

**Nominee:** *Lydia Oile*  
**Company Name:** *Lawsam Chemicals, Le Memorial Medical Services Ltd*  
**Industry:** *Health*  
**Years in Business:** *25 years*

## **Introduction**

I am Lydia Oyile, Managing Director of Lawsam Chemicals, Director Tausi Décor and CEO Le- Memorial Medical Services. These are three different companies all dealing in different things and I have handled them effectively for the time I have had the three of them. Lawsam chemicals is the oldest I have ran that for 25 years, Tausi Decor for five years and Le- Memorial is the baby and the biggest of all of them and I have had this for one year. I am a mother of three and a grandmother. I have been in business with a purpose. Business has been a challenging environment, mostly considered for the males. I am a person who believes I can make it and this is how I managed to grow the business.

We are in a chemical business dealing mostly in industrial detergents. We represented multinational company diversity for over 25 years as a sole distributor and we are doing well. For over the years I have travelled, I found that our health system in the country was lacking and felt that I needed to put up a healthy facility with a difference. We have a wellness centre where we cater for all our clients, to live well, be healthy and our doctors are well qualified and experienced. You need to come and experience quality and then understand that indeed Le-memorial is the place to be!

## **What would you describe as your biggest achievement?**

My biggest achievement is Le-memorial Medical Services. Running of hospitals in Uganda is male dominated and I am proud to say that I have managed to run Le-Memorial Medical Services effectively. It is a five star hospital and it has most services that make patients feel at home. It is located in serene environment on Kigo road, away from the noise of Kampala city, with a view of lake Victoria and the fresh air.

As a mother, I believe we are made to give special care and if we extend this care to patients, the healing process becomes faster and less painful. The kind of treatment we get here is contagious kindness. We have different facilities well planned and with a wellness center that relieves attendants the pressure of having a loved one admitted in a hospital.

We have five star, self-contained rooms with TVS, fridges and with a nurse at your bed side all the time. Le- memorial is indeed a very different hospital from others. I feel it's unique and it's my baby and plan to take it to another level.

## **How is your product/service unique from others in the same industry?**

We are different; our service comes with contagious kindness, love and care. Our business is about quality care and respect to our patients and we do that in a serene set up.

We give you all the love and care that you will not find elsewhere. Our facility is really homely, located in a quiet environment overlooking the lake, the location itself makes healing faster. We have very special doctors who deal in oncology and blood diseases.

**Where would you like to see the business in the next 3-5 years?**

In the next five years I would love to see Lawsam Chemicals being able to produce a range of programs currently we are importing them from Nairobi as finished products but we should be able to manufacture them in this country, I would love to see Tausi competing with the giants in the interior decor as one of the biggest suppliers for corporate companies and for Le – Memorial, my dream is quite big we will be the first Ugandan hospital to do bone marrow transplant.

**What would you say are the major challenges experienced by the business?**

There is less support from the government. It's not easy to get the right people to help; there is a lot of bureaucracy. The borrowing rates are very high and there is nothing much we can do.

Infrastructure like road network and power supply are still very poor, I wish the government was able to do something for us, it would be an addition to the business. Such public services like good roads, availability of power, government systems that work well – are all we need to excel. Progress is being made, but lot of work still needs to be done. Some people do not yet understand what a great health care package feels and looks like. They have not yet experienced it. They end up paying a lot for a poor quality service. We plan to undertake aggressive awareness about preventative healthcare and what quality healthcare looks like so as to make customers get value for their money spent in treatments.

**What have you done to develop/empower other women?**

I believe I have done something for our community; we currently employ more than 70 people in the three companies. I have taken so many girls to school, I have paid school fees for over 20 children I mostly from less advantaged families and the orphans. We have offered free antenatal services, carried out medical outreach programs and treated some patients for free.

**What advice would you give to other women?**

My advice for the women is simple. Do not think men are superior in anyway what a man can do, a woman can do even better, believe in yourself and never neglect anything that seems small. However small you start always believe you can go to the next level. I have lived a very independent life and I have achieved so much. I believe other women can do the same. We may have challenges that are unique to women but these cannot stop us from doing what we want. As women, we need to be independent, not rely on men, be on your own, stand on your feet, if a man can do it, you can do it too and even better.

Above all, work smart and hard. Be trust worth and avoid cutting corners. No success is sustainable if it is a result of underhand methods.

**How has MTN Uganda contributed to your achievement?**

They have eased communication. Given the nature of our business, we use Internet a lot and we have been able to keep up to date with modern technology. Plus our strategy going forward is to invest more in technology to make it easy for customers to enjoy our services. The data, mobile money and voice solutions by MTN are key in this strategy.