



3- MONTH PILOT PERFORMANCE

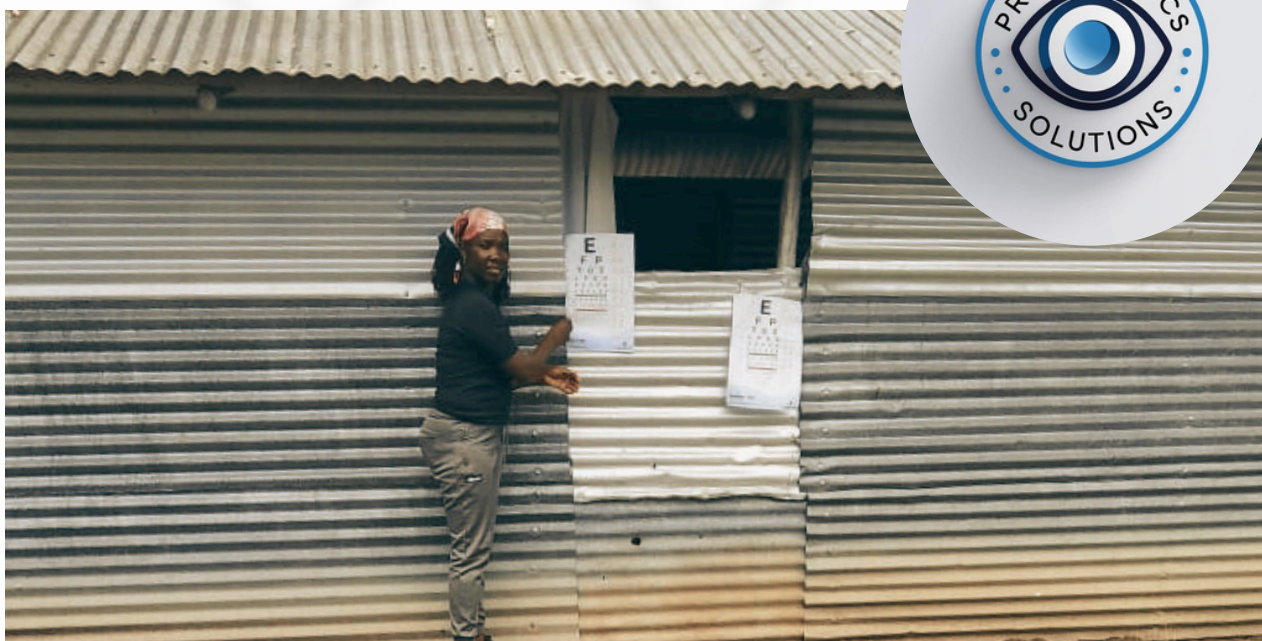
JULY - OCTOBER 2025

Prepared by

BEATRICE ABURA

Funding Partner





Our three-month pilot aimed to test the feasibility of Presbyoptics' community-based model for delivering affordable reading glasses and basic eye health services in rural Kenya.

With D-Prize support, the pilot successfully demonstrated that trained Community Health Volunteers (CHVs) and local distributors can effectively identify and serve clients with presbyopia while creating sustainable demand for low-cost vision products.

A total of 1,150 clients were reached, 754 glasses distributed, and 396 clients referred for advanced eye care.

The pilot provided critical insights into community engagement, logistics, and the viability of scaling a last-mile eye health solution.



- *Test the community-based delivery model using CHVs and faith-based networks.*
- *Assess affordability and willingness to pay for low-cost reading glasses.*
- *Evaluate operational feasibility — logistics, supply chain, and data collection.*
- *Identify lessons and opportunities for scale-up.*

OUR OBJECTIVES

OUR IMPLEMENTATION STRUCTURE



Geographic Focus:

Bondo Sub-County (core operations), plus two outreach events in Kisumu and Muhoroni led by Stewards of Grace.

Human Resources:

7 Community Health Volunteers (CHVs) trained and deployed.- 5 local distributors managing community and church-based sales points.

Partnerships:

Church networks having worked with 20 churches so far, additionally we partnered with Stewards of Grace; a community based Organization that works with clergy on health and agriculture to aid our penetration in Bondo.

They supported mobilization through faith networks, alongside collaboration with local churches and community groups.

12

Frontline agents mobilized (7 CHVs, 5 distributors) who are now active in their communities

396

Referrals for advanced eye care, highlighting unmet need

754

Reading glasses distributed, showing strong affordability

1,150

Clients reached (115% of target)

OUR EXPERIENCE

High Operational Costs:

Transportation and logistics during community outreaches significantly increased expenses.

CHV Capacity:

Continuous mentorship and refresher training are needed to improve screening accuracy and record keeping.

Supply Chain Coordination:

Maintaining consistent stock and timely resupply remains critical as outreach areas expand.

-Other organizations are giving same reading glasses for free across Kenya.

We learned that Collaboration with community and faith-based structures enhances trust and uptake, proving essential for scalability.





WHO ATTENDED?

The Community and Integrated Church members.

Our goal of the day was to provide integrated health services to church networks under the support of stewards of Grace



Muhoroni Ombeyi



OUR FUTURE OUTLOOK



Presbyoptics plans to expand coverage to 5,000 clients across Bondo and 3 neighboring sub-counties. We will train 50 additional CHVs, strengthen the distributor network, and introduce a digital sales and inventory tracking system. To support this growth, we will pursue catalytic and venture funding to optimize logistics, scale operations, and establish a revolving fund for sustainable product supply.



+3

Neighboring Counties

+50

CHVs Training

+5000

Target Coverage



The pilot was fully funded by D-Prize, covering costs for CHV and distributor training, reading glasses procurement, logistics, and community outreaches. While spending remained within budget, transportation emerged as the largest cost driver, highlighting the need for localized distribution hubs in future phases.



Affordable reading glasses



Vision Screening services



Training for CVHs & Churches



Referral Services



@ KES 400

Restoring Vision; Empowering Communities through demedicalized access to affordable reading glasses in Kenya



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