by 20-27% over 12 months in separates studies in Tanzania and Rwanda

## SAVING COST TO HEALTH FACILITIES AND PATIENTS

### Costs per patient (compared to standard of care)

- The IMPALA monitoring system costs 2.90\$ per hospitalized patient
- IMPALA reduced direct medical (\$-2 to \$-13 net), direct non-medical, and indirect costs (\$-12 to \$-45 net) in 2 hospitals in Malawi

Results from Ben et al. (2025) cost-effectiveness study at paediatric departments of Zomba hospital and St. Luke's hospital in Malawi in a before - after comparison over a 18-24 month period. Patient cohorts were matched for severity based on individual characteristics. No concurrent interventions were identified.



# IMPALA UNBURDENS HEALTH WORKERS

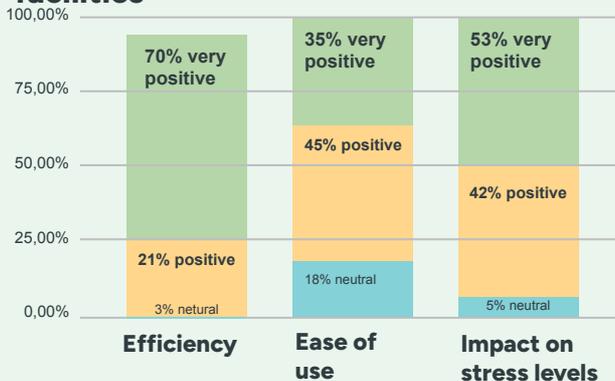
- Time spent on monitoring **reduced by 45% from 3.3 to 1.8 hours**
- **92% of health workers** report reduction in stress levels
- 98% of health workers would recommend IMPALA to others



**Dr Martha Benard**

Bugando Medical Centre

## Health worker survey 116 health workers in 4 Malawian health facilities



- Perceived usefulness 4.8/5
- High satisfaction 4.4/5

*IMPALA has really unburdened the healthcare team and has been really helpful for us. The IMPALA monitors from GOAL 3 have automated the repetitive work of checking vital signs, which has helped us free up the nurses and the doctor to focus more on the clinical decision making and providing more time for us to provide direct patient care.*



**Anna Mikomangwa**

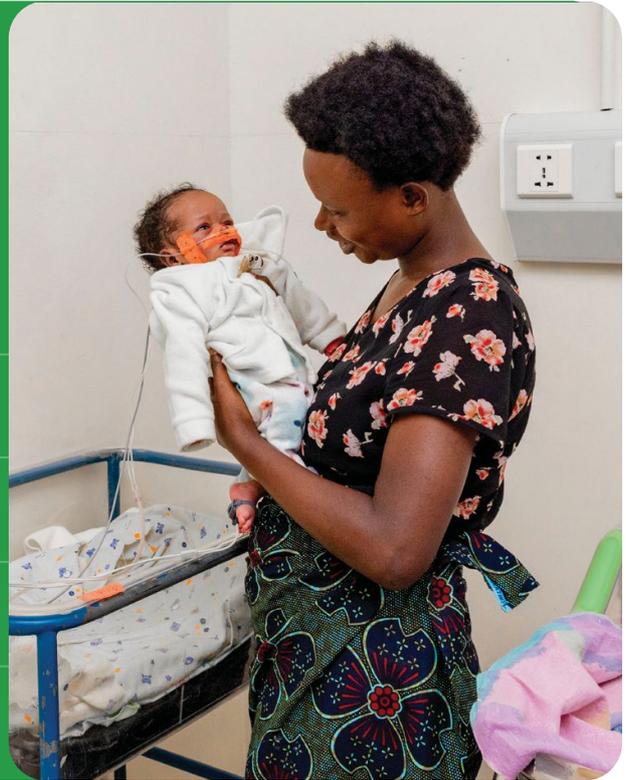
Nurse in charge neonatology Sengerema Hospital

*I love using the IMPALA system because even if you are alone in the ward, you can still monitor patients effectively, even from the office. With a tablet in the office showing the vital signs of all the children on the monitors, it has significantly reduced our workload and made our work easier.*

## PROJECTED VALUE PER HOSPITAL PER YEAR

Based on the results from our studies in Malawi and Rwanda, we anticipate that in a hospital with ~20 monitors in paediatric and neonatal care IMPALA contributes to:

- An estimated 40 to 60 pediatric lives saved per year
- 30-40 health workers structurally unburdened
- \$32,000 in saved in health expenditure through shorter admission time
- \$120,000 in saved in societal costs saved to patients and their caregivers



## AFFORDABLE AND PREDICTABLE PRICING: DESIGNED FOR LOCAL SUSTAINABILITY

Because total ownership costs—often up to five times the purchase price and frequently overlooked—cause unexpected expenses and downtime in low-resource settings, IMPALA offers a transparent, predictable solution covering maintenance, support, training, updates, and warranties. Systems and options can be configured and adapted to meet your needs and available budget.

### \*One-time equipment costs

**\$18,850**

- ✓ 10 Monitors (2 year warranty)
- ✓ IMPALA Server Hub with power backup
- ✓ Tablet 10 inch
- ✓ 24 inch screen

### \*Recurring fees

**\$2000/ year**

- ✓ Clinical Support Application
- ✓ Data Dashboard Reports
- ✓ IMPALA Care
- ✓ \$750 worth of probes & sensors/year

### Options to increase sustainability and drive adoption

- ✓ Installation and implementation services (usually done with new installations)
- ✓ Extend warranty to 5 years
- ✓ On-site support and training with local GOAL 3 experts
- ✓ Monitoring, evaluation and learning

\*Prices excluding potential taxes & transport, no rights can be derived from this pricing. Final prices may differ based on specific use-cases and will be discussed as part of onboarding process.

# ABOUT GOAL 3

## Current foothold

- 45 hospitals with 750 monitors implemented
- 22 new hospitals to be implemented
- Active in 6 countries



- Current foothold, active implementations
- Additional target markets, planned for 2027 onwards

GOAL 3 – named after Sustainable Development Goal 3 – is a purpose-driven health tech company founded in 2019. We leverage health-tech innovation and innovative business models to tackle systemic challenges in under-resourced health systems.

- Over €3,5M in investments has been secured for GOAL 3 along with €1,5M in grants and subsidies to support the development of the IMPALA system
- GOAL 3 has 26 fte, and has an office in the Netherlands, Rwanda, Tanzania and Malawi and has established a strong partner network
- GOAL 3 was first runner-up in the EU-humanitarian innovation award 2023 and was selected as a MIT-solve winner in september 2025

**Vision:** Fair and accessible healthcare for everyone

**Mission:** To enable and empower health workers where it is needed the most

**Goal:** To improve access to high quality care for 100 Million people by 2030



Interested? Inquire via:  
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# GOAL 3

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