COMPANY PROFILE

TECHNECON HEALTHCARE PVT. LTD.

Adding value to healthcare

Hospital, Healthcare Planning & Management Consultants
**ABOUT US**

*Technecon Healthcare Pvt. Ltd.* is a hospital and healthcare planning, project implementation and management consultancy company established in 1998. Understanding our client needs is paramount to enable us to deliver an institute reflecting the client’s vision.

Systematic planning of hospitals can never be over emphasized. Having achieved this, professional management then needs to ensure the sustenance, optimum performance and growth of the hospital.

The journey of the hospital from concept to commissioning meanders through a series of steps, procedures and techniques that eventually culminates into a world-class institution. One has to envisage and factor in the highly dynamic fields of both medicine and technology to keep the hospital state of the art at all times.

It is said: 'prudence is knowing and recognizing what you don't know'.

Successful establishments depend on professional consulting and advisory assistance to enable risk minimization and to achieve their goals. This applies to both new hospital ventures or merely retrofitting existing ones and managing them professionally.

It is our endeavour to provide outcomes that are both innovative and cost effective. Our organization has been associated with over 80 major hospitals and healthcare projects in India and overseas.

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**Our Vision**

“Providing services through an interactive approach with unsurpassed service, quality and creativity”
WHAT WE DO

Our services range from project conceptualization, design and planning, project implementation to management advisory, offering a total solution.

- Project Conceptualization
- Detailed Project Reports
- Architectural Services
- Medical Equipment Planning
- Human Resource Services
- Information Technology Planning
- Project Commissioning
- Marketing & Communication
- Strategic Alliances & Project Funding
- Biomedical Equipment Business Consulting
- Service Line Analysis/
  Hospital Audit
- Organizational Management &
  Systems Development
- Policy Development &
  Strategic Planning
- Tariff Rationalization
- Turnaround Strategies
- Marketing Strategies
- Quality Management/
  Accreditation

The aforementioned services are also offered for medical, nursing and paramedical institutes
PROJECT CONSULTANCY

PROJECT CONCEPTUALIZATION

- Market research & survey
- Facility service & bed mix
- Project size

DETAILED PROJECT REPORTS

- Gap analysis to determine the type of clinical services needed
- Allied facilities and support services to be provided at the hospital
- Patient volume estimation based on market survey
- Estimation of capital expenditure
- Staffing matrix with estimated salaries
- Projection of operating costs and revenues

ARCHITECTURAL SERVICES

- Designing of concept
- Design & drawings
- Tender
- Structural design
- MEP services
PROJECT CONSULTANCY

MEDICAL EQUIPMENT PLANNING
- Assessment of existing medical technology
- Equipment planning & budgeting
- Procurement management
- Overseeing installation procedures
- Co-ordination of training on operational management of equipment and In-service training

HUMAN RESOURCE
- Workforce planning & preparation of job profiles
- Development of HR policies
- Recruitment & training assistance

INFORMATION TECHNOLOGY
- Recommends appropriate application modules
- Reviews various available application
- Provides HIMS selection assistance
- Oversees commissioning of HIMS

PROJECT COMMISSIONING
- Policy development & strategic planning
- Tariff structuring
- Quality systems & accreditation
PROJECT CONSULTANCY

MARKETING & COMMUNICATION
- Market research
- Community need assessment
- Product manuals
- Visual aids
- Reckoners / handouts and patient education booklets
- Movies / corporate films and medical animations
- Event management

STRATEGIC ALLIANCES & PROJECT FUNDING
- Joint ventures
- Mergers & acquisitions
- Public Private Partnership (PPP)
- Entrepreneurial services
- Funding advisory

BIOMEDICAL EQUIPMENT BUSINESS CONSULTING
- Assessment of available opportunities
- Strategies to enter the Indian market
- Reorganization of current marketing strategies
- Development of distributor channels
- Establishment of manufacturing facilities (own/joint venture)
- Contract manufacturing
- Regulatory affairs
WHAT WE DO

- Turn around strategies through ‘service line analysis’ leading to optimization of revenues and profitability
- Operational audits
- Manpower audit & training
- Designing operations manual
- Costing of services
- Systems study & redesign
- Tariff rationalization
- Marketing strategies
- Hospital waste management
- Recruitment assistance
- Quality management / accreditation
TEAM LEADERS

Dhanraj G. Chandriani

Dhanraj Chandriani started his career in his family run business, Xray & Electromedicals (India), manufacturing a wide spectrum of medical devices, 35 years ago. He subsequently went on to become CEO. As Director – Healthcare, at the Manipal Group, he was responsible for governance of the group’s hospitals and healthcare teaching institutes. As Consultant Advisor to the Ministry of Health, Govt. of Maharashtra he guided World Bank funded healthcare projects with special emphasis on public private partnership. Dhanraj was visiting faculty at Garware and Welingkar Institutes and currently teaches at Thadomal Shahani Engineering College and Watumull Institutes in Mumbai. He is a postgraduate in Physics and Mathematics from Bombay University, has an MBA from Jamnalal Bajaj Institute, Mumbai and Masters in Hospital Administration.

Hussain Varawalla

Hussain was drawn to healthcare facility design while studying architecture at IIT Kharagpur, India. He was attracted to the complexity of operational systems that exist in a modern healthcare facility, leading to multifarious relationships between the constituent parts that made up the whole. Hussain has 33 years of experience in the conceptualization and schematic design of medium to large health care facilities / hospitals in India and abroad. He worked as Director-Design Services at Hosmac India and led the design team, conceptualizing future initiatives for Reliance Health Ventures Ltd. Amongst other hospitals, he has designed Asian Heart Hospital and Dr. L.H Hiranandani Hospital, Mumbai; both iconic hospitals in India. For Hussain, healthcare facility design is not merely an occupation, it is a passion.

Harsh Chandriani

Harsh Chandriani’s career spans over 8 years in the financial services industry. He started his career with UBS Investment Bank in New York City, gaining experience in financial operations and project management. In India, he was responsible for the operational setup of Superfund Financial, an Austrian managed futures fund. He further went on to serve IIFL Wealth Management as a financial advisor. He holds a Bachelor’s degree in Economics and Computer Science from Denison University, OH, USA and a MBA in Finance from the S. P. Jain School of Global Management. He is passionate about promoting the services of Technecon Healthcare and delighting clients on a global scale.
WHAT THEY SAY

B.D. Petit Parsee General Hospital

“Technecon Healthcare submitted an in-depth market analysis and financial feasibility report that maps the key healthcare related issues/trends and provides an insight for decision making. Their knowledge of the healthcare industry is obvious and we would recommend Technecon to interested organizations and individuals in the healthcare sector.”

Maj Gen (Retd.) M L Malik (Chief Executive Officer)

BSES MG Hospital

“Technecon Healthcare has been, and continues to be, our hospital consultants since the past seven years… have studied the performance of various departments….involved with implementing their recommendations that positively impact patient care and improve the financial performance of the hospital… have also been advising our healthcare group to enable us to take an informed decision on our new pursuits in healthcare.”

Dr. Ashok Mehta Medical Director & Consultant Cancer Surgeon

Mumbai Institute of Neurosciences

“Technecon Healthcare is a professional, healthcare consultancy company having detailed and meaningful insights of the healthcare industry…For our super-speciality hospital project, their recommendations provided our team with actionable, objective and unbiased information…. We have now associated with Technecon whilst we embark on establishing our institute and look forward to their large spectrum of services …..”

Dr. Keki Turel, Neurosurgeon
**OUR PROJECTS**

Our services range from *project conceptualization, design and planning, project implementation* to *management advisory*, offering a total solution. Our organization has been associated with close to **90 major hospitals and healthcare projects in India and overseas**.

- **Upto 50 beds**: 9%
- **51 - 150**: 12%
- **151 - 300**: 31%
- **301 - 500**: 12%
- **501 - 2000**: 36%
For all healthcare organizations, planning must incorporate accurate, in-depth knowledge of the perceptions and attitudes of many stakeholders. These include patients and their families, clinicians, hospital staff, healthcare planners, community leaders and regulators. Technecon’s team of experts is experienced in market survey, focus groups and executive interviews, and other forms of opinion research. The assessment integrated from such primary research along with secondary data helps to support meaningful decisions.

Technecon develops demographic, economic and social forecasts for defined market areas. Depending on the context, we combine published as well as our own forecasts of market conditions to determine gaps and opportunities.

Forecasts for planning hospitals, take into account health demographics, disease profiles, morbidity, household characteristics, healthcare seeking patterns that leads to effective decision making.

Models have been developed to forecast demand for healthcare services. We can project demand in terms of events revenues and resource requirements. Our methodology allows us to present multiple forecast scenarios thereby permitting our clients to explore alternate scenarios.
A demand estimation based on gap analysis is imperative in indicating the need for specific services based on demography and related parameters. Whilst estimating the present demand, it is essential to highlight the projected needs of the future.

Gap analysis thus enables the healthcare provisions to remain current at all times in future. Services integrate financial, operational, clinical, strategic, facility, and technology issues to provide clients with the information needed to make fiscally responsible and informed decisions.

This integrated approach allows the promoters of the project to address the financial impact of their venture during the planning process. This pro-active approach improves the ability of the management to allocate resources appropriately.

It further ensures that the project momentum is not impaired through the pursuit of initiatives that the organization cannot afford.

- Gap analysis to determine the type of clinical services needed
- Allied facilities and support services to be provided at the hospital
- Patient volume estimation based on market survey
- Estimation of capital expenditure (infrastructure; medical technology, other moveable and immoveable assets)
- Staffing matrix with estimated salaries
- Projection of operating costs and revenues
- Financial statements and ratios
OUR SERVICES

ARCHITECTURE DESIGN AND PLANNING

Our qualified and experienced ‘Healthcare Architects’ undertake planning new facilities and redesigning/retrofitting existing ones. We extend demand forecasts to produce departmental workload measures translating into equipment, staffing and space needs.

Our experience in integrating opinion research with quantitative analysis assures a facility that meets the expectations of stakeholders in addition to being efficient. The entire process of planning and design comprise several carefully organized processes.

- Functional space program
- Design concept
- Schematic drawings
- Construction drawings
- Interior design
- Tender & evaluation of all bids & vendor recommendation
- Project management
- Liaison with clients, consultants, authorities, contractors
- Involvement in legal and management issues related to the project
The health care industry is experiencing a new era in cost containment. In the past, little attention was given to the financial impact of medical equipment related decisions. In this new health care environment, "state-of-the-art" is no longer sufficient as planning criteria for selecting new technology. For a technology to be appropriate, it must address the needs for efficiency, cost-effectiveness and productivity thus enhancing the quality of patient care.

Today hospitals are in an extremely competitive arena, putting additional emphasis on a technology’s marketability. Medical devices can easily account from 30% to 50% of the overall project cost. Moreover, this asset component continues to change and evolve at an unprecedented pace. As a result it’s planning and management has become a significant challenge.

It is critical to implement a formal, objective and comprehensive process to manage and control the equipment planning process. Our technology planning and procurement services encompass the assessment, planning, procurement assistance, and management guidelines for a healthcare organization’s medical technology requirements. Technecon’s planning resources and database comprise an extensive equipment library system with standards, technical specifications, utility requirements and market prices. From a management standpoint, our systematic efforts provide for standardization, accountability and the common integration of data through a central point, permitting us to address the complexities of a given project in a timely manner.

- Assessment of existing medical technology
- Equipment planning & budgeting
- Procurement management
- Overseeing installation procedures
- Co-ordination of training on operational management of equipment and in-service training
OUR SERVICES

HUMAN RESOURCE (HR) SERVICES

People are a major strength in any organization. We make concerted efforts in selecting the most appropriate staff for the institution. Job descriptions are designed to suit every category of service provider.

Whilst hospitals aspire to engage the best skills in the industry, it is even more essential to hone their skill sets further and keep them sharp at all times.

Technecon not only assists the client with selecting appropriate staff but also prides in conducting training programs at various levels ensuring high quality of patient care and enabling the staff to stay sharp and abreast with the demands and current practices.

The complex services and the wide spectrum of activities involved in any healthcare delivery activity require staff with varied skills. It is therefore most essential to standardize these activities and functions for an effective and qualitative service. Our custom developed Standard Operating Procedures (SOPs) encompass all the essential departments, services, activities and train the staff to comprehend the implications and adhere to the formats and procedures.
OUR SERVICES

INFORMATION TECHNOLOGY

Information Technology plays a very crucial role in the healthcare sector today. Patient data management through the admission / discharge / transfer process is very essential. The management of all clinical and non-clinical data of each patient is important. Equally necessary is the financial data management with regards to patient charges and billing.

Finally, the management needs to track the performance of the hospital with the help of tools such as the Management Information System (MIS). This enables it to keep track of the hospital's functioning by analysis of its financial indicators and thereby ensure optimum performance.

The variety and complexities of HIMS systems are many. It is essential not only to select the appropriate application but also to decide on the applicable modules. These vary with the size and type of a hospital and can be procured in a phased manner.

- Recommends appropriate application modules
- Reviews various available applications
- Provides HIMS selection assistance
- Oversees commissioning of HIMS
Every hospital is built with a vision: to provide patient care as a part of a social obligation and yet to ensure sustainability and growth. The need to develop, change and upgrade is imperative and an institution has to be proactive to the constantly evolving techniques/ and technologies as well as growing patient demands. Seamless functioning of any organisation relies on operational transparency and clear and crisp policies. Technecon helps build an institution that imbibes policies, procedures and strategies related to management, patient, staff, visitors and materials amongst others. The complex services and the wide spectrum of activities involved in any healthcare delivery mechanism require well defined policies, processes and procedures. Standardizing activities and functions for an effective and qualitative service thus becomes imperative. Technecon develops customised Standard Operating Procedures (SOPs) for various departments and services in keeping with the hospital policies.

**Designing Tariff Structure**
Benchmarking is a concerted effort to investigate and discover best practices that can be adopted by an institution to remain competitive at all times. Technecon performs cost analysis and price benchmarking resulting in an appropriate tariff structure for the hospital services.

**Accreditation Consulting**
Accreditation of hospitals ensures quality of patient care through structured processes and thus enhances the value of the hospital. Technecon facilitates the hospital to perform an internal assessment of processes and preparation of documentation in conformation with the accreditation norms.
Healthcare is recognized as an industry and like all commercial establishments hospitals too need a business plan and marketing of products and services. To plan an appropriate strategy it is essential to assess the community needs, research the healthcare demand, and supply trends. With this, one can develop a service culture and delivery program that would enthuse the healthcare seeker. The hospital industry too is not devoid of competition. What is of prime importance is not just to provide a service that is applicable and state-of-the-art but to communicate it to the masses and market it meaningfully.

Our team provides various services in support of this activity in the form of creating marketing strategies, writing medical and training literature and manuals, creating visual aids and corporate films and undertaking event management.

- Market research
- Community need assessment
- Product manuals
- Visual aids
- Reckoners / handouts and patient education booklets
- Movies / corporate films and medical animations
- Event management
Very often, the size and type of the project warrants multiple promoters to come together and venture into it. Then there are existing public sector hospitals looking for a public-private partnership. Technocon has the wherewithal to suggest strategies, policies terms and conditions under which such alliances could take place. Having worked with several groups and organizations in the healthcare sector and being in touch with the international trends and norms, our experts would advise and formulate appropriate terms leading to a successful collaboration. We believe that the future success and survival of high quality healthcare organizations is enhanced by their ability to associate with programs instituted by eminent organisations throughout the world. We assist clients to identify and promote their services.

Many a time, project promoters seek funding for their projects. Technocon advises and facilitates the type, extent and source of funding that the project requires.

- Joint ventures
- Mergers & acquisitions
- Public Private Partnership (PPP)
- Entrepreneurial services
- Funding advisory
As the Indian healthcare sector globalizes and expands exponentially, the medical devices industry offers a big opportunity to manufacturers and traders to expand their horizons. The route is not always easy and often on-ground consulting assistance by experts with medical device experience is valuable. The industry experts claim that, currently India is import dependent as nearly 70-75 per cent of all medical devices used in the country are imported. We help our clients craft a customized suit that suits their product launch and growth the best.

The entry in Indian biomedical equipment business requires strategic planning as well as a comprehensive market analysis.

Technocon offers comprehensive services ranging from systematic and in-depth market analysis, product’s potential for Indian market, entry strategies, exploring avenues for growth, identification of best distribution channels and establishment of sales network.

The group has over 35 years healthcare industry experience in sales, marketing and business development. We now offer advisory services to national and international biomedical device companies with respect to medical devices related regulatory affairs in India as well as for exploring the Indian healthcare market for establishing medical device business in India.

We undertake qualitative analysis of the Indian healthcare market with regards to specific business strategies to be adopted by a new entrant or an existing medical equipment company.

- Assessment of available opportunities
- Strategies to enter the Indian market
- Re-organization of current marketing strategies
- Development of distributor channels
- Establishment of manufacturing facilities (own / joint venture)
- Contract manufacturing
- Regulatory affairs
OUR SERVICES

OPERATIONS MANAGEMENT CONSULTANCY

Very often, the management faces difficulties in steering healthcare projects or hospitals in the right direction. Poor management, inadequate financial control, non-existent inventory management, lack of camaraderie with the staff, ever growing competition etc. are some of the factors leading to healthcare establishments running aground.

Technocon offers the following operations management consultancy services:

- Turn around strategies through service line analysis leading to optimization of revenues and profitability
- Operational audits
- Manpower audit & training
- Designing operations manuals
- Costing of services
- Systems study & redesign
- Tariff rationalization
- Marketing strategies
- Hospital waste management
- Recruitment assistance
- Quality management / accreditation

We provide implementation assistance for all the above. This ensures the applicability of our suggestions and recommendations

SERVICE LINE ANALYSIS

- Assessment of performance of specific service lines (departments) in the hospital
- Identification of policies and processes to explore their full potential for enhanced patient service
- Advisory for cost and revenue optimisation
- Assisting the hospital to implement our recommendations and monitoring the outcomes to ensure desired results
OUR SERVICES

SERVICE LINE ANALYSIS

Departmental performance is assessed on several parameters:

- **Infrastructure & Assets**: Adequacy of areas, spaces and location of the departments in keeping with ‘medical planning’ norms; level of technology (medical and non–medical devices) and their appropriateness for the services rendered; device life cycle management policies and practices; device procurement & decommissioning policies and processes
- **Human Resource**: Analyzing the staff matrix and drawing out an appropriate organogram; evaluating the staff quantum and its adequacy; reviewing staff profile and their suitability for required service delivery; staff compensation with respect to qualifications, job profile and performance; assessing departmental revenue & expenditure to qualify existing staffing pattern; recommending staff motivation practices.
- **Operations**: Mapping patient throughput and service volume; assessing utilization of assets with respect to workload; evaluating inventory and its management; tracking departmental workflow, patient quantum and flow patterns; analyzing service delivery processes and time lines
- **Finance**: Assessing departmental revenues and expenditure; tracking the financial trends and suggesting measures to contain costs and augment revenue; evaluating key financial ratios to determine service viability; identifying key contributors to the revenue of the department and taking proactive measures to enhance this contribution; analyzing past profitability trends of departments with respect to the overall hospital performance.
- **Quality**: Assessing departmental processes and recommending steps to prevent errors and enhance patient care; reviewing patient feedback to assess quality of service delivery; reviewing the patient complaint handling policy and process; enhance patient satisfaction by recommending value added services/facilities; evaluate staff feedback to assess management policies impacting staff performance
QUALITY STANDARDS AND ACCREDITATION

Accreditation is a process of external review of the standards and quality of healthcare being provided by a healthcare organization. It helps strengthen community confidence in the quality and safety of care, treatment and services offered by the organization; provides a competitive edge in the marketplace; improves risk management and risk reduction; helps organize and strengthen patient safety efforts and provides education on good practices to improve business operations.

We provide implementation assistance for all the above. This ensures the applicability of our suggestions and recommendations.

### ACCREDITATION RESULTS IN

- Better Staff and patient satisfaction
- More goodwill in the market
- More footfalls in the hospital
- Lower average length of stay yielding better revenue
- More tie-ups with Insurance and corporates
- Minimizing risk of getting into any medico-Legal case

Technecon offers the following services for (NABH, JCI) accreditation:

- **Assistance in self-assessment**
- **Review of existing processes, SOPs, policy manuals and documentation as per accreditation norms**
- **Identifying problem areas and addressing them adequately**
- **Assistance in designing processes, SOPs, policies and documentation as per quality standards and accreditation norms**
## Our Projects

### Prominent Hospitals & Projects Associated With

<table>
<thead>
<tr>
<th>No.</th>
<th>Name of Project</th>
<th>Nature / Size of the Project</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>B.D. Petit Parsi General Hospital, Mumbai</td>
<td>200 bed multi-disciplinary hospital</td>
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<tr>
<td>2.</td>
<td>BSES MG Hospital, Mumbai</td>
<td>120 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>3.</td>
<td>Visaka Industries, Hyderabad</td>
<td>150 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>4.</td>
<td>Shri H. S. Ranka Foundation, Mumbai</td>
<td>Charitable Trust working actively in the healthcare sector</td>
</tr>
<tr>
<td>5.</td>
<td>Mumbai Institute Of Neurosciences, Mumbai</td>
<td>300 bed super-speciality neurosciences, orthopedic, trauma and rehab hospital with research &amp; training centre</td>
</tr>
<tr>
<td>6.</td>
<td>Radha Mohan Mehrotra Medical Relief Trust, Mumbai</td>
<td>Charitable Trust working actively in the healthcare sector</td>
</tr>
<tr>
<td>7.</td>
<td>Dr. Zubin Vaid, Mumbai</td>
<td>30 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>8.</td>
<td>Radha Mohan Mehrotra Medical Relief Trust, Mumbai</td>
<td>100 bed pediatric surgery centre</td>
</tr>
<tr>
<td>9.</td>
<td>Nayar Samaj, Navi Mumbai</td>
<td>30 bed Ayurveda hospital</td>
</tr>
</tbody>
</table>
### OUR PROJECTS

**PROMINENT HOSPITALS & PROJECTS ASSOCIATED WITH**

<table>
<thead>
<tr>
<th>NAME OF PROJECT</th>
<th>NATURE / SIZE OF THE PROJECT</th>
</tr>
</thead>
<tbody>
<tr>
<td>10. Radha Mohan Mehrotra Medical Relief Trust, Mumbai</td>
<td>Pediatric cardiac surgery</td>
</tr>
<tr>
<td>11. SRL Inc., Japan</td>
<td>State-of-the-art laboratories for molecular biology genetic testing</td>
</tr>
<tr>
<td>12. Radha Mohan Mehrotra Medical Relief Trust, Mumbai</td>
<td>Total knee replacement surgery</td>
</tr>
<tr>
<td>13. Mother Hospital, Areekode, Kerala</td>
<td>300 bed multi-specialty hospital</td>
</tr>
<tr>
<td>14. Mother Hospital, Areekode, Kerala</td>
<td>Dialysis Centre</td>
</tr>
<tr>
<td>15. Radha Mohan Mehrotra Medical Relief Trust, Mumbai</td>
<td>100 bed cancer hospital</td>
</tr>
<tr>
<td>16. Medcliniq, Pune</td>
<td>50 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>17. Prince Aly Khan Hospital, Mumbai</td>
<td>137 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>18. Zeon Medical Inc., Japan</td>
<td>Medical equipment advisory</td>
</tr>
</tbody>
</table>
### Our Projects

#### Prominent Hospitals & Projects Associated With

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<tbody>
<tr>
<td>20. Viloo Poonawalla Charitable Hospital, Pune</td>
<td>100 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>22. Price Waterhouse Coopers / Vaatsalya Healthcare Group, Karnataka</td>
<td>Group of 16 hospitals of 80 to 100 beds each</td>
</tr>
<tr>
<td>23. Parikh Group, Mumbai</td>
<td>80 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>24. Dr. Bhandari (Of Vatikuti Foundation, USA) &amp; Brahma Kumaris Group</td>
<td>75 bed paediatric oncology hospital</td>
</tr>
<tr>
<td>25. B. D. Petit Parsee General Hospital, Mumbai</td>
<td>200 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>26. Philippines Orthopaedic Centre, Manila (Govt. Of Philippines)</td>
<td>700 bed super-speciality orthopaedic hospital</td>
</tr>
<tr>
<td>27. IPE Projects - Bihar Health Systems</td>
<td>District Hospital West Champaran, 150 beds (sanctioned beds – 500)</td>
</tr>
</tbody>
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## OUR PROJECTS

### PROMINENT HOSPITALS & PROJECTS ASSOCIATED WITH

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<tbody>
<tr>
<td>28. IPE Projects - Bihar Health Systems</td>
<td>District Hospital Madhepura, 65 beds (sanctioned beds – 300)</td>
</tr>
<tr>
<td>29. IPE Projects - Bihar Health Systems</td>
<td>District Hospital Saharsa, 100 beds</td>
</tr>
<tr>
<td>30. IPE Projects - Bihar Health Systems</td>
<td>District Hospital Supaul, 100 beds (sanctioned beds – 300)</td>
</tr>
<tr>
<td>31. IPE Projects - Bihar Health Systems</td>
<td>District Hospital Kishangunj, 100 beds</td>
</tr>
<tr>
<td>32. IPE Projects - Bihar Health Systems</td>
<td>District Hospital Purnia, 265 beds (sanctioned beds – 500)</td>
</tr>
<tr>
<td>33. IPE Projects - Bihar Health Systems</td>
<td>District Hospital Banka, 100 beds (sanctioned beds – 300)</td>
</tr>
<tr>
<td>34. IPE Projects - Bihar Health Systems</td>
<td>District Hospital Munger, 100 beds (sanctioned beds – 300)</td>
</tr>
<tr>
<td>35. IPE Projects - Bihar Health Systems</td>
<td>District Hospital Jamui, 100 beds (sanctioned beds – 300)</td>
</tr>
<tr>
<td>36. IPE Projects - Bihar Health Systems</td>
<td>District Hospital Khagaria, 100 beds (additional 100 beds awaiting commissioning)</td>
</tr>
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## OUR PROJECTS

### PROMINENT HOSPITALS & PROJECTS ASSOCIATED WITH

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<tr>
<td>37. Bihar Health Systems</td>
<td>100 bed orthopedic hospital, Rajbanshi Nagar</td>
</tr>
<tr>
<td>38. Bihar Health Systems</td>
<td>100 beds eye hospital, Rajendra Nagar</td>
</tr>
<tr>
<td>39. Global Hospital &amp; Research Centre, Abu (Rajasthan)</td>
<td>1000 bed super-speciality cancer hospital</td>
</tr>
<tr>
<td>40. Asra Healthcare Pvt. Ltd., Thane</td>
<td>25 bed orthopaedic &amp; trauma care hospital</td>
</tr>
<tr>
<td>41. Global Hospital &amp; Research Centre, Mumbai</td>
<td>500 bed teaching hospital with medical, nursing, pharmacy colleges</td>
</tr>
<tr>
<td>42. Goa State Industrial Development Corporation/ Director Of Health Services, Goa</td>
<td>650 bed multi-speciality hospital</td>
</tr>
<tr>
<td>44. Global Hospital &amp; Research Centre, Mumbai (GHRC)</td>
<td>200 bed speciality head &amp; neck surgery hospital</td>
</tr>
<tr>
<td>45. M.K. Hospital, Bhiwani (Haryana)</td>
<td>175 beds multi-disciplinary hospital</td>
</tr>
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<tr>
<td>46. GHRC &amp; Radhibai Watumul Trust, Mumbai</td>
<td>200 bed super-speciality cancer and multi-disciplinary hospital</td>
</tr>
<tr>
<td>47. United Phosphorous, Mumbai</td>
<td>300 bed hospital and medical college</td>
</tr>
<tr>
<td>48. Global Hospital &amp; Research Centre, Mumbai / Abu</td>
<td>100 seat medical college, 100 seats nursing college, 5 seat pharmacology college &amp; 500 bed teaching hospital</td>
</tr>
<tr>
<td>49. Continental Hospital, Hyderabad</td>
<td>500 bed super-speciality hospital</td>
</tr>
<tr>
<td>50. Shree Hari Health &amp; Education Foundation, Bhiwani, Haryana</td>
<td>200 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>51. Ashwin Hospital, Medical College &amp; Nursing College, Katmandu, Nepal</td>
<td>1000 bed hospital, 150 seat medical college, 100 seat nursing college, 60 seat paramedical college</td>
</tr>
<tr>
<td>52. K.P. Sanghvi Trust, Pawapuri, Rajasthan</td>
<td>50 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>53. Global Hospital &amp; Research Centre, Mt. Abu</td>
<td>Healthcare group</td>
</tr>
</tbody>
</table>
## OUR PROJECTS

### PROMINENT HOSPITALS & PROJECTS ASSOCIATED WITH

<table>
<thead>
<tr>
<th>NAME OF PROJECT</th>
<th>NATURE / SIZE OF THE PROJECT</th>
</tr>
</thead>
<tbody>
<tr>
<td>54. International Health Corporation, Hyderabad</td>
<td>500 bed multi-speciality hospital</td>
</tr>
<tr>
<td>55. SPS-Synergy Group, Kolkata</td>
<td>500 bed hospital, medical, nursing, dental &amp; paramedical colleges</td>
</tr>
<tr>
<td>56. BSES MG Hospital, Mumbai</td>
<td>120 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>57. JST Hospital, Kolkata</td>
<td>100 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>58. Radhibai Watumul Hospital, Mumbai</td>
<td>100 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>59. The Haria Rotary Hospital, Vapi</td>
<td>230 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>60. Parsi Lying-In Hospital, Mumbai</td>
<td>Multi-disciplinary hospital</td>
</tr>
<tr>
<td>61. Hiranandani Hospital, Mumbai</td>
<td>200 bed multi-speciality hospital</td>
</tr>
<tr>
<td>62. Zynova (Metropolitan Heart Institute &amp; Research Centre India Ltd.), Mumbai</td>
<td>Super-specialty cardiac hospital</td>
</tr>
</tbody>
</table>
## Our Projects

### Prominent Hospitals & Projects Associated With

<table>
<thead>
<tr>
<th>Name of Project</th>
<th>Nature / Size of the Project</th>
</tr>
</thead>
<tbody>
<tr>
<td>63. R.D. Gardi Medical College &amp; Hospital, Ujjain</td>
<td>Two 500 bed multi-speciality hospitals with a medical college</td>
</tr>
<tr>
<td>64. The Gardi Group, Mumbai</td>
<td>500 bed multi-speciality hospital</td>
</tr>
<tr>
<td>65. Venkatsai Hospital, Anantpur</td>
<td>50 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>66. Dr. Mukhi’s Raj Hospital, Mumbai</td>
<td>50 bed orthopedic hospital</td>
</tr>
<tr>
<td>67. Asian Heart Institute &amp; Research Centre, Mumbai</td>
<td>250 bed super speciality cardiac hospital</td>
</tr>
<tr>
<td>68. Guru Nanak Hospital, Mumbai</td>
<td>200 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>69. Saifee Hospital, Mumbai</td>
<td>200 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>70. Manipal Hospital &amp; Medical College, Nepal</td>
<td>550 bed multi-speciality hospital</td>
</tr>
<tr>
<td>71. Sikkim Manipal Institute of Medical Sciences, Sikkim</td>
<td>650 bed multi-speciality hospital</td>
</tr>
</tbody>
</table>
# OUR PROJECTS

## PROMINENT HOSPITALS & PROJECTS ASSOCIATED WITH

<table>
<thead>
<tr>
<th>NAME OF PROJECT</th>
<th>NATURE / SIZE OF THE PROJECT</th>
</tr>
</thead>
<tbody>
<tr>
<td>72. Manipal Northside Hospital, Bangalore</td>
<td>80 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>73. Manipal Hospital &amp; Heart Foundation, Bangalore</td>
<td>650 bed multi-speciality hospital</td>
</tr>
<tr>
<td>74. Manipal Goa Cancer &amp; General Hospital, Goa</td>
<td>50 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>75. University Medical Centre, Mangalore</td>
<td>180 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>76. Kasturba Medical College &amp; Hospital, Mangalore</td>
<td>450 bed multi-speciality hospital</td>
</tr>
<tr>
<td>77. Kasturba Medical College &amp; Hospital, Manipal</td>
<td>1650 bed multi-speciality hospital</td>
</tr>
<tr>
<td>78. Al Ahli Hospital, Doha (Qatar)</td>
<td>1200 bed multi-speciality hospital</td>
</tr>
<tr>
<td>79. B.Y.L. Nair Hospital, Mumbai</td>
<td>1200 bed multi-speciality hospital</td>
</tr>
<tr>
<td>80. Pragati Hospital, Mumbai</td>
<td>125 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>NAME OF PROJECT</td>
<td>NATURE / SIZE OF THE PROJECT</td>
</tr>
<tr>
<td>--------------------------------------------------------</td>
<td>------------------------------------------------------------------</td>
</tr>
<tr>
<td>81. Godrej Hospital, Mumbai</td>
<td>80 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>82. Malabar Institute Of Medical Sciences, Calicut</td>
<td>300 bed multi-speciality hospital</td>
</tr>
<tr>
<td>83. Abad Hospital, Cochin</td>
<td>150 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>84. Shree Mahavir Cardiac Hospital, Surat</td>
<td>110 bed super-speciality cardiac hospital</td>
</tr>
<tr>
<td>85. Maharashtra Govt./ World Bank: Maharashtra Health Systems Development Project</td>
<td>300 bed super-speciality hospital</td>
</tr>
<tr>
<td>86. IMM, Mumbai - Kalinga Hospital, Orissa</td>
<td>250 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>87. IMM, Mumbai - Kalve Municipal Hospital</td>
<td>200 bed multi-disciplinary hospital</td>
</tr>
<tr>
<td>88. Asian Health, Bangalore - Assam Hospital Project</td>
<td>250 bed multi-disciplinary hospital</td>
</tr>
</tbody>
</table>

* Managing Director of Technecon Healthcare Pvt. Ltd. has worked with the Manipal Group as Consultant Director, Healthcare