SaniDrop accelerates towards commercialization and patient impact in Uganda after receiving Q-MARK from Uganda National Bureau of Standards

The product quality certification allows sales on the market for SaniDrop, an affordable, locally-made hand sanitizer developed in the CAMTech Uganda Co-Creation Lab at Mbarara University of Science and Technology

Mbarara, Uganda, 6 February 2019 – The Uganda National Bureau of Standards (UNBS) issued the Q-MARK, a product quality certification, for SaniDrop, an affordable, locally-made hand sanitizer that kills 99.9% of germs. Developed by the Collard Group Limited in the CAMTech Uganda Co-Creation Lab at Mbarara University of Science and Technology (MUST), SaniDrop is poised to accelerate towards commercialization and patient impact after receiving certification to allow sales on the market in Uganda.

SaniDrop was first sourced after a needs identification at Mbarara Regional Referral Hospital. SaniDrop came up to avail the Ugandan market with an affordable, locally-made hand sanitizer that could leave hands smooth and dry as compared to expensive, imported hand sanitizers, some of which would cause skin irritations. SaniDrop reduces patient-to-patient infections by clinicians and hand-to-hand infections in communities where SaniDrop is available. SaniDrop is packaged by volume in 50-milliliter, 500-milliliter, 1-liter, 5-liter, 10-liter and 20-liter bottles in the CAMTech Uganda Co-Creation Lab. It is marketed to improve hand hygiene in hospitals and other public spaces.

The first trial sample came out in 2016 after two years of research and development. Quality improvements were then made to improve the first trial with the product passing UNBS quality tests in 2017. In 2018, the Collard Group Limited sought regulatory approval and focused on manufacturing procedures documentation. It was from passing the UNBS standards audit conducted in October 2018 that a Q-MARK was awarded in January 2019.

Developers of SaniDrop at the Collard Group Limited include Dr. Data Santorino, CAMTech Uganda Country Manager; Sandra Violet, Collard Group Sales Officer; Martin Mukama, CAMTech Uganda Lab Manager; Nuriat Nambogo, CAMTech Uganda Research and Grants Development Officer; Hannington Kanyesigye, CAMTech Uganda Innovation and Productization Officer; Manny Cabanas, CAMTech Innovator in Residence; Shivangi Bajpai, CAMTech Innovation Leadership Fellow; and Jacob Fohtung, CAMTech-Babson Innovation Leadership Fellow. The SaniDrop product sits at the intersection of innovation and job creation, and the Collard Group now employs a manager/director, production officer, sales officer and quality
specialist. With this awarded Q-Mark, the company hopes to employ more staff to help in widening the product’s market base.

The Consortium for Affordable Medical Technologies (CAMTech) is a global network of academic, corporate and implementation partners whose mission is to build entrepreneurial capacity and accelerate medical technology development through an open innovation platform. CAMTech innovators who come from public health, clinical medicine, engineering and business work with end-users in low-and middle-income countries (LMICs). CAMTech UGANDA is administratively housed at MUST and supports local innovators to transform ideas into solutions that can revolutionize health outcomes for people living in Uganda and across the globe.

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About CAMTech UGANDA
CAMTech UGANDA is part of the Consortium for Affordable Medical Technologies (CAMTech) and is administratively housed at Mbarara University of Science and Technology (MUST). CAMTech UGANDA has built an innovation ecosystem at MUST that includes monthly Innovation Cafés to discuss challenges in health and an Innovation Office that helps innovators transform their ideas into concepts. CAMTech UGANDA’s Co-creation Lab, a rapid prototyping facility, enables innovators to develop functional prototypes that have since attracted funding from various donor agencies and investment groups.

About CAMTech
The Consortium for Affordable Medical Technologies (CAMTech) is a global network of academic, corporate and implementation partners based at the Massachusetts General Hospital. CAMTech’s mission is to build entrepreneurial capacity and accelerate medical technology innovation to improve health outcomes in low- and middle-income countries. CAMTech’s approach enables co-creation where innovators across public health, engineering and business engage with end-users in low- and middle-income countries to develop disruptive medical technologies. Since 2012, CAMTech has brought together over 4,300 innovators from more than 730 clinical, academic and commercial organizations to participate in medtech hack-a-thons, award programs and entrepreneurial-building initiatives.

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