



Middle East and South Asia (MESA) Program

AHMAD JALAL | PAKISTAN

CEO · The Aman Foundation

Ahmad Jalal directs Pakistan's leading social enterprise, which provides strategic grants to improve the quality of life for the 25 million urban and rural residents of Karachi. The Aman Foundation engages in venture philanthropy and trains the next generation of leaders to be active and engaged in society. With a focus on health and education, Jalal and his team of 1,400 employees have supported the creation of lifesaving health initiatives, including the Aman Ambulance Service. Under Jalal's leadership, the Foundation launched the Aman Institute of Vocational Training, which provides training in 12 trades and has graduated more than 8,660 students with a 74% job placement rate. Prior to Aman Foundation, Jalal was in Dubai with Abraaj Group, a large private equity investor in emerging markets and an investment banker with Goldman Sachs in London. In recognition of his work across public, private and social sectors, Jalal was selected for Schwab Foundation's Social Entrepreneur of the Year (2017) and Harvard Kennedy School's Emerging Global Leader.

In planning his fellowship, Jalal looked to examine models of public-private partnerships in healthcare and emerging medical technologies that could be implemented in resource-constrained environments and aggressively scaled. Jalal intended to build a model that leverages private sector expertise and capital with government facilitation and capacity building to further scale and replicate Aman's success across Pakistan.

During the course of his fellowship, Jalal visited dozens of experts in the fields of healthcare policy, healthcare finance and insurance, medical and social impact investing, technology and numerous clinics, hospitals and other primary care providers. Highlights included tours of public health facilities across New Mexico, a discussion of design in healthcare with design legend Don Norman and his colleagues at the University of California-San Diego and a visit to Mt. Sinai hospital in New York City.

As a result of his fellowship, Jalal gained perspectives on new innovations in healthcare as well as which models work and which fail, and what factors lead to success. In particular, the key success factors that Jalal identified included patient-centered design, improvements in data management that include the ability for patients to self-manage their care and diagnostic innovations that improve accuracy and reduce the cost of care.

Consequently, Jalal developed a plan to establish retail-oriented clinics that will serve as a "Seven Eleven" of preventative care and will focus on (i) family care and non-communicable disease management; (ii) sell pre-paid healthcare services within the clinic's catchment. His goal is to provide a model that reduces costs, increases quality and improves access. Additionally, Jalal was able to build a community of experts and mentors who offered to assist in execution and provide consultation as needed. He also identified a co-founder for his clinics and found operations managers and physicians whom he intends to work with as the clinic establishment progresses.

Leaders bettering the world around them.