

BioPartners Africa (Pty) Ltd

Six Months In: Laying the Right Foundations at BioPartners Africa

Director's Review – Pretoria, South Africa; 6 March 2026

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Building the Foundation

The first six months of BioPartners Africa have been deliberate. Our focus has been on establishing foundations that are meaningful and aligned with Africa's healthcare realities. BioPartners Africa was created to operate at the intersection of healthcare insight, communities, technology, and policy—particularly where systems fail to connect. Much of our early work has involved refining our perspective and challenging assumptions that compromise patient outcomes.

Strategy and Brand Alignment

We streamlined six portfolio areas into three core pillars: technology, data, and innovation. These now drive every aspect of our work, ensuring coherence, scalability, and impact. This clarity is reflected in our evolved logo and website, which now communicate our identity as a strategic life science advisory and innovation firm. BioPartners Africa is positioned not as another health initiative, but as a tech-driven data engine designed to close Africa's health gaps and empower both clients and communities.

LEDIMO: Closing the Visibility Gap

A defining milestone is **LEDIMO** (pronounced *Le-dee-mo* - Sesotho for “Beast” or “Giant”), our flagship health engagement engine. LEDIMO represents the scale, ambition, and technical depth of BioPartners Africa’s mission, embodying our commitment to closing Africa’s **visibility gap** in patient care and delivering solutions that are both innovative and relevant to the local healthcare context.

The Problem We Solve:

In Africa’s healthcare systems, where more than 80% of the population depends on state facilities, care is typically accessed only when urgently needed, leaving long gaps between visits. During these intervals, patients often manage their health alone or disappear from the system entirely, **creating a visibility gap** that undermines continuity of care. Because the system is designed to respond to immediate needs rather than maintain ongoing connection, conditions that could be managed early often worsen into preventable crises. What’s missing is a digital bridge — a continuous, technology-enabled link that keeps patients engaged, visible, and supported between clinic visits.

LEDIMO's Architecture: LEDIMO uses an intuitive user interface that makes wellness reporting simple for all literacy levels, AI-driven logic that translates inputs into real-time actions, biometric safeguards that ensure data integrity and trust, and behavioral activation that keeps users connected to their health journey even between clinic visits. Together, these elements create a seamless system that bridges critical gaps in care while empowering individuals to take charge of their wellbeing.

The Partner Interface: Beyond user engagement, LEDIMO's modular Partner Interface generates real-time community insights. In environments where records remain paper-based, LEDIMO becomes a digital ally, illuminating blind spots for policymakers, health providers and partners. This creates a scalable platform for population-level analytics, risk stratification, and targeted interventions.

The Vision: LEDIMO is more than a product; it is a guardian. It ensures users remain connected, motivated, and visible long after leaving the clinic. For investors and partners, LEDIMO represents a transformational opportunity: to bridge Africa's data desert and build a future where health systems are proactive, accountable, and patient-centered.

G20 Social Summit: Equity, Inclusion and Global Dialogue

Our participation at the G20 Social Summit placed BioPartners Africa within high-level global conversations on equity, inclusion, and the future of healthcare innovation.

Standout Moments:

- A personal highlight was the **UNITAID-led HIV session**, where **Prof. Francois Venter** spoke to strong applause from advocacy groups and stakeholders. He stressed the urgent need to strengthen South Africa's HIV treatment program, warning that current gaps risk undermining decades of progress. His message was clear: stakeholders must act decisively to ensure health systems work more effectively for patients and communities.
- Beyond formal sessions, the G20 social summit provided invaluable opportunities to connect with community organizations and stakeholders from across South Africa's provinces and other parts of Africa. These engagements strengthened relationships, facilitated knowledge exchange, and laid the groundwork for future collaboration.
- The exhibition area showcased innovative local products, notably the **Setšong** brand of teas. Of particular interest was the variety derived from Tepane (*viscum combreticola*), a semi-parasitic aerial plant believed to have "longevity" properties. I was equally excited to sample **Dikgeru** marula nut spread, a handmade product that, along with others, stands as a testament to the growing wave of innovation emerging across Africa.

Engaging Where it Matters

- **Simply Complex Africa 2025:** This provided the space to engage with the layered challenges of African systems. Beyond reinforcing the need for local context in innovation, this event was vital for developing the networks and relationships that now form part of our professional bedrock.
- **Cluster Health Horizon Europe – Brokerage Event 2026:** Looking ahead, our involvement here reflects a focus on transnational collaboration. This presents a vital first step toward opening the doors to partnerships for long-term innovation.

Insights from the Field

Healthcare is an ecosystem beyond clinic walls. Our fieldwork—from river restoration in Atteridgeville to conversations on beach clean ups in Cape Town—demonstrates how ecological stewardship underpins human wellness. Community “listening sessions” in the Eastern Cape mapped patient journeys across socio-economic lines, ensuring our strategy reflects lived realities rather than abstract assumptions.

Strengthening the Organization

Alongside solution development, equal attention has been given to building the organization itself. My partnership with GROW Business Coaching South Africa has supported us in unpacking and streamlining organizational goals while strengthening strategic discipline. This work is often invisible, but essential; sustainable impact requires a business capable of scaling responsibly.

Looking Ahead

Six months in, our direction is clear: build strategically, question assumptions, and close real gaps. The path forward is to deepen what works, partner intentionally, and deliver solutions that resonate with the lived realities of Africa's people. This is long-term work, and our journey has only just begun.

Gloria Rembe-Hadebe

6 March 2026

A handwritten signature in black ink, appearing to read 'GMR', written in a cursive style.