

**MARCH
2023**

ANNUAL REPORT

Accelerating Momentum

Shaping India's health system by owning and contributing to strategic healthcare agenda

A look at NATHEALTH's key initiatives
& outcomes for the year 2022-23





President's Message

Dr. Shravan Subramanyam
President, NATHEALTH



Dear NATHEALTH Family,

The year 2022-23 has been a gratifying financial year, and it is coming to a glorious close; let us take a moment to revisit the incredible work we accomplished through the year. I want to begin by celebrating the successful implementation of NATHEALTH 9th Annual Summit Arogya Bharat 2023, which got bigger & better this year with participation from some of the most revered names from the industry, an engaging audience, celebrated speakers, and meaningful conversations.

The MoU with Andhra Pradesh Government, and the emerging engagement across four regions with many other state governments testify our dedication towards being an active voice in policy making.

This has been a year of tremendous growth — we clocked a growth of 90%, activated four regions, improved stakeholder engagement levels, released several whitepapers and industry insights on dialysis, financing, skilling, digital health, skilling, GST & many more. The launch of our microsite to promote Patient safety & Quality further establishes NATHEALTH as an industry thought leader. The NATHEALTH community has also grown by almost 30% this year, which is the highest increase till date for the Federation.

Our regular engagements with MoHFW, NHA, ADB, USAID, NABH, NABL QCI, NITI Aayog, MieTY, DoP, and various state governments and ministries has strengthened our collaboration footprint in the sector.

Our commitment to promoting innovation was also cemented with the enthusiastic participation of the industry at the Startup & Innovations Hub during the annual event, and with the conclusion of our Expert Series for members. Our relentless efforts in globalizing India's healthcare with the India-Africa summit and accelerating the pace of work with tie-ups with the Netherlands and Australia are steps in the right direction.

This year, we decided to up the ante for communications and our digital footprint by launching our revamped website and the upcoming member portal.

I am glad to apprise that NATHEALTH was able to achieve most of the objectives it set out to do at the beginning of 2022-23, with focus revolving on Thought Leadership, Government Engagements, Regional Impact, Partnerships, and CSR.

At this juncture, we must underline that our success story has just begun. We will strengthen our presence as the 'Unified Voice of the Industry' and continue to make way for the most critical discussions on access and quality healthcare for India.

I thank NATHEALTH's Leadership Team, the GC, Past Presidents, our members and partner federations for their continuous support.



RECENT HIGHLIGHTS

The latest updates from NATHEALTH

Key initiatives & outcomes

- NATHEALTH 9th Annual Summit Arogya Bharat 2023
- NATHEALTH Healthcare CSR Awards 2023
- The launch of Patient Safety Microsite & Campaign
- Enthusiastic participation for 9th Annual Summit Arogya Bharat 2023 Business Opportunity Pavilion
- 20 leading startups register for interactions, displays, AMAs at Start-up Innovation Hub & Hackathons at 9th Annual Summit
- NATHEALTH community grows by 47 new members
- Meeting with UP Medical Education Minister for allied health worker scale up
- Meeting with Dr. NC Prajapati, ADGME, UP for dialysis & paramedical courses
- Meeting with Shri Awadhesh Kumar Choudhary, Sr. Economic Adviser, DoP regarding logistical challenges of drug price revisions
- NATHEALTH representation on E -waste management rules
- NATHEALTH submitted feedback on Draft UP PPP Infra Policy
- NATHEALTH representation on Continuity of Service Export from India Scheme (SEIS)
- Representation to MoHFW on revision of CGHS Rates

Recent Highlights

NATHEALTH 9th Annual Summit Arogya Bharat 2023

Objectives of 9th NATHEALTH Annual Summit - Arogya Bharat 2023

Today, India stands at a crossroads of time which is ready for change. The path to achieve this holistic goal hinges on collaboration, where all the health industry stakeholders can come together, deliberate, cooperate, and work in tandem to bridge the vital gaps in service delivery. Public and private stakeholders both need to rethink on how they will address systemic issues in India, look at investing in and rebuilding healthcare infrastructure as a strategic asset. As a nation, we must look at planning the next 5 years in the first phase, and then plan for the next decades by adding more elements to enable all of us to live the new normal. Private Sector is an important and a legitimate stakeholder in this journey ahead.

NATHEALTH believes that there is a compelling need to create a unique platform conducive to meaningful dialogue that paves the way for collaboration among various stakeholders. With this objective, the theme of **9th NATHEALTH Annual Summit - Arogya Bharat 2023 is Redefining the Role of Private Sector in Achieving Universal Health Coverage while addressing current barriers and unlocking critical pathways**. This will further strengthen and reinforce the new post pandemic national healthcare agenda, for us to unite healthcare ecosystem especially at a time when the world finds itself at a challenging crossroad.

Supporting the National Agenda

Actioning upon some of the post pandemic lessons and harnessing the true potential of the private sector therefore implies to:

- Effectively collaborate on the national UHC agenda: Successfully integrating into the ecosystem envisioned as Arogya Bharat, where both public and private sector deliver their responsibility while fulfilling their key obligations to key stakeholders
- Demonstrate real demand and innovate in channelizing this demand to scale hyper efficient models of care delivery

Angya Bharat 2023
22 & 23 March 2023
The LaLiT, New Delhi

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WELCOMING KEYNOTE SPEAKER
Dr Vinod K. Paul
Hon. Member, Health NITI Aayog



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GUEST OF HONOUR
Dr. Neeraya Swaminathan
Minister, Health & Family Welfare, Government of Andhra Pradesh
Member, Health NITI Aayog
Member, National Health Authority
Member, National Health Commission
Member, National Health Authority
Member, National Health Commission
Member, National Health Authority
Member, National Health Commission

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KEYNOTE SPEAKER
Dr. K. Madan Gopal
Senior Consultant (HHA/HTI)
NITI Aayog
Policy-Sector
Health Financing: Creating the
enabling middle & taking
new approach to health outcomes

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KEYNOTE SPEAKER
Dr. Sonia Tripathi Khullar
Director General
Health Services, Haryana
Policy-Sector
Digital Technology: For managing
Primary Care in Post-COVID era

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SESSION CHAIR
Mr. Alok Kumar
PS (Medical Education)
Government of Uttar Pradesh
Policy-Sector
Knowledge Management & Education

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WELCOMING KEYNOTE SPEAKER
Dr. Vinod Kumar V. IAS
Project Director, APNSP
Commissioner, APNCP
Director of Medical Education,
Department of Health, Medical &
Family Welfare, Government of
Andhra Pradesh

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WELCOMING KEYNOTE SPEAKER
Shri Rajib Kumar Sen
Senior Adviser
NITI Aayog
Government of India

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Future of Health and Areas of Imminent Breakthrough Opportunities
22nd March 2023
In conversation

DR. SOUMYA SWAMINATHAN
Chairperson, MS Society
Member, NITI Aayog
Former Chair Scientist, WHO

DR. HARSH MAHAJAN
Former Law Firm President,
NITI Aayog
Former Chair Scientist, WHO
Former, Medscape, Hyderabad

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Startup & Innovation Hub
22 & 23 March 2023
Join us for Engagement sessions, Fireside chats & AMAs

SPEAKERS

DR. SHIVAJI SUBRAMANYAM President, ANUSCOM	MR. SANJEEV MALHOTRA CEO, ANUSCOM	MR. AMIT MOOKHI CEO, ANUSCOM	MR. GAUTAM KHANNA CEO, ANUSCOM	DR. K. HARI PRASAD CEO, ANUSCOM
MR. ANJAN BOSE CEO, ANUSCOM	MR. ADARSH BHATIA CEO, ANUSCOM	MR. GIRISH RAGHAVAN CEO, ANUSCOM	MR. KABIR MAHAJAN CEO, ANUSCOM	DR. ARJUN DANG CEO, ANUSCOM
MS. ANU ACHARYA CEO, ANUSCOM	DR. VIJAY MANJUNATH CEO, ANUSCOM	DR. SANJEEV GUPTA CEO, ANUSCOM	MS. RUMA BANERJEE CEO, ANUSCOM	MR. DHIRVIJ PATEL CEO, ANUSCOM

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SPEAKERS

MR. DALIT SINGH CEO, ANUSCOM	DR. HARSH MAHAJAN CEO, ANUSCOM	MR. SUNIL THAKUR CEO, ANUSCOM	MR. OM HANCIANDA CEO, ANUSCOM	MR. VIVEK SRIVASTAVA CEO, ANUSCOM
MR. SANJIV NAVANGUL CEO, ANUSCOM	MR. YASH MUTHA CEO, ANUSCOM	MR. MOHIT KHULLAR CEO, ANUSCOM	DR. RAJEEV SHARMA CEO, ANUSCOM	MR. MANOJ BAGGA CEO, ANUSCOM
MR. RUPAK BARUA CEO, ANUSCOM	MS. NANKI LAKSHWINDER SINGH CEO, ANUSCOM	MR. PRASHANT SHARMA CEO, ANUSCOM	MR. SHARUJA ABHILASHI TAYAL CEO, ANUSCOM	MS. DIVYA JAIRN CEO, ANUSCOM

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Patient Safety and Quality
A Perspective on Patient Safety & Quality Systems in India
23 March 2023

SPEAKERS

MR. JAXAY SHAH CEO, ANUSCOM	DR. RAVI P. SINGH CEO, ANUSCOM	DR. NAROTTAM PURI CEO, ANUSCOM	PROF. (DR.) RAHESH VERMA CEO, ANUSCOM	DR. ATUL KOCHHAR CEO, ANUSCOM
DR. VIJAY AGARWAL CEO, ANUSCOM	MR. SHIKANT YADAV CEO, ANUSCOM	DR. ASHA KUMAR CEO, ANUSCOM	MR. CHITTE VERMA CEO, ANUSCOM	DR. RUPAK BARUA CEO, ANUSCOM
MR. BISHUBH GUPTA CEO, ANUSCOM	DR. RATNA DEVI CEO, ANUSCOM	MR. PAVAN CHOUDHARY CEO, ANUSCOM	MR. SANJIV NAVANGUL CEO, ANUSCOM	DR. ANUPAM SIBAL CEO, ANUSCOM

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Achieving Universal Health in Dialysis through Strategic Public Private Partnership
22 March 2023

SPEAKERS

DR. RANJAN CHOUDHURY YSM CEO, ANUSCOM	MS. VINODA MATHUR CEO, ANUSCOM	MR. VIKRAM VIJUPALA CEO, ANUSCOM	DR. K. HARI PRASAD CEO, ANUSCOM
MR. BHASKAR GUHA CEO, ANUSCOM	MR. NARAYAN PENSESE CEO, ANUSCOM	DR. SAURABH POHRIYAL CEO, ANUSCOM	MR. MANISH SARDANA CEO, ANUSCOM
MR. INDRANIL ROY CHOUDHURY CEO, ANUSCOM	MS. SHAMBHAVI SHARAN CEO, ANUSCOM	MR. RAJNISH SHARAN CEO, ANUSCOM	

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Pathways to scaling up Digital Health adoption
22 March 2023

SPEAKERS

SHRI KIRAN GOPAL YADGA, IAS CEO, ANUSCOM	DR. SONIA TRIPATHI KHULLAR CEO, ANUSCOM	DR. SHIVAJI SUBRAMANYAM CEO, ANUSCOM	MR. SANJEEV MALHOTRA CEO, ANUSCOM
MR. GAUTAM KHANNA CEO, ANUSCOM	DR. OM HANCIANDA CEO, ANUSCOM	MR. YASH MUTHA CEO, ANUSCOM	MR. SUMIT AGARWAL CEO, ANUSCOM
MR. GURSH KRISHNAMOORTHY CEO, ANUSCOM	DR. ALEXANDER THOMAS CEO, ANUSCOM	MS. RUMA BANERJEE CEO, ANUSCOM	MR. PRAHAT SHARMA CEO, ANUSCOM

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Revolutionizing Medical Education
23 March 2023

SPEAKERS

MR. ALOK KUMAR CEO, ANUSCOM	DR. ASHUTOSH RAGHUVANSHI CEO, ANUSCOM	MR. SHASHIR AGARWAL CEO, ANUSCOM	MR. KSHITIJ VIJAYARGYA CEO, ANUSCOM
DR. SHUBNUM SINGH CEO, ANUSCOM	DR. RAJIV YERASKER CEO, ANUSCOM	MR. ASHISH JAIN CEO, ANUSCOM	
MS. NANKI LAKSHWINDER SINGH CEO, ANUSCOM	MR. PRASHANT SHARMA CEO, ANUSCOM		

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2023
Collaboration, Integration, Innovation

22 & 23 March 2023, The Lalit, New Delhi

NATHEALTH... the voice that leads Indian Healthcare
In association with
NASSCOM... the largest deep tech innovation ecosystem in India

BRING YOU AN OPPORTUNITY TO...

- Structure to accelerate the implementation of **solutions** in healthcare
- Enable a **global reach** for healthcare players
- Step into healthcare's **new-age eco-system**
- Be a part of **thought leadership** that shapes Indian healthcare
- Reach across India's **strategic markets**
- Strike **partnerships** across stakeholders
- Focus on India's **Innovation & Start-up** territory

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For the **1st time ever!**

AN ECOSYSTEM THAT COMBINES DIGITAL & HEALTHCARE

Catalyzing the future by joining forces

Stakeholders... be a part of this exciting journey

Who should attend?

- Healthcare providers, Quality & Accreditation bodies, Government & Policymakers.
- Investors, Diagnostics, MedTech, Pharma, IT equipment, SAS, Data analytics, Software players, Academia, Skilling, Insurance firms.
- Innovators, Incubators, Healthcare federations, Not-for-profit, Multilateral stakeholders.
- All players & Start-ups looking for industry collaborations.

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Arogya Bharat
HEALTHCARE CSR AWARDS

Knowledge Partner
CKO
Centre for Knowledge & Development

Under the aegis of
9th NATHEALTH Annual Summit
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INVITING NOMINATIONS
HEALTHCARE
CSR AWARDS 2023

After a successful first year of CSR Awards in 2022....
9th NATHEALTH Annual Summit invites applications for Healthcare CSR Awards 2023

Last date of nominations
27th February 2023

Award categories

- Health Technology Innovations
- Community Based Health Solutions
- Environmental Health
- COVID-19 Preparedness and Resilience

For more information, contact: Seema Gupta
seema.gupta@ipeckd.org / +91 9868541655

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2023
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Startups Innovations Hub
Concept & Knowledge Partners
nasscom
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IQVIA

TIE MUMBAI
TRENDS INSTITUTE OF ENTREPRENEURSHIP

NATHEALTH in collaboration with NASSCOM, IQVIA, and TIE Mumbai
invites applications for
STARTUP & INNOVATIONS HUB
MENTORSHIP, PARTNERSHIP, MARKET ACCESS

Showcase Themes

- HOSPITAL AUTOMATION
- AI BASED CLINICAL DECISION SUPPORT
- BIG DATA BASED SOLUTIONS
- TELEHEALTH
- PATIENT ENGAGEMENT
- DIGITAL THERAPEUTICS
- MEDTECH DEVICES

Advantages of featuring at the Hub

- Learn about market sizing, Customer discovery, Understand your growth model, Systematic analysis of competitors
- Know about suitable Go to Market strategy, Accelerator program with minority investment, Understand the channels for scaling up, Networking, Mentorship

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2023
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22 & 23 March 2023, The Lalit, New Delhi

Arogya Bharat 2023
Redefining the Role of Private Sector in Achieving Universal Health Coverage while addressing current barriers and unlocking critical pathways

WHAT IS THE VISION?

- Exploring innovative healthcare financing
- Revolutionizing medical education
- Embracing patient safety
- Leapfrogging with use of digital technologies
- Re-imagining preventive health & wellness
- Global opportunities for India's healthcare
- Recognizing commendable CSR practices
- Promoting Start-ups & Innovation
- Creating business opportunities

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2023
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9th NATHEALTH Annual Summit
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99%

- Attendees of previous NATHEALTH Annual Summit...
Were likely to **recommend the event** to those in their network*

Motivation for the recommendation being...
Event relevance, Quality of speakers, Practicality of issues, Interactive quotient, Possibility of changing the eco-system.

We invite you to join us this year & experience it yourself

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*As per post-event feedback survey of NATHEALTH Annual Summit.

Recent Highlights

NATHEALTH Healthcare CSR Awards 2023 receives 67 impactful nominations

With an aim to unite all stakeholders in healthcare, the 9th Annual Summit Arogya Bharat features the Healthcare CSR Awards Ceremony to bring together and felicitate corporations practicing healthcare CSR and other philanthropic organizations in this field. The awards have received 67 nominations.



Award categories:

- Health Technology Innovations
- Community Based Health Solutions
- Environmental Health
- COVID-19 Preparedness and Resilience

The Esteemed Awards Jury

- Mr. Chandra Kishore Mishra, Former Secretary, Government of India, Mentor, Swasth Bharat Task Force, FICCI
- Dr. Indu Bhushan, Ex-CEO, Ayushman Bharat
- Ms. Roli Singh, Additional Secretary & Mission Director National Health Mission, Ministry of Health and Family Welfare
- Dr. Rajani Ved, Director, Health, India Office , Bill & Milinda Gates Foundation (BMGF)
- Ms. Sheena Chhabbra, Senior Health Specialist, Health, Nutrition and Population Global Practice, South Asia Region , World Bank
- Dr. Samapti Guha, Professor, Centre for Social Entrepreneurship, School of Management and Labour Studies, Tata Institute of Social Sciences , Mumbai

Recent Highlights

The launch of Patient Safety Microsite & Campaign

At the 9th Annual Summit, NATHEALTH's microsite launch is part of a high-level campaign on “Choose Safer Healthcare”. NATHEALTH along with partners is initiating a public education campaign on “Choose Safer Healthcare”. The campaign seeks to improve patient and general public’s understanding on safety measures which are important to prevent medical errors and implications of unsafe care. Presently, patient understanding of many aspects of healthcare services is limited and several misconceptions exist which need to be busted.

The microsite is launched during the Annual Summit on 23 March - Day 2 of the Summit in the presence of senior dignitaries. The objective of the microsite is to empower patients, enabling them to follow safety measures while buying medicines, while staying at the hospital, undergoing diagnosis at a lab, during blood donation, among others. The animated videos will be available in both, Hindi and English.

A high-level content review committee is lending support to the microsite

- **Chief campaign adviser** - Dr. Narottam Puri, Advisor – Medical Operations, Fortis Healthcare Limited; Principal Advisor, QCI & Advisor – Health Services & MVT, FICCI; Hony. Prof. Indian Medical Association.
- **Air Marshal (Dr.) Pawan Kapoor**, AVSM, VSM, and BAR (Retd), Former Director-General of Medical Services (IAF) assumed the designation of Vice-Chairman of Rus Education.
- **Mr. Atul Mohan Kochhar**, Chief Executive Officer, National Accreditation Board for Hospitals and Healthcare Providers (NABH).
- **Dr. Deepak TS**, Senior Manager - Clinical Affairs, Healthium Medtech Pvt. Ltd.
- **Dr. Nishant Agarwal**, HOD, Emergency Medicine and Care, Charnock Hospital.
- **Dr. Akash Sud**, Head, Medical Processes, Fortis Healthcare.

Start-up Innovation Hub & Hackathons at 9th Annual Summit sees 20 leading startups registering for interactions, displays, AMAs

Amid the entrepreneurship fervor in the country, the summit is providing an opportunity to leading start-ups in healthcare to present their innovative business models, and a chance to resolve the key challenges they are facing. Start-ups and business leaders can leverage this platform to connect with each other for access to technology, investments, and collaboration to support the upcoming players in the healthcare ecosystem.

These startups are revolutionizing various domains of healthcare including health risk assessment, disease management, telemedicine, e-pharmacies, drug discovery, clinical development, med-tech, diagnostics, AI/ML-powered clinical decision support, health monitoring, fitness and wellness, and more. By offering cutting-edge solutions, these startups are enabling healthcare providers to deliver more efficient, effective, and affordable care to patients.



NATHEALTH welcomes its new members for the year 2022-23

Dr. Harsh V Agrawal, All Asia Medical Institute (AAMI)	Healthcare Provider
Dr. Lakshmi Jagannathan, DERBI Foundation	Health Tech Startup/Incubator
Dr. Mallika Kapoor, AIMIL	Health Tech
Mr. Ravindra Kumar, Lupin Diagnostics	Diagnostics
Mr. Indranil Roy Choudhury, Apex Kidney Care	Renal Care
Dr. Satyajit Bose, The Mission Hospital	Healthcare Provider
Dr. Swapan Dey, ESKAG Sanjeevani Pvt. Ltd.	Healthcare Provider
Dr. Manisha Mehta, Sukhda Multispeciality Hospital	Healthcare Provider
Mr. Pankaj Tandon/Mr. Prabhat Shrivastava, VitusCare	Healthcare Provider
Mr. Shaurya A Tayal, RAHI Care	Healthcare Provider
Mr. Aseem Garg, Deep Chand Dialysis Centre Pvt. Ltd.	Healthcare Provider
Mr. Vishnu Bhat, Blueneem Medical Devices Pvt. Ltd.	Medical Devices
Ms. Sudarshana Gangulee, Mani Group	Infrastructure, Medical Education & HC
Mr. Arindam Chakraborty, Nova Fertility East	Healthcare Provider
Mr. Anurag Tantia, GPT Healthcare Limited	Healthcare Provider
Ms. Aurodeepa Rath, Diversy	Wellness
Mr. Yash Prithviraj Mutha, Krsna Diagnostics	Diagnostics
Mr. Amitabh Dubey, Novartis Healthcare Pvt. Ltd.	Pharma
Dr. Shanay Vikram Shah, Shalby Limited	Healthcare Provider
Dr. Santosh Shetty, Kokilaben Dhirubhai Ambani Hospital	Healthcare Provider

NATHEALTH welcomes its new members for the year 2022-23

Mr. Kalyan Sivasailam, 5C Network India Pvt. Ltd.	Startup/ MedTech
Dr. Raajiv Singhal, Marengo Asia Healthcare	Healthcare Provider
Mr. Dheeraj Jain, Redcliffe Life Images	Diagnostics
Mr. Bidhan Chowdhury, TaCa Healthcare	Healthcare Provider
Mr. Mayur U Shetty, CEO, Blackfrog Technologies	Health Tech
Mr. Nitin Aggarwal, Axis Bank Ltd.	Banking
Mr. Tom George, Guardian Angel Homecare Pvt. Ltd.	Home Healthcare
Mr. Susamoy Mishra, IBA Molecular Imaging (India) Pvt. Ltd.	Pharma
Dr. Kamal Baghi, Anil Baghi Hospital	Healthcare Provider
Mr. Atul Kumar, Indus Law associates	Legal
Mr. Nilotpal Chakravorty, GHV Advanced care Pvt. Ltd. (Prystine Care)	Healthcare services
Mr. Vivek Kwatra/Mr. Tanmay Dalal, HDFC Bank Ltd.	Banking Services
Mr. Vikram Vuppala, Nephocare Health Services Pvt. Ltd.	Provider/Services
Dr. Chandrika Kambam/Mr. Mayank Banerjee, EVEN Healthcare,	Insurance
Dr. Harsh V Agrawal, All Asia Medical Institute	Healthcare provider
Mr. Abhinav Dixit, Intex Technologies (India) Ltd.	Med tech
CA. Kinjal Sudhir Babariya, Apulki healthcare private limited	Healthcare Provider
Dr. Dhaval Bhat, Kokilaben Dhirubhai Ambani Hospital	Healthcare Provider
Mr. Prabhat Kumar Shrivastava, Vitus Care Medlife Pvt. Ltd.	Healthcare Provider

NATHEALTH welcomes its new members for the year 2022-23

Dr. Arunangshu Ganguly, Healthworld Hospitals (A unit of Parashmani Medical Centre Pvt. Ltd.)	Provider
Mr. Sameer Joshi, Transcender services (iTransform)	Digital Health
Prof . Shankar Das, Tata Institute of Social Sciences	Institution
Mr. Nikhilesh Tiwari, Collateral Medical Pvt. Ltd.	Medical Device
Mr. Venkataraman, Karkinos Healthcare	Medical Technology
Mr. Niranjan Kumar, Association of Pre-owned Medical Equipments of India (APMEI)	Association
Ms. Naina, K-law	Legal
Mr. Manish Jobanputra, Cellcure Cancer Centre	Provider
Ms. Musrefa Hossain, G D Hospital & Diabetes Institute	Provider
Mr. Navneet Ranjan, Mediversal Healthcare Pvt. Ltd.	Provider
Mr. Saurabh Gupta, MYITMANAGER	Cyber Security
Mr. Abhinav Sharma, Linked Care CHC India Pvt. Ltd.	Healthcare Services

Communications & Outreach programs surge ahead in 2022-23

Reach & engagement on Facebook, LinkedIn & Twitter



Total Followers:
5,335

**Total Impressions
(past 6 months):**
17,883

**Total Engagements
(past 6 months):**
1,019



Total Followers:
6,909

**Total Impressions
(past 6 months):**
158,198

**Total Engagements
(past 6 months):**
11,583



Total Followers:
1347

**Total Impressions
(past 6 months):**
69,114

**Total Engagements
(past 6 months):**
2,879

47 new members
joined NATHEALTH
this year

digital community grows to near

13000+

340K+
Social media
impressions

NATHEALTH was covered by
major media business
publications with thought
leadership articles

195K+
Social media
engagement

NATHEALTH's collaboration with
various Government initiatives
garnered visibility in print & on
social media

10 Years of NATHEALTH
celebrated in New
Delhi with an intimate
gathering

Recent Media Coverage

NATHEALTH #WeStandWithIndia @nathealthindia - Feb 4

#Cancer is one of the 4 major diseases contributing to the increasing burden of #NCDs in India. But it is preventable if we educate ourselves & do the needful. This #WorldCancerDay, let's take a step, however small, to prevent cancer from affecting ourselves & our loved ones.

Cancer burden to increase by **29.8 Mn** in India by 2025

WORLD CANCER DAY

NATHEALTH #WeStandWithIndia @nathealthindia - Feb 6

Wishing a very happy birthday to the visionary @DrPrathapCReddy - Doyen of modern healthcare in India! The industry thanks you for your vision, eternal optimism and guidance that has touched millions of lives. Thank you for being our founding president 🙏

Happy Birthday
A pioneer of change in the healthcare industry!

Dr. Prathap C Reddy
Founding President, NATHEALTH

NATHEALTH #WeStandWithIndia @nathealthindia - Feb 2

To discuss the way forward for scaling up the #AlliedHealthWork force, NATHEALTH recently met with Shri Alok Kumar PS (@MeUPGovt) & other stakeholders where the key step identified was to prepare a PPP model/proposal for providing training at a degree/diploma/certification level.



Government of UP and 3 others

NATHEALTH #WeStandWithIndia @nathealthindia - Jan 4

'Reinvent & Innovate' will be the key mantra for the #IndianPharma industry in #2023 as the 'pharmacy of the world' looks to move from volume to value leadership, amid emerging challenges of inflation & pricing pressures in the global markets.
Read more: bit.ly/3Q17HVI

Indian pharma sector set for 'volume to value leadership' journey in 2023

NATHEALTH #WeStandWithIndia @nathealthindia - Feb 27

Eminent leaders of the healthcare industry are here! Where are you at? Register yourself today for the #NATHEALTHAnnualSummit 2023, where key industry stakeholders & mentors will gather to forge a way forward for the #healthcare industry.
Register here: nathealthindia.org/etn/annual-sum...

Creating a pool of medical specialists

BY INVITATION
H SUDARSHAN BALLAL

India's 13 lakh doctors (10 lakh practising) translate to a ratio of 1 active MBBS doctor for every 1,343 people. According to the World Health Organization, India faces a shortage of 15.4 lakh doctors, particularly specialists, with just 0.3 specialists per 1,000 population.

An immediate solution to address this, would be to use existing hospitals to produce specialists through DNB (Diplomate of the National Board). Over 1,000 large facilities in the country are accredited to the National Board of Examinations in Medical Sciences (NBE) and contribute around 12,000 DNB/DrNB/FNB specialist seats. But there is tremendous potential to leverage the network of mid-sized hospitals to upgrade the academic framework and bridge the gap for specialists.

SUBSIDY GAP
The subsidy gap in DNB must be financed. Private hospitals spend ₹10-15 lakhs per DNB student annually. Compared to a private medical college specialist course costing ₹25-30 lakhs per year for MD/MS degree, it costs between ₹50,000 to ₹2.5 lakh annually

join DNB programmes. Processes must be standardised. A common teachers' accreditation cell for NMC and NBE is essential to standardise and improve the quality of faculty. Schedule for admissions and exams must be fixed with no changes barring emergencies. Raising the faculty's retirement age can create an adequate talent pool of teachers. Qualified professionals from abroad can be considered for NBE appointments.



EXPLORE. Network of mid-sized hospitals must be leveraged to bridge the gap of specialists.

MORE SEATS NEEDED
Seats need to be increased in the most in-demand specialties to meet the demand for more specialists. More applications can be encouraged towards specialties that are mutually beneficial for all stakeholders. It is also critical to re-start accreditation to Standalone Diagnostic Labs and Radiology Centers for DNB training in courses like Pathology

Get healed in India

BY INVITATION
RUPAK BARUA

Medical value travel (MVT) in India is expected to get a major boost in 2023 on the back of pent-up demand, soaring cost of treatment in the West because of inflation, and geopolitical issues driving the patients needing medical care to India. The government's 'Heal in India' scheme is also expected to fuel MVT in the wellness space, which has revived after the pandemic. MVT contributes about 10-12 percent to the revenues of many large hospitals and could rise to 15-18 percent in the next couple of years.

'Heal in India' is set to boost MVT with a 'One Step' portal offering multiple services to international patients, including an 'Ayush Visa'. A comprehensive national strategy for MVT and wellness tourism has been put in place and 37 hospitals including 30 in the private sector across 17 cities in 12 states have been identified for promoting this.

Low cost of treatment, highly trained English-speaking doctors and state-of-the-art diagnostics, among others, make India one of the most sought-after destinations among overseas patients. Bypass surgery, liposuction, IVF, organ transplant and plastic surgery are among the low-cost procedures in India. Kolkata,

particularly, plays a vital role for price-sensitive patients from Bangladesh, Afghanistan, Nepal, Myanmar, Bhutan, Pakistan, and Nigeria.

The government should come out with a policy framework on MVT and focus on increasing market share and patient flow in regions where India already enjoys high credibility. Rupee depreciation pushes up the cost of care since 30-40 percent of a hospital's cost is on account of medical equipment, out of which 80 percent is imported. If the Indian rupee strengthens against the dollar, MVT would get a further boost.

TECH DRIVEN
The rapid use of tech in healthcare has seen a rise in telemedicine which will also increase diagnosis and post-treatment follow-ups. Interface mediums with international patients will ease with instant messaging, special apps, electronic records and AI-enabled processes as part of digital integration in the MVT value chain. Healthcare providers will also need to leverage data analytics to analyse available data to ascertain which practices are more effective for cost-saving and improving patients' health. India is already known as 'The Pharmacy to the World' and has the potential to become 'Provider to the World' by delivering quality care at affordable costs.

The writer is CEO, AMRI Hospitals, Kolkata. Views are personal.



MEDICAL TOURISM. India has the potential to become 'provider to the world' by delivering quality care at affordable costs

NATHEALTH #WeStandWithIndia @nathealthindia - Feb 1

With the Union #Budget2023 allocating a whopping Rs 88,956 Cr to health expenditure, a Rs 2,350 Cr hike of 2.71% from Rs 86,606 Cr in FY23, we are expecting to see significant growth in the #healthcare industry & will continuously strive to contribute towards it.

Ministry of Health and 4 others

NATHEALTH #WeStandWithIndia @nathealthindia - Jan 16

Your support matters! Become a part of the #TBMuktBharat Abhiyaan today by adopting a TB patient. Be the change the community needs.
#TBHarogaDeshJeelega

Join The Fight Against **TB Today!**
Become a Ni-kshay Mitra

Central TB Division | #TBMuktBharat and Ministry of Health

NATHEALTH #WeStandWithIndia @nathealthindia - Jan 18

Block your calendars today! We are back with #NATHEALTHAnnualSummit, a one of a kind event for the private players in the #healthcare industry to join forces & take action. Don't miss the chance to revolutionize the sector along w/ industry experts. Stay tuned for more!

SAVE THE DATE

NATHEALTH
Arogya Bharat

22 & 23 March 2023, New Delhi

Addressing current barriers & unlocking critical pathways towards universal health coverage

Registrations Opening Soon

Watch this space for more details...

Recent Highlights

Meeting with Mr Alok Kumar, PS (Medical Education), Government of UP for allied health worker scale up



NATHEALTH recently met with Shri Alok Kumar PS (Medical Education) Uttar Pradesh, for discussions regarding allied health worker scale up. During the meeting, one of the key asks from NATHEALTH was to prepare a PPP model/proposal on providing training at degree/diploma or certification level to scale up the allied health workers.

The state of UP is looking at doubling the medical colleges in the next 5 years, and is the only state which has a PPP policy for medical colleges and for nursing and paramedical in progress.

Key outcomes of the meeting:

- Insurance members expressed willingness to provide training on claim processes.
- Dialysis members stepped up to provide trainings at degree / diploma level for dialysis technicians.
- Homecare members suggested and offered to provide necessary trainings for high demand of attendants.
- Next steps discussed regarding pharmacists' upscale.

Recent Highlights

Meeting with Dr. NC Prajapati, ADGME, UP for dialysis and paramedical courses

NATHEALTH and its select members met with Dr. NC Prajapati, ADGME, UP for operationalization of para medical courses in medical colleges, and a discussion on a dialysis course.

A brief presentation was shared regarding:

- Possible sites (Government Medical Colleges) where Dialysis Training Institutes can be operated, as they have the infrastructure, dialysis machines, nephrologist, etc.
- Potential structuring options
- Innovative ideas from private sector – capturing technical parameters in software with AI based analysis

Industry partners also shared different experiences & challenges relating to making the dialysis career aspirational and spreading awareness in rural community, amongst the youth, and more.

Next steps:

- Authorities to share the Dialysis syllabus suggested by the advisory committee. Relevant NATHEALTH members to coordinate to give final recommendations for implementation.
- Authorities to share the methodology of selecting the candidates with industry partners for their review and feedback.

Industry partners to share their suggestions on:

- Different innovations to be included in the curriculum and/or clinical training.
- Operating models where private partners can work with Government especially in Medical Colleges, with no nephrology department.
- Understanding the best use of student technology for self-evaluation.
- Imparting training on CCRT & more.

Recent Highlights

Meeting with Shri Awadhesh Kumar Choudhary, Sr. Economic Adviser, DoP regarding logistical challenges of drug price revisions

NATHEALTH held a meeting with Shri Awadhesh Kumar Choudhary, Sr. Economic Adviser, Department of Pharmaceuticals in reference to the recent notifications from National Pharmaceutical Pricing Authority on revision of ceiling prices for various drug formulations.

The meeting discussed how the price revisions for hundreds of drug formulations can potentially affect over 5,000 different brands. The talks focussed on the

- Consumer perspective
- Retailer perspective
- Manufacturer perspective
- Possible negative impact on the pharma supply chain

Proposed requests included:

- For effective and smooth implementation, allowing the manufacturers/retailers/suppliers some staging time, so that consumers do not face any difficulty in getting essential drugs.
- A 60-day period between date of notification and date of effective implementation.
- Regular interaction and information exchange for effective implementation of proposed initiatives by the Government of India.

Recent Highlights

NATHEALTH representation on E-waste management rules

NATHEALTH submitted its feedback on the Impact of E-Waste Management Rules, 2022 on the Medical Technology Industry, as per the action call from the Department of Pharmaceuticals, Ministry of Chemicals & Fertilizers. The implementation of E-Waste Management Rules, 2022 would have a big impact on overall Medical Device industry both in India as well as outside of India and will lead to a standstill of the supplies of Medical Devices in the country beyond 01, April 2023. The collated industry feedback from NATHEALTH included suggestions & comments on:

- Missing Exemptions for Medical Device
- Scope of the Rules
- Request to introduce in the e-waste rules an exclusion for large scale fixed installations and delete the reference to radiotherapy equipment
- Provisions for spare parts
- Identification of E-Waste in Medical Devices
- Financial implication of E-Waste Management Rules
- Operational Challenges and Proposed Solution

Representation to MoHFW on revision of CGHS Rates

NATHEALTH recently reached out to Shri Rajesh Bhushan, Union Health Secretary, MoHFW for a representation on revision of CGHS Rates. Private healthcare providers have been providing service to Central Government employees and Ex-Servicemen under this and ECHS scheme. However, the last tariff revision was done in 2014 and the rates have not been revised in line with inflation. The letter included requests on:

- A revision in rates keeping in mind the long duration since last revision
- A mechanism to tie these rates to CPI index so that they don't fall out of line again
- A mechanism for speedy settlement of claims removes payment risk and results in full participation of all providers without their working capital getting locked.

Recent Highlights

NATHEALTH submitted feedback on Draft UP PPP Infra Policy

NATHEALTH submitted its comments on Draft UP PPP Infra Policy, which is a Scheme for Government Support to attract Private Investment in the Development of Hospitals in the State of Uttar Pradesh. Some of the suggestions covered in the feedback include:



- Key challenges in tier 2 locations
- Delivery models
- Solution framework
- Payment cycle & cashflows for working capital
- The joint role of Government and private players
- Framework on guidelines and compliances
- Supply chain challenges & recommendations

and more

NATHEALTH representation on Continuity of Service Export from India Scheme (SEIS)

NATHEALTH submitted a collaborative representation to Shri Rajesh Bhushan, Union Health Secretary, MoHFW on Continuity of Service Export from India Scheme (SEIS), Abolition of health-cess, and issuance of Duty Credit Scrips for last 2 financial years. The recommendations covered the following:

- MVT and India
- Continued investment in advanced technologies
- Seeking international accreditation
- Managing cost of treatment despite cost inflation
- Scout for skilled manpower and medical talent
- Support required from the Government

LEADERS SPEAK

Post - pandemic recovery, healthcare financing, elder care, medtech, startups, innovation, you name it, regardless of your area of interest, NATHEALTH has something for everyone. Additionally, our flagship NATHEALTH Annual Event helps you interact with our expert speakers and your colleagues. Healthcare is often seen as a discrete series of interventions, whether it is a prevention, screening, diagnosis, therapeutics but a continuum of care is needed as that one tool that links all of these to make the patient journey satisfactory. Experts both from the Government and the private sector come together at our Annual Summits to discuss more.



Dr. Shравan Subramanyam
President, NATHEALTH



INDUSTRY WHITEPAPERS BY NATHEALTH & PARTNERS

Insights into the evolving trends of
the healthcare industry

- Allied Health Worker – A ripe opportunity for PPP
- Healthcare Financing Enabling accessible, equitable, and affordable health coverage for 1.4 bn Indian citizens
- Dialysis delivery in India: demand, challenges and policy insights
- Pathways to Scale Adoption of Digital Health in India

Thought leadership publication abstracts

Knowledge Partner



Allied Health Worker – A ripe opportunity for PPP

The allied health worker shortage in India is growing due to the increasing demand for diagnostics and elderly care. Although there are many AHP training centers, the quality of training is often poor. The variability in the quality of workers, along with low pay and recognition, leads to high churn and limited upskilling investments. Healthcare organizations often fulfill the shortage by leveraging nurses or low-skilled professionals, which further reduces incentives for management to tackle the issue structurally. The lack of structured training initiatives for emerging skill sets, such as digital health provisioning and insurance, will exacerbate the problem in the future.

Certain measures have been taken by the public sector and private sector to address some of these challenges, however not necessarily address the scale of the challenge. A concerted effort along 3 sets of interventions would be necessary to break this vicious cycle

- **Strengthen the training to enhance the quality of professionals emerging out of the system, with a clear ability to assess their skill levels**
- **Strengthen placement support for the trained candidates, and enhance social and professional recognition**
- **Popularize the cadre and build demand in the community to be part of this profession**

If these interventions are addressed effectively, it has the potential to break the vicious cycle and create a virtuous one, resulting in several benefits. This includes the creation of 3-6 million additional jobs in the allied health sector in India. Improved health outcomes in the country would also be a result of a skilled and qualified workforce in the healthcare sector. Moreover, India would strengthen its position globally in healthcare, becoming a powerhouse of talent in addition to being known for providing high-quality, low-cost care and medicines.

Thought leadership publication abstracts

Knowledge Partner



Healthcare Financing

Enabling accessible, equitable, and affordable health coverage for 1.4 bn Indian citizens

The healthcare system in India is encountering various challenges related to inadequate infrastructure, inequitable health coverage, and an insufficient focus on outcomes. To address these issues, the implementation of solutions such as PPP hospitals in non-urban areas, the creation of affordable health insurance for the missing middle, and the adoption of a value-based payment model are suggested. However, the government's PPP scheme has not been able to attract private providers effectively, and only three projects in Odisha have received in-principle approval but are yet to be awarded.

The PPP scheme in India's healthcare sector faces challenges, including policy design and unattractive locations. Other challenges include a time-consuming bidding process, and lack of demand channeling mechanisms. Recommendations to address these challenges include creating draft tender documents through structured interactions between stakeholders, implementing a separate PPP for building hospitals, adopting a hub and spoke model, pricing services based on delivery cost, and routing payments through third-party administrators for timely disbursements.

India has made progress in reducing out-of-pocket expenses on healthcare, but it is still higher than the global average. To further reduce out-of-pocket expenses, outpatient coverage could be included in insurance products, and health protection could be expanded to the missing middle. One potential solution is to develop an affordable and sustainable health insurance product for the missing middle by leveraging the existing ABPMJAY provider network. Providers must align with tariffs, and innovative distribution channels must be explored to reach the target population and diversify the risk pool. A collaborative environment of stakeholders from the government, providers, and payers will be pivotal in achieving the transition to this new payment reform.

Thought leadership publication abstracts

Knowledge Partner

Knowledge provider



Dialysis delivery in India: demand, challenges and policy insights

Renal failure is an important public health problem. However, it remains a mostly undocumented cause of premature death in developing countries, like India. As per government estimates, nearly 220,000 patients develop the end-stage renal disease (ESRD) annually in India, leading to an additional annual dialysis demand of 34 million treatment sessions. Almost 94% of dialysis patients in India are on Hemodialysis (HD) Treatment. With nearly 5,000 existing dialysis centers and 3,340 nephrologists, this may be inadequate to meet the upcoming demand for dialysis.

Key Challenges - The lack of access to dialysis centers and machines across districts, lead to the low frequency of treatment, impacting the health of patients to the erratic and low rate of reimbursements for dialysis sessions affecting the operation of dialysis centers. There is a lack of skilled workforce and the low uptake of PD in India. There is a growing need for Clinical Outcome Monitoring and standalone dialysis centers. India also needs to address several gaps in terms of training healthcare professionals and building a skilled workforce to deliver quality dialysis services.

Recommendations - The short-term recommendations focus on improving access to standalone dialysis centers through both PPP and non-PPP channels, optimal use of human resources, maintaining standards and mitigating other costs. The medium-term recommendations include job training and internship opportunities for DTs, short-term training for nurses on both HD and PD.

Key recommendations for peritoneal dialysis - This includes PPP mode for PD treatment delivery with private service providers providing consumables and public sector providing care, building awareness amongst patients through information and education campaigns, and establishing supply-side channels by enabling a reduction in the cost of consumables.

Thought leadership publication abstracts

Knowledge Partners

NASSCOM[®] **ARTHUR LITTLE**

Pathways to Scale Adoption of Digital Health in India

This report aims to provide solutions to drive the adoption of digital health and ABDM by healthcare providers in the country. This report provides an overview of the current landscape of digital health and ABDM adoption by different provider segments and patients, drawing key learnings from global digitalization efforts and local success stories. It also identifies barriers to adoption as perceived by different provider segments and recommends key imperatives to drive adoption. This report's findings are based on extensive interviews and comprehensive survey studies of government stakeholders, industry leaders, healthcare providers, and patients.

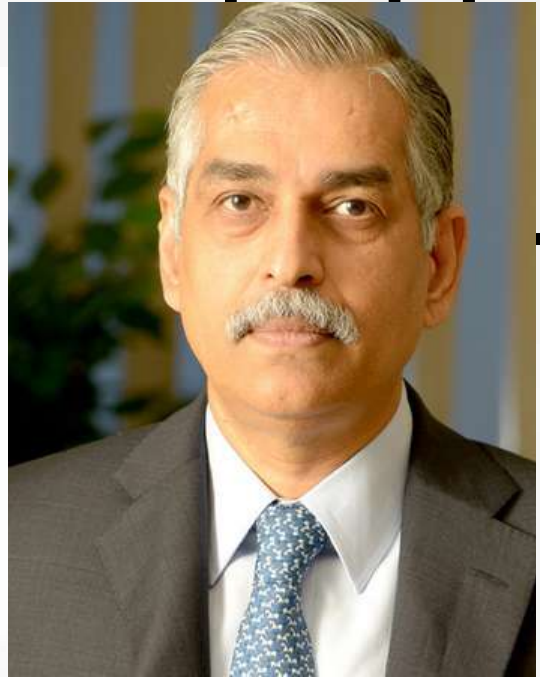
The report provides an overview of the current adoption landscape of digital health and ABDM across healthcare providers in the country. Large private hospitals and labs are the most digitalized, while small labs and out-of-hospital providers are the least digitalized. The public health system is leading ABDM adoption, and government initiatives have focused on increasing ABHA ID creation, incentivizing ABDM utilization, and driving payor-side consolidation. Providers acknowledge the benefits of digitalization but require a push to undergo the process due to barriers such as high cost perception and data safety issues. Patient-side survey results show significant levels of digital health awareness and acknowledgment of PHR benefits.

Key Learnings and Recommendations - It was found that the burden of technical compliance must be systemically placed on the DSCs, among other things. Key recommendations included demonstrating data security and privacy safeguards for the patient through technology and health records regulatory interventions such as data privacy bill, increasing the ambit of ABDM, creating initial champions and partners, among other things.

Finally, the report outlines a future use case roadmap to drive adoption of digital health and ABDM in the Indian healthcare ecosystem, with positive impacts seen in various case studies such as chemotherapy, telemedicine, and virtual counseling services.

LEADERS SPEAK

The pandemic was the challenge for many countries which have some of the best infrastructure in the world. In our part of the world we also witness that what can be achieved through collaborative efforts. Collectively we were able to develop new advanced testing and treatment solutions in the shortest possible time. NATHEALTH summits and events are a vital opportunity for all of us to identify and address critical gaps for our country. I am sure these summits and events will provide all of us with many enriching sessions which will be helpful to charge a strong health care trajectory for India.



Dr. Ashutosh Raghuvanshi
Senior Vice President,
NATHEALTH
Managing Director,
Fortis Healthcare



GLOBALIZING INDIA'S HEALTHCARE

Where NATHEALTH's vision starts to
spread beyond boundaries

Key initiatives & outcomes

- ADB Mission meet with focus on Asia Pacific & African regions
- Netherlands Embassy collaborative discussions
- Australian Embassy Meet
- MVT Heal in India - Scope document
- Participation in Chintan Shivir on MVT organized by MOHFW
- Health FDI, VGF reforms & Investments - Invest India dialogue

Globalizing India's healthcare

NATHEALTH's strategic meeting with ADB Mission stakeholders with a focus on Asia Pacific & African regions



Government of India's ADB Mission team undertook a discussion with NATHEALTH on key potential areas for the health sector landscape in Asia Pacific, including improving quality of care, supporting policies and regulations in health & digital health, and creation and operationalization of healthcare providers.

There were discussions on emerging health requirements in the Asia Pacific and African regions and strong consensus on the need to align multilateral, government, and private sector agendas.

As an outcome, the ADB Mission team will explore:

- Preparation of white papers in collaboration with NATHEALTH on generating evidence related to the cost-effectiveness of medicines, devices and health programs using the Health Technology Assessment (HTA) approach.
- Working closely on adopting new medical technologies on senior healthcare, digitization of health services, health equity through improving access to quality health services in tier 2 and tier 3 services.
- Strengthening the healthcare workforce.

Globalizing India's healthcare

NATHEALTH initiates collaborative discussions with the Netherlands Embassy



The Embassy of the Kingdom of The Netherlands recently held an interactive group discussion between the Netherlands trade delegation and Indian healthcare leaders. The session was jointly organized with NATHEALTH and Arthur D. Little. The round table discussion was arranged under the aegis of India Trade Mission on Digital Healthcare.

The Netherlands-India Healthcare Group Discussion revolved around:

- Potential opportunity areas with Indian hospitals for solutions on health and safety developed by Netherlands.
- Potential need areas for solutions in affordable healthcare access.
- Road map for collaboration between Indian and Netherlands' companies.

India & Netherlands joint working areas for improved health outcomes

India and the Netherlands have a joint ambition to provide high-quality, affordable and accessible healthcare to all. Rapid developments in India create opportunities for the adoption of e-health concepts from the Netherlands and the joint development of new solutions that help bring care from the hospital to the home. NATHEALTH and its stakeholders look forward to explore these opportunities.

Globalizing India's healthcare

Australian Embassy meet for healthcare transformation

The Australian Trade and Investment Commission and NATHEALTH met under the aegis of a panel discussion on “Digital Transformation in Healthcare – Collaboration opportunities for India and Australia”. The meet was organized as a part of the AIBX mission. Meeting members from Australia included Government officials from the Australian Digital Health Agency (ADHA), ASX listed companies such as Cochlear, ResMed, Alcidion, George Health, and more. The discussion revolved around healthcare transformation, especially digital health technologies road map, challenges and incorporating intelligent solutions in the healthcare value chain.

Scope document circulation on MVT Heal in India

NATHEALTH has circulated a scope document amongst its members & forums on Medical Value Travel Heal in India initiative to work on strengthening India's MVT. The vision & scope of the initiative is positioning India as the global healthcare destination of choice, and strongly cement a leadership position for several decades to come. Especially with the synergies offered by Integrated healing - Ayurveda, Yoga and Rejuvenation - India offers a unique value proposition to the world. India can deliver an outstanding experience, and truly invite the world to “Heal in India”.

Suggestions & way forward: Importance Heal in India campaign launch, The economic benefits of Heal in India, Major challenges & possible solutions for strengthening India's MVT proposition, MVT Visa reforms & MVT Help Desk at all major airports, Facilitation by Indian Embassies abroad, Partnerships with the Indian medical diaspora, Income Tax Exemption for Forex earnings.

Globalizing India's healthcare

Meeting with Invest India on VGF reforms and an enabling environment for health FDI & investments

In a progressive meeting with Mr. Deepak Bagla, Managing Director and CEO, Invest India, NATHEALTH initiated discussions regarding VGF reforms and an enabling environment for health FDI/general investments in India. The meeting spoke about:

- VGF scheme for hospitals PPP
- Need for disruptively scaling healthcare infrastructure in India
- Rationale for not capping the user tariffs for market patients
- Consideration of the O&M cost
- Importance of making the bidding variable to be the amount of VGF
- Streamlining the approval process of the Central Government VGF scheme

NATHEALTH's participation in Chintan Shivir on MVT organised by MOHFW

NATHEALTH's MVT initiatives are going stronger by the day. Along with submitting a detailed note and presentation on 'Strengthening India's Medical Value Travel' to the Government & industry stakeholders, NATHEALTH was also a part of the "Chintan Shivir: Heal in India" organized by National Health Authority (NHA). The two-day event included discussions on policy options for promoting Medical Value Travel to India, Indian systems of medicines & wellness, and potential of health insurance and digital health in MVT.

The event was chaired by the Hon'ble Union Minister Dr. Mansukh Mandaviya in the presence of Hon'ble Minister of State Dr. Bharati Pravin Pawar, and was attended by senior dignitaries and officials from different ministries, states, industries & more.



LEADERS SPEAK

NATHEALTH, through its various thought leadership initiatives, events and summits offers organizations active opportunities in the sector related to healthcare around the world and in India. This is your chance to listen to stalwarts in the space showcase test practice nurse and share learnings.



Ms. Ameera Shah
Vice President, NATHEALTH
Managing Director, Metropolis
Healthcare

INFRASTRUCTURE EXPANSION

Major efforts towards building India's
robust healthcare system

Key initiatives & outcomes

- NATHEALTH organizes stakeholder workshop with Uttar Pradesh Government
- Uttar Pradesh Global Investors Summit 2023
- Interaction with Hon. Minister for Health, Govt. of Andhra Pradesh
- Meeting with Principal Secretary Health, Government of UP
- Government interactions on DNB priorities & GST
- Industry position paper to DoP on MedTech 2.0 Policy
- Eastern India Digital Health Conclave with NASSCOM
- Event on "Transforming Primary Healthcare in India through AB-HWCs" with FICCI & Government of India
- Meeting with key Andhra Pradesh Government officials
- Discussions with MoHFW for Whitepaper on Dialysis Delivery
- Collective CGHS responses to Union Health Secretary
- Government meetings to strengthen & expand health infrastructure



Infrastructure Expansion

NATHEALTH organizes stakeholder workshop with Uttar Pradesh Government



Shri Brajesh Pathak
*Hon'ble Deputy Chief Minister,
Medical Health & Family Welfare*



Shri Raja Mayankeshwar Sharan Singh
*Hon'ble State Minister of Health, Medical
Health & Family Welfare*

The Government of Uttar Pradesh in collaboration with NATHEALTH, State Agency for Comprehensive Health Insurance and Integrated Services (SACHIS), State Health Agency for implementation of Pradhan Mantri Jan Arogya Yojna (PM-JAY), and ACCESS Health organized a stakeholder consultation workshop to boost private sector participation for healthcare excellence in Uttar Pradesh on January 23, 2023, in Lucknow.

The workshop, titled “Private Sector Partnerships for Healthcare Excellence in Uttar Pradesh”, was attended by over 100 participants from a varied group of private sector partners. Like industry bodies such as the Association of Healthcare Providers, Confederation of Indian Industry, Uttar Pradesh Nursing Home Association; large private hospitals such as Regency, Yashoda, Metro Group, Shalby, pharma and diagnostic companies such as SRL, MSD, and enterprises such HCL Healthcare; DCDC Kidney Care, Vilgrow, POCT Services National Investment, and Infrastructure Fund and Uttar Pradesh Technical Support Unit —shared their experiences, highlighting how they can be applied to the healthcare ecosystem in Uttar Pradesh.

The open platform for conversations sparked ideas and opened pathways to aid the efforts of ACCESS Health and its partners in making equitable access to healthcare a reality in Uttar Pradesh.

Infrastructure Expansion

Uttar Pradesh Global Investors Summit 2023

With the objective of making Uttar Pradesh a Global Investment Hub, the Government of Uttar Pradesh organized the Uttar Pradesh Global Investors Summit 2023 on 10-12 February 2023 at Vrindavan Colony, Lucknow, Uttar Pradesh.

NATHEALTH was a part of the pre-cursor discussions in the form of a roundtable conference, which has led to the said summit. Through intensive deliberations, one of the major asks was to invite NATHEALTH members to be part of this important initiative.

Hon'ble Prime Minister of India, Shri Narendra Modi, inaugurated the UP Investors Summit on 10 February 2023. The Global Investors Summit was organized under the leadership of the Hon'ble Chief Minister of Uttar Pradesh Shri Yogi Adityanath.

The 3-day long Investors Summit brought together Policy Makers, Corporate Leaders, Domestic & International Business Delegations, Academia, Thought Leaders from across the globe, collectively explored business opportunities and forge partnerships. Deliberations during the three days aimed at the vision of the Hon'ble Prime Minister of India, of making our country a USD 5 Trillion economy, towards which the Government of Uttar Pradesh has set an ambitious target of making the State a USD 1 Trillion economy in next 5 years.

Some key highlights of the Summit include:

- Investment & Business Opportunities with national and international corporates across sectors
- Convergence of decision makers
- Enabling policies & investment climate
- 8 partner country sessions

Infrastructure Expansion

Interaction with Smt Vidadala Rajini, Hon'ble Minister for Health, Family Welfare and Medical Education, Govt. of Andhra Pradesh

NATHEALTH had the honor of interacting with Smt. Vidadala Rajini, Hon'ble Minister for Health, Family Welfare and Medical Education, Government of Andhra Pradesh, along with Shri. M.T Krishna Babu IAS, Principal Secretary to Government Health, Family Welfare & Medical Education, and Shri. G.S Naveen Kumar IAS, Secretary to Govt (FAC) Health, Family Welfare & Medical Education.

The meeting revolved around sharing of knowledge compendium on Diagnostics, Senior Care, Value Based Procurement, Digital Health, India-Africa collaboration, and Home Care. NATHEALTH team received valuable thoughts and expertise of the Minister through this interaction. The next step will include collaboration and working together as a Joint Action Taskforce on various healthcare agendas.



Meeting with Shri Partha Sarthi Sen Sharma, Principal Secretary, Medical Health and Family Welfare Dept., Government of UP

NATHEALTH member delegation met with Shri Partha Sarthi Sen Sharma, Principal Secretary, Medical Health and Family Welfare Department, Government of Uttar Pradesh to discuss key action agenda points for the development of the state's healthcare systems.

Discussion points:

Private sector investments – Options for infrastructure creation in Tier 2 and Tier 3 cities, basis the state's plan to issue an RFP to attract private investments.

Infrastructure Expansion

RFP for running 15 CHC's on PPP mode – Transaction advisories for the RFP before its out for public comments.
PMJAY – Understanding positive steps towards private sector participation.
 A UP Roadshow has been also proposed.



Event on 'Transforming Primary Healthcare in India through AB-HWCs' with FICCI & Government of India

In a joint initiative by NATHEALTH, FICCI & the Government of India, an event was organized for focussing on primary healthcare in India. The Indian Healthcare Industry facilitated Smart HWCs during the event. Primary care is a valuable asset to achieve universal healthcare and to elevate overall health index of a nation. Through this initiative, the Federation has taken a step ahead towards the same.



Infrastructure Expansion

An update on the NATHEALTH Healthcare Financing Whitepaper

NATHEALTH's upcoming Healthcare Financing Whitepaper is moving in the right direction and shall be completed very soon. The paper focuses on the design and structure of health financing reform to facilitate Universal Health Coverage (UHC).

This will be achieved by:

- Creating healthcare infrastructure (hospitals) under PPP mode, given our beds per 1,000 ratio is only ~1.1 vis a vis global average of >3, bringing the 30% of population termed as “missing middle” under the health protection scheme
- Incentivizing care coordination and viability of care delivery in the form of value-based payment
- Understanding the success behind some of the non-hospital PPPs
- Understanding the relevance of value-based pricing of healthcare services in the Indian context
- Learn from best practices across the globe
- Chart out recommendations on a possible reimbursement model that could be implemented in India

Infrastructure Expansion

South Chapter meeting with key Andhra Pradesh Government officials

NATHEALTH's South Chapter delegation recently met with the Andhra Pradesh Government officials to initiate collaboration. The meeting was held with Shri M.T. Krishna Babu, Principal Secretary, Health, Medical & Family Welfare, Government of AP; and Shri G.S. Naveen Kumar, Special Secretary, Health, Medical & Family Welfare, Government of AP.

Key features of the meeting:

- Creation of a 2035 Vision Document for the state of AP
- A Roadshow in Vijayawada
- Joint Roadshow at Tirupati
- Skilling & training programs
- Comprehensive cancer care program
- Pilots for screening, diagnosis, prevention in healthcare
- Home & senior healthcare



Discussions with MoHFW for Whitepaper on Dialysis Delivery in India

NATHEALTH has shared its recommendations along with the Whitepaper on Dialysis Delivery in India: Demand, Challenges and Policy Insights with Shri Rajesh Bhushan Ji, Union Health Secretary. NATHEALTH has shared this document after thorough discussions with the entire NHSRC team, particularly Dr. Ranjan Choudhury VSM, Advisor – Healthcare Technology, National Health Systems Resource Centre (NHSRC). The next step is to deliberate on the said whitepaper with the MoHFW.

Meeting with NITI Aayog to strengthen & expand health infrastructure

NATHEALTH's MedTech Forum 3.0 has initiated a string of dialogues for higher engagement with the Government to strengthen and expand health infrastructure in India. As a part of this, the Federation held a meeting with NITI Aayog and other industry stakeholders. The meeting discussed the healthcare infrastructure presentation deck, which was followed by sharing of collective feedback and suggestions.

Infrastructure Expansion

Key highlights:

- Discussing the path forward to develop India's healthcare infrastructure.
- Understanding the data requirements and the people & organizations to connect with for this development.
- Sharing of guideline document on FM's Rs. 50,000 crore [health scheme](#).
- Higher engagement with the Government to strengthen and expand health infrastructure.
- As next steps, setting up a core team for interactions/meetings to discuss and identify the solutions for taking the agenda ahead.

Partnership with ET Health Summit for higher stakeholder involvement



NATHEALTH was the Knowledge Partner for the Economic Times Hospital Management Summit. The event brought together some of the best minds and experts in the field of managing hospitals. It allowed the delegates to understand expert views and perspectives in creating and practicing the best global practices in hospital management.

The idea of the Summit was to provide a comprehensive overview of the latest developments in hospital management, including cutting-edge technologies, Government policies, medical tourism, hospital management systems and more.

Infrastructure Expansion

NITI Aayog meeting on DNB priorities & NMC submissions

The NATHEALTH Secretariat held a meeting with Dr. Vinod K Paul, Hon'ble Member (Health), NITI Aayog for discussions on DNB and NMC Submissions. During the meeting, NATHEALTH submitted and presented the updated work done on the said topics. Towards this, dialogues on way forward and collaboration were touched upon.

Position paper to DoP on MedTech 2.0 Policy

In a recent written communication to Shri Arvind Kumar, Under Secretary (Medical Device), Department of Pharmaceuticals, Government of India, NATHEALTH shared a collective industry position on the MedTech Policy 2.0.

Some of the broader areas covered:

Catalyzing New Medical Infra Creation; Boost short term health infra-availability and productivity; Unlock Working Capital; Health Financing; Building Rural/Peri-Urban Pandemic Resilience; Ease of doing business.

Eastern India Digital Health Conclave with NASSCOM

NATHEALTH, in partnership with NASSCOM, organized the Eastern India Digital Health Conclave: Opportunities and Challenges, with the theme "Digitalization of Healthcare: The Need of the Hour".



The physical event was graced by the presence of Prof Saikat Maitra, Vice Chancellor, MAKAUT & Prof. (Dr.) Suhrita Paul, Vice Chancellor, WBUHS. The event also witnessed encouraging participation from the healthcare sector, namely the NATHEALTH member organizations, GE Healthcare, Eskag Sanjeevani, Neotia Hospital, Belle Vue Hospital, AHE(I) and more.

Infrastructure Expansion

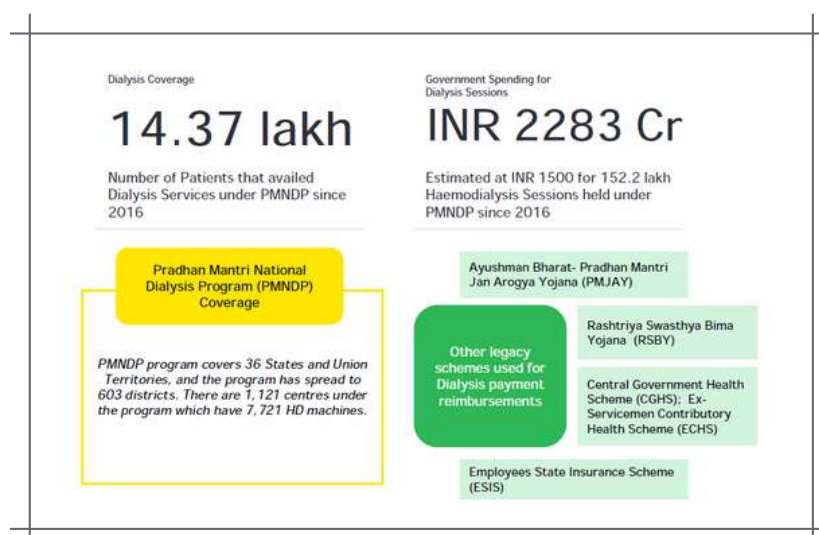
Ready to launch: Whitepaper on 'Dialysis Delivery in India: Demand, Challenges and Policy Insights'

NATHEALTH, along with E&Y, will soon release a whitepaper titled "Dialysis Delivery in India: Demand, Challenges and Policy Insights". The report provides detailed analysis of the dialysis landscape in India, determining India's readiness in meeting the dialysis demand, while also improving the quality of services to maintain international standards.

As per government estimates, nearly 220,000 patients develop ESRD in India, leading to an annual additional dialysis demand of 34 million treatment sessions. With only 4950 dialysis centres and 2600 nephrologists, this will prove to not be sufficient to meet upcoming demand of dialysis as this disease gains traction due to various sociological and environmental factors.

Report Highlights

- Dialysis Landscape of India
- Need for Standalone Dialysis Centres
- Human Resource Required for Dialysis
- Key Challenges in the Dialysis Ecosystem
- Global Perspective for Dialysis
- Focus on Clinical Outcomes and Standards
- Key Recommendations



Infrastructure Expansion

NATHEALTH's collective CGHS responses to Union Health Secretary

In regard to the updated notification on continuous Empanelment Scheme 2022 for empanelment organizations of private Health care (HCOs) under CGHS-corrigendum, NATHEALTH has compiled a set of responses received from the private healthcare organizations. The same were shared with Shri Rajesh Bhushan Ji, Union Health Secretary, Government of India. The initiative will be proceeded further with a meeting of the Union Health Secretary with NATHEALTH, other federations, and key industry leaders.



LEADERS SPEAK

NATHEALTH's core vision is to be the unified voice of Indian healthcare. The Annual Event of NATHEALTH has now proved itself to be India's most awaited healthcare conference. The themes of these conferences are focussed on industry-specific strategic subjects that help in building, structuring and reimagining a resilient healthcare system in India. The conference agendas are designed to bring together all the important stakeholders, from startups to small, mid, large healthcare providers, product manufacturers and government agencies on one platform to exchange ideas and learn from industry leaders about new operating mechanisms, harness knowledge and technology for best possible solutions to deliver the best outcomes.



Mr. Sunil Thakur
Treasurer, NATHEALTH
Partner, Quadria Capital

DIGITAL HEALTH

Focus on futuristic technologies for improved healthcare delivery

Key initiatives & outcomes

- Digital Organ Allocation platform - an ABDM concept
- Revised Health Data Management (HDM) - industry inputs
- Policy for large scale adoption and capacity building towards Ayushman Bharat Digital Mission (ABDM)
- Participation in ADB NHA webinar on ABDM adoption
- Point of care diagnostics through ABDM initiative
- Interactive meeting on NPPA's IPDMS Ver 2.0
- Digital Transformation in Healthcare: India-Australia opportunities



Digital Health

NATHEALTH's active role in India's Digital Organ Allocation platform

Dr. RS Sharma, CEO, National Health Authority (NHA), recently announced that India's Covid vaccination platform, Co-WIN, will be repurposed as an organ donation platform for making the present system transparent and to connect patients with suitable blood donors nearby their location.



NATHEALTH is proud to be a part of this momentous digital leap. The Federation had assisted NHA in this initiative by creating the FRS/SRS document and had submitted recommendations for process optimizations. The initiative was implemented along with Clinicians and Organ Transplant Coordinators from MGM Hospital Chennai, FMRI Gurgaon, Apollo Hospitals Delhi & Umkal Hospital New Delhi. The document was reviewed by Knowledge Partner Arthur D. Little and over viewed by NATHEALTH members.

NATHEALTH's participation in ADB NHA webinar on ABDM adoption

NATHEALTH participated in a ADB NHA webinar on ABDM adoption. The event shed light on Government of India's experience of designing a robust national digital health mission, including challenges faced during the implementation.

The event also shared useful inputs for ADB DMCs to build a road map towards patient-centered health

ecosystem through the adoption of digital health technologies.

Inputs on draft of the revised Health Data Management (HDM)

The National Health Authority (NHA) had requested industry comments/feedback to be submitted on the draft revised Health Data Management Policy released by NHA. In response to this request, NATHEALTH had shared its collective industry inputs on the Policy.

A glimpse of a few NATHEALTH inputs on the HDM Policy:

- While there is a provision in the draft for disclosure of withdrawal or denial of service /benefit, discrimination (defined as 'harm') when consent is being taken from the data principal, its recommended that any such withdrawal/denial that is based on defined Policy Terms and Conditions contracted by the customer it should not be considered as “harm”.
- The repository of health records and data storage should be based on the compliance of corresponding industry’s statutory and regulatory body directives. For example, the period for which the personal data shall be retained, the right to forget/delete personal data.
- Auto generation of health ID for newborns to be envisioned as part of this initiative.
- The information to be provided by the data fiduciary to the data principal should be allowed in electronic form.
- Major % difference in package will bring in complexity and various diversion mechanism, suggestion requested there shouldn’t be more than 5% difference.
- Case base package should be converted to disease-based package, there should be targeted disease-based packages. There by deciding line of testing and treatment.
- There should not be more than 2 variations in category.
- There should be difference in disease and lifestyle/cosmetic treatment.
- Specifications of instruments or consumable should be common and equal ground for imported and local manufacturer (no biases in quality standard).

Digital Health

Point of care diagnostics through ABDM initiative moves ahead

NATHEALTH, along with the Ministry of Women and Child Development and 8 core healthcare organizations across MedTech, hospitals and diagnostics (radiology), have created an advocacy blueprint on point of care diagnostics through ABDM. ADL and EY are partners for the same.



In a recent development, NATHEALTH President Dr. Shравan Subramanyam met with the officials from MoHFW along with a delegation from NATHEALTH. Basis the same, ADL has created certain actionable steps, in which assistance from partner organizations is solicited.

The initiative will improve low-cost diagnostics and enable immense provider relief, if the implementation loopholes can be plugged in. NATHEALTH has also taken advice from select senior IAS officers on how to proceed on the initiative, by drawing upon the Federation's recent experience in digital systems innovations like organ transplant network through ABDM.

Interactive meeting on NPPA's IPDMS Ver 2.0

NATHEALTH was an active participant of NPPA's interactive session with the industry on the recently-launched IPDMS Ver 2. Shri Kamlesh Kumar Pant, Chairperson, National Pharmaceutical Pricing Authority (NPPA), chaired the interactive session. NPPA has requested for member suggestions on IPDMS Ver 2, for which NATHEALTH members submitted their feedback and suggestions.

About IPDMS 2.0



- The IPDMS 2.0 launched on 29th Aug 2022
- Developed by CDAC, Noida
- Facility of bulk online submission of mandatory returns
- Facility of online service of notices, receipt of reply & check status
- Separate IPDMS access for Medical Devices and Formulations
- Dedicated e-mail id for complaint redressal: nppa-ipdms@gov.in



Digital Health

Event on Digital Transformation in Healthcare: Opportunities for India & Australia



The Australian Trade and Investment Commission and NATHEALTH organized a panel discussion on “Digital Transformation in Healthcare – Collaboration opportunities for India and Australia”. The event was organized as a part of the AIBX mission. The theme of the discussion was around digital health technologies roadmap, challenges and incorporating intelligent solutions in the healthcare value chain, followed by interactions with the Australian delegates.

Delegates from Australia included Government officials from the Australian Digital Health Agency (ADHA), ASX listed companies such as Cochlear, ResMed, Alcidion, George Health, and more. During the course of the event, the delegates expressed key interest in understanding the Indian digital health ecosystem.



LEADERS SPEAK

Since the time NATHEALTH was launched, it has picked up momentum and is committed to not only sustain, but enhance the healthcare sector. The Federation's determined efforts have helped in achieving diverse successes and it underlines the commitment of an energetic NATHEALTH.

The entire team and its members have moved up the ante on its mission and goals. Our resolute objective is to establish NATHEALTH as a competency centre that is par excellence for public-private partnerships, a pivot in stringing healthcare and technology together and driving programs to bring in greater Government support for an all-new national health agenda.



Ms. Preetha Reddy
Past President, NATHEALTH
Vice Chairperson,
Apollo Hospitals



HEALTHCARE INNOVATION

Initiatives that promote novelty in
the healthcare landscape

Key initiatives & outcomes

- Whitepaper on Building Eastern Region as a MVT hotspot & a health hub
 - Expert Speak Series 2022
 - Win with Vaccines CSR project successfully completes
 - “We Stand with Patient Safety & Quality Care” campaign
 - Southern Roadshow Telangana
 - Western Roadshow Nagpur
 - Western Region Roundtable
 - Two East Region Roundtables
 - Northern Region Roundtable
 - Uttar Pradesh Roadshow with UP Government
- 

Healthcare Innovation

Whitepaper on Building Eastern Region as a MVT hotspot & health hub - a collaboration with ADL & Invest India



NATHEALTH, along with Arthur D. Little and Invest India, is working on a Whitepaper on building Eastern region as a health hub and a MVT hotspot. The report will discuss the potential of India's Eastern states to become a medical hub and will outline the requirements to reach that goal.

The objective:

- Understanding the healthcare ecosystem in the East (primarily West Bengal, Odisha, Jharkhand) and North Eastern India & understanding their positioning in the global market.
- Identifying the prospects and opportunities available for the Government and private sector to develop the healthcare system and the public perception of healthcare in East India.
- Providing precise and high impact action points for all the stakeholders to make East India a hub for healthcare.

The report aims to work on three levels:

1. Current state of healthcare
2. Potential & future of healthcare
3. Imperatives to emerge as the hub

Healthcare Innovation

Southern Roadshow Telangana



NATHEALTH's Southern Region Healthcare Dialogue was organized at Hyderabad under the theme of "Healthcare Priorities of Telangana & the Way Forward". Mr. Jayesh Ranjan, IAS, Principal Secretary, Industries and Commerce & Information Technology, Government of Telangana was the main guest and speaker at the event. The session witnessed huge participation from the healthcare sector of the region. The session focussed on various key healthcare priority areas.

The event fits well with NATHEALTH's 3.0 agenda and its focus areas for the development of India's healthcare sector - infrastructure expansion, digital health, healthcare innovation, globalizing India's healthcare, and Aarogya Bharat (health system evolution). Achieving these objectives at a state level requires reaching out to the state stakeholders - the event was a step in this direction.

Healthcare Innovation

NATHEALTH's Western Roadshow in Nagpur

NATHEALTH has successfully conducted its 2nd roadshow, which was organized on 25th November 2022 at Nagpur in Maharashtra. One of the highlights of the event was a special message from **Shri Nitin Gadkari, Minister of Road Transport and Highways of India, Government of India**, regarding the importance of building healthcare infrastructure. He also offered his support to NATHEALTH and its agenda for the growth of Indian healthcare.



Attendees included Healthcare providers, Diagnostic players, MedTech companies, Government Officials, Start-ups, Incubators, Innovators & more. NATHEALTH expresses its heartfelt thanks to all the members who attended and made this event successful. A detailed event report will be released soon.

NATHEALTH expresses its heartfelt thanks to all the members who attended and made this event successful. A detailed event report will be released soon.

NATHEALTH announces Uttar Pradesh Roadshow with UP Government

Titled 'All Hands on the Deck'- Private Sector Partnerships for Healthcare Excellence and Universal Health Coverage in Uttar Pradesh, the Roadshow is a collaborative effort of the Department of Medical Health & Family, Government of Uttar Pradesh, SACHIS, ACCESS Health International and NATHEALTH.

Roadshow context: Between 2018-2021 a network of approximately 2,800 public and private hospitals has been established under PM-JAY. As PM-JAY enters the next phase of implementation with attractive Health Benefit Package 2022 rates and more, there is an increase value proposition for the private sector hospitals to join and service PM-JAY. In the above context the government recognizes the role of private sector to create excellence in healthcare and realize the goals of Universal Health Coverage for the state.

Healthcare Innovation

NATHEALTH conducted Western Region Roundtable

NATHEALTH's West Region Roundtable meet was inaugurated by Mr. Sanjiv Navangul, Managing Director of Bharat Serum, followed by the introduction of the members present. The meeting involved an address on the thematic priorities of NATHEALTH, given by the Secretary General. A discussion on 'Cementing West Region Priorities' was undertaken by the West Leadership team, followed by a discussion on the topic with members present.

NATHEALTH arranged two East Region Roundtables

NATHEALTH first East Region roundtable discussed priorities for the upcoming year with regards to the development of the Eastern region healthcare sector. The meeting also involved a presentation on 'Cementing East Region Priorities' that was undertaken by the East Leadership team.



NATHEALTH's second Eastern Region Industry Meet was held with AHPI members, AHE(I) members and various industry leaders and stakeholders of the region. During the event, Invest India shared a presentation on the Investment Opportunities in North East and Arthur D. Little (ADL) presented the Concept Note of the Whitepaper 'Future Potential of Healthcare in Eastern India' - a joint initiative between NATHEALTH and ADL.

The event was interactive, and proved to be successful, with a positive response on the initiative from the Eastern region industry leaders. Also discussed were opportunities for collaborating and partnering with Invest India for a Roadshow in Guwahati soon.

NATHEALTH held the Northern Region Roundtable

The purpose of this roundtable was to strengthen the Northern Region agenda and expand membership and member engagement. With the members' expertise, rich contribution, and perspectives, NATHEALTH would be able to chart the roadmap for NATHEALTH North region priorities for this year. The Federation also invited prospective members to join this meeting.

NATHEALTH wraps up Expert Series with 11 successful webinars

NATHEALTH's Expert Speak Series was wrapped for the year 2022, with the total number of sessions ending at 11. [Click here](#) to know more about the series.

Topics covered include:

1. Dialysis delivery in India: Demand, Challenges & Policy Insights
2. Exploring the growth potentials of Eastern India healthcare sector
3. Indian Diagnostics – Emerging possibilities in a digitally connected era
4. Reimagining the Next Generation Human Resources required to Upskill Healthcare in India
5. Monkeypox Preparedness for the management, awareness and prevention
6. Antimicrobial Resistance AMR
7. Understanding the triggers of stress and relieving them at work & at home
8. Using innovation to leverage wellness and preventive health testing
9. Improving Operational Efficiency through Digital Health
10. Role of clinical governance for universal coverage
11. Building supply chain resilience

The series is an attempt at increasing NATHEALTH member engagement, enhancing skills, increasing awareness on industry specific issues.



CSR Charter movement: New Project on Collaboration for Quality announced

NATHEALTH has kicked off a new project under its CSR Charter, named Collaboration for Quality. The initiative has received a go ahead from NATHEALTH’s Leadership Team and the Governing Council. Further, collaborations have been aligned with the NABH, NABL and QCI for the project. NATHEALTH invites its members to lend their support for the success of the project.

“We Stand with Patient Safety & Quality Care” campaign moving ahead strongly

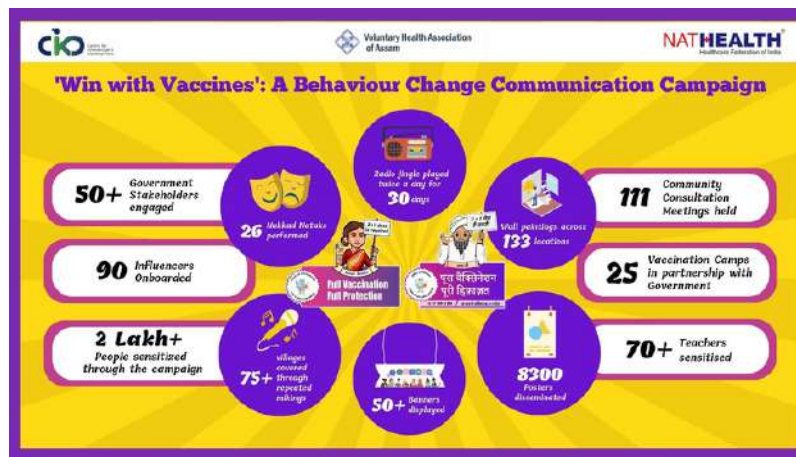


NATHEALTH’s campaign in association with QCI, NABH & NABL has picked up pace. The rationale behind the campaign is that there is currently no strong narrative around patient safety, quality, processes and standards, patients and consumers are not aware of the value chain of patient safety and quality that for a final quality product or service, the entire chain needs to be built around this ethos, there are no clear indicators or parameters for safety and quality care in India, and there is a need to simplify the concept for common people by building a constellation of partners.

For the same, the core team of the campaign has designed a mechanism to mobilize the campaign, which will create a joint working group with leaders/members from QCI, NABL and NABH with NATHEALTH as a convening partner. Build a campaign toolkit to illustrate timelines, deliverables and outcomes.

Healthcare Innovation

A progress report on Win with Vaccines CSR project



NATHEALTH CSR Charter's Win with Vaccines project has completed successfully. Supported by NATHEALTH, Win with Vaccines was a CKD initiative in partnership with Voluntary Health Association of Assam (VHAA), to build COVID-19 vaccine confidence in five low-coverage districts across Assam and Haryana. According to a recent study, vaccine hesitancy is dominated by myths and misbeliefs.

Target groups: The ‘Win with Vaccines’ campaign primarily focused on the Left out, Drop-out, and Resistant (LODOR) populations across all age groups to raise awareness and build confidence in vaccination.

Rationale for selection of locations: The districts of Nuh in Haryana and Baksa, Chirang Udalguri & South Salmara in Assam were selected due to low vaccination coverage. Additionally, the specific blocks and villages were identified by the project team in consultation with the Government stakeholders.



LEADERS SPEAK

NATHEALTH is a unique Federation that has brought various stakeholders together, like providers, medtech, diagnostics, and consultancies. The Federation has had many favourable partnerships with successful outcomes with many industry organizations.

NATHEALTH unifies the voice of healthcare, collaborates with the Government, complements other healthcare associations, makes an impact on shaping healthcare regulations and policies, and participates in skilling and scaling up of healthcare infrastructure and manpower. It is a pleasure to be associated with the Federation.



Dr. H Sudarshan Ballal
Past President, NATHEALTH
Chairman-MHEPL, Manipal Hospitals

FACILITATING HEALTH SYSTEM EVOLUTION

Moving ahead towards an advanced & efficient healthcare system

Key initiatives & outcomes

- TB Mukht Abhiyan meeting with Health Ministry
- Industry-wide GST Advocacy
- Provider Payment Whitepaper to NHA
- NHA's meeting with corporate hospitals
- Exemption of medical devices from Legal Metrology
- Stakeholder Consultation about Trade Margin Rationalization (TMR) on Non-scheduled Medical Devices
- Import, manufacturing & supply of monitors for medical devices
- Formulation of Dialysis Standards initiative with NABH
- Sectorial meeting to remove roadblocks for Government tie-ups
- Organ Donation System workshop with Jharkhand Government



Facilitating Health System Evolution

NATHEALTH a part of IMA's One Profession, One Voice roundtable

NATHEALTH was a prominent part of IMA's roundtable One Profession, One Voice, a cohesive approach to break sectorial walls to bring all clinicians on the same platform.

NATHEALTH's Ex-President Dr. Harsh Mahajan, Secretary General Mr. Siddhartha Bhattacharya, Dr. Narottam Puri, Dr. Girdhar Gyani, and Dr. RV Asokan were key members on the panel discussion. The session dwelled on pertinent aspects of creating a single platform for medical professionals to voice their opinion and play a role in the country's health policies.

TB MukT Abhiyaan meeting with the Health Ministry



The Health Ministry conducted a meeting to discuss the healthcare stakeholder's role in the Pradhan Mantri TB MukT Bharat Abhiyaan. NATHEALTH was the active participant in the meeting, and is also a key member of the initiative. The meeting with Dr. Mansukh Mandaviya, Minister of Health and Family Welfare, Gol, discussed NI-KSHAY 2.0, a digital platform for community support for the persons with TB.

The Pradhan Mantri TB MukT Bharat Abhiyaan will:

- Provide additional support to improve treatment outcome of TB patients
- Augment community involvement in meeting India's commitment to end TB by 2025
- Leverage Corporate Social Responsibility (CSR) opportunities
- Provide diagnostics
- Conduct vocational training
- Provide additional nutritional supplements

Facilitating Health System Evolution

Sectorial meeting to remove roadblocks for Government collaborations

NATHEALTH organized a series meetings with NITI Aayog and the Ministry of Health & Family Welfare, to explore areas of collaborations and locate the roadblocks in creating such partnerships. NATHEALTH has invited ideas and interests from industry stakeholders on the areas that came up during these discussions.

NATHEALTH would like to provide an opportunity to collectively engage with the Government and its collaborators to remove some of the roadblocks to accelerate the industry's growth momentum. Many of NATHEALTH's forums are already active in these areas and it's important to gauge how they can be further sharpened with combined efforts.

Highlights of the initiative:

- A 1 pager preliminary note highlighting industry's suggestions outlining how NATHEALTH can facilitate the opportunity conversion, implementation and secure support from Government as required.
- Request for concrete output/timelines to tackle the roadblocks.
- Investment potential between India and Africa and specific projects which interests players in geographic expansion, partnership, and investments specifically in MVT/insurance sector/other sectorial opportunities.
- Concrete suggestions to offer financial inclusion to missing middle population in India or grow the insurance coverage.
- VGF reforms and any project proposal pending for government approval in healthcare (Brownfield/Greenfield/PPP).
- PM-JAY and other social insurance program participation uptick by private sector.
- Grow the digital health adoption and footprint as per the ABDM framework.

Facilitating Health System Evolution

NATHEALTH organized a GST Workshop

NATHEALTH conducted a virtual GST Workshop, which was attended by various key industry stakeholders and was graced by eminent speakers.

NATHEALTH had commissioned a study to estimate the embedded taxes contained in the healthcare services segment. The embedded taxes arise as the Healthcare Services are exempt under GST, therefore the pass-over of taxes as visualized in the GST design does not happen in the case of healthcare services.

As the entire exercise of GST rate structure rationalisation is under examination by a commission under GST council, NATHEALTH's request is that at least a few important items, which account for a significant proportion of embedded taxes, could be brought to a merit rate, providing some relief to the healthcare services segment, and at least neutralise the increase of 1.5% post covid (in GST regime). Towards this, NATHEALTH is organising a Workshop on GST over a virtual platform. The idea was to update on the progress, collect and galvanize thoughts and present the way forward.

ASSOCIATION OF HEALTHCARE PROVIDERS INDIA
Educating & Advocating for Well Being of Common Man

FICCI

NATHEALTH
Healthcare Federation of India

GST Workshop

with the top leaders from government and industry

Date: 15th July, Friday | Time: 3 - 4 pm (Virtual discussion)

Join us to galvanise the thoughts and present the way forward for GST in the healthcare sector

Moderator

Speakers

Ms. Shambhavi Sharan
Sr Consultant, Tax and Economic Policy Group Ernst & Young (EY)

Mr. VS Krishnan
National Leader, Tax and Economic Policy Group Policy Expert

Air Commodore (Dr.) Ranjan Choudhury
VSM, Advisor, Health Care Technology Division, National Health Systems Resource Centre (NHSRC)

Mr. Naveen Kumar
IAS, Special Secretary, Health, Govt. of Andhra Pradesh

Facilitating Health System Evolution

Meeting with Union Health Ministry to discuss GST in healthcare

NATHEALTH, along with AHPI, FICCI held a meeting with Shri Rajesh Bhushan Ji, Union Health Secretary, GoI. The meeting focussed on the agenda of GST in healthcare. The federations jointly represented the healthcare sector's concerns and requirements on the said topic. The Government has continuously supported and guided NATHEALTH and its vision.



Similarly, the Federation is hopeful of fruitful outcomes from this discussion as well.

Cross Federation meeting on GST

NATHEALTH held a Cross Federation meeting to discuss the various aspects of GST in healthcare. Key discussion points:

- The issue of GST on the room should be dealt with by getting the input tax credit reimbursed on the GST paid by the healthcare players.
- Advocacy with the Government on zero % GST.
- Consolidated stand of healthcare industry during discussions with the Government.

Meeting with NITI Aayog on GST

NATHEALTH held a meeting with Dr. Vinod K Paul, Hon'ble Member (Health), NITI Aayog for discussions on GST and other pertinent discussions on health system evolution. During the meeting, NATHEALTH submitted and presented the updated work done on relevant topics. Towards this, dialogues on way forward and collaboration were touched upon.

Facilitating Health System Evolution

Industry-wide GST Advocacy

NATHEALTH arranged an interaction with Mr. Ranjan Kumar Choudhury, Advisor HCT to discuss key aspects of GST in healthcare. The key outcomes/action steps were: GST Stakeholder Discussion to be organised by NHSRC; Plan a One Nation and One Dialysis Program. NATHEALTH is now in the process to organize the



dialysis meeting along with various stakeholders.

NATHEALTH taskforce submitted concept note on AMR to MoHFW

NATHEALTH recently met with Shri Lav Aggarwal, Joint Secretary, Ministry of Health Family Welfare (MoHFW), Gol for discussions on AMR and the Federation has also submitted a concept note on Antimicrobial Resistance (AMR) to MoHFW.

Following suggestions were shared by MoHFW:

- Creation of an awareness communications campaign to voice the AMR issue to sensitize and brief the masses.
- Proposal from NATHEALTH regarding its role in the campaign.
- Further discussions to be undertaken with Dr. Lata Kapoor (NCDC).

Facilitating Health System Evolution

Position on GST Room Rent Charges

NATHEALTH has submitted its position regarding GST on the recent announcement on Room Rent Charges to the relevant ministries and departments/authorities.

Background

In the recently concluded 47th GST Council meeting, among the other decisions taken, a mini rate change exercise was approved with the ostensible objective of phasing out exemptions and correcting the inverted duty structure. While the phasing away of the exemptions is a laudable objective, crucial distinction must be made between phasing out exemptions at the final output stage and phasing out of exemptions at the inputs/intermediate stage.

Failure to recognize this has led to the Government levying a GST duty of 5 percent on hospital rooms with rental value above Rs. 5000 per day. This distorts the design of the GST and imposes an additional tax burden on the healthcare sector, impacting affordability, which is a key objective of the National Health Policy.

NATHEALTH's recommendation (basis NATHEALTH/EY GST Study)

The current tax levied on hospital rooms may be kept in abeyance as in the case of textile sector and should be considered after the recommendation of the Bommai committee are received and should be examined in the background of holistic view of the healthcare sector, as whole which is an important sector whose role in the economy is crucial as emphasized during the recent covid crisis.

Holistic approach to GST on hospital rooms will also send the right signal to foreign investors who value certainty in taxation and policy changes which are principally embedded in a larger policy narrative.

Facilitating Health System Evolution

NATHEALTH's participation in NHA's meeting with corporate hospitals

NATHEALTH had participated in a meeting with top Corporate Hospitals' CEOs for Hospital Empanelment in Ayushman Bharat Pradhan Mantri Jan Arogya Yojana organized by the NHA. The meeting was chaired by Shri Mansukh Mandaviya, Union Health Minister for Health, Ministry of Health, and Family Welfare and MOCF.



Important Points/Takeaways:

- Health Benefit Package (HBP) 2022: 365 new procedures have been added in the new version of the NHA HBP, which takes the total to 1,949.
- Under this scheme, differential pricing has been introduced that is based on city type and the level of care.
- NHA soon is planning to release price fixing strategy (pricing will be dynamic and will be implemented very soon). This was the purpose of releasing the consultation paper.
- NHA is now trying to see convergence of various schemes to achieve Universal Health Coverage. Target is to approach missing middle population (i.e. 30-40%) through low-cost insurance cover.
- Other points such as GST, CGHS, delayed payments and base rates were also discussed.

For more details, visit: <https://nha.gov.in/img/resources/HBP-2.2-manual.pdf>

Facilitating Health System Evolution

Representation on exemption of medical devices from Legal Metrology

In view to remove the double regulation for Licensed medical devices from the Legal Metrology Rules 2011, Dr. N. Yuvraj, Joint Secretary, DoP conducted a meeting with the industry stakeholders. Towards this, a draft representation on exemption from Legal Metrology was sent by NATHEALTH to the DOP.

Background: It has been the constant demand from the industry to seek exemptions from Legal Metrology (Packaged Commodities) Rules, 2017, since the drugs, which are more customer facing product is given exemption from the Legal Metrology rules. The exemptions which was earlier available for the medical device industry was withdrawn due to the issue of MRP not being applied by certain importers. However as per the provisions of the 31/3/2020 notification in pursuance of Notification No. SO 648(E) of NPPA, all devices whether regulated or not, comes under the ambit of DPCO and thus are regulated by NPPA. All other labelling rules applicable for medical devices as per MDR 2017 already complies with the requirements of the customer, similar to that of the drugs.

Provider Payment Whitepaper submitted to NHA

NATHEALTH has submitted its comments on the PMJAY Provider Payment Whitepaper base on the Health Ministry's request at the Chintan Shivir. The initiative is spearheaded along with PWC and in partnership with 7 other federations, namely: Association of Healthcare Providers (India) (AHPI), Association of Hospitals of Eastern India (AHEI), FICCI, Federation of Healthcare Association-Karnataka (FHA), Indian Chamber of Commerce (ICC), MTal, Private Hospitals and Nursing Homes Association (PHANA).

The responses are related to provider payments and price setting under the Ayushman Bharat Pradhan Mantri Jan Arogya Yojana Scheme (PM-JAY) in India: Improving Efficiency, Acceptability, Quality and Sustainability.

LEADERS SPEAK

The dominant role of the private sector was further highlighted in India's response to the recent pandemic times. Therefore, it is extremely important to have a platform that represents the united voice of all stakeholders. For us, NATHEALTH is that platform. Being associated with NATHEALTH since inception and after also serving as its President in the past, I firmly believe that NATHEALTH is strategically well positioned to collaborate and complement other federations, to help shape policies, and work towards the scaling up of Indian healthcare status.

It has been a pleasure and I look forward to further working together with NATHEALTH and improve accessibility, affordability and quality of healthcare in India.



(Hony) Brig. Dr. Arvind Lal
Past President, NATHEALTH
Executive Chairman, Dr. LalPath Labs

Facilitating Health System Evolution

NATHEALTH organized Organ Donation System workshop in association with the Jharkhand Government

NATHEALTH held a meeting with the Jharkhand Government to create an MoU on the "Roadmap to transform cadaver organ donation system" in the state. Present in the meeting were Shri A.K.Singh, Addl Chief Secretary,



Dept. of Health, Medical Education & Family Welfare; Shri Alok Trivedi, Addl Secretary, Dept. of Health, Medical Education & Family Welfare; Dr. Bhuvneshwar P. Singh, MD, NHM; Dr. Rajiv, Nodal Officer, SOTTO; Team from RIMS and DME; and Dr. Harindra Barua, Medical Superintendent, RIMS, Ranchi. In the meantime, as the next step, NATHEALTH organized a workshop on Organ Donation System in association with the Jharkhand Government.

Joint representation to enable import, manufacturing & supply of monitors for medical devices

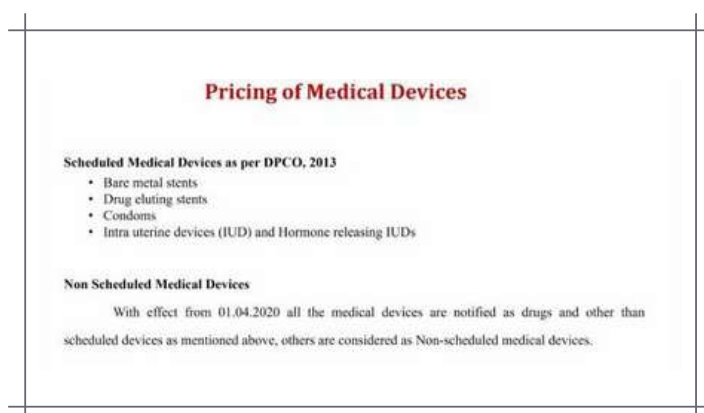
As a joint representation by NATHEALTH, medical tech players and other relevant stakeholders, a letter was sent to the DOP, NITI, and MEITY to seek the support on an urgent basis to enable import, manufacturing & supply of monitors for medical devices that has been put into a sudden stop due to abrupt discontinuity in the established exemption process by MEITY since 2019.

The representation letter included detailed background, problem statement and support needed details for consideration from these three offices.

NATHEALTH is committed to resolve industry issues, especially the ones, which disrupt functionalities and patient outcomes. The above being one of them. The dialogues are in progress on the joint representation, with favorable results expected.

Facilitating Health System Evolution

Stakeholder Consultation about Trade Margin Rationalization (TMR) on Non-scheduled Medical Devices



A stakeholder consultation was held by the Department of Pharmaceuticals/National Pharmaceuticals Pricing Authority (NPPA) about Trade Margin Rationalization (TMR) on Non-Scheduled Medical Devices. Towards this, a presentation was made by NPPA to which members inputs and suggestions were asked.

NATHEALTH fully supports the initiative to use TMR from Price to Distributors (PTD) as a pricing mechanism to make medical devices more affordable for the patients. NATHEALTH also appreciates applying TMR on 6 medical devices that resulted in substantial reduction in price to the tune of 54% to 70%.

Some of the collective industry responses shared by NATHEALTH with the DOP/NPPA are:

- Price band-based approach may not work for devices due to complexity and variations in prices of same category of devices. Recommend a phased manner approach from bandwidth perspective and operational challenges.
- Graded margin for TMR depending upon therapeutic area. It should be Margin (MRP-Selling Price/MRP) and not Mark up (MRP-Selling Price/Selling Price).
- PTD should be calculated as: Sum of net sales realized for the product by the manufacturer divided by sum of total quantity of such product sold.
- Apply TMR from prospective batches to minimize supply chain disruptions.
- Create a legal provision to incorporate TMR from PTD to bring predictability and consistency in the pricing policy.



PARTNERSHIPS & MOUS

Spotlight on major achievements

Key initiatives & outcomes

- NATHEALTH collaboration with Netherlands & Australia
- MoU with Vidarbha Hospitals Association
- MoU with Shalinitai Meghe Hospital & College
- NABH's strong support for 'We Stand for Quality' CSR initiative



Partnerships & MoUs

MoU signed between NATHEALTH and Vidarbha Hospitals Association

The MoU was signed with the purpose of collaboration and co-operation between the two to promote an effective use of each others' resources, memberships, and provider wider representation of the healthcare industry to key stakeholders in areas of policy making and creating a win-win suitable environment.

Key features of the MoU include:

- Formulate a patient charter for creating awareness and building trust between patients and hospitals
- Support & jointly organize public awareness activities
- Support & disseminate information regarding events organized
- Discover areas of mutual growth



MoU signed between NATHEALTH & Shalinitai Meghe Hospital & College

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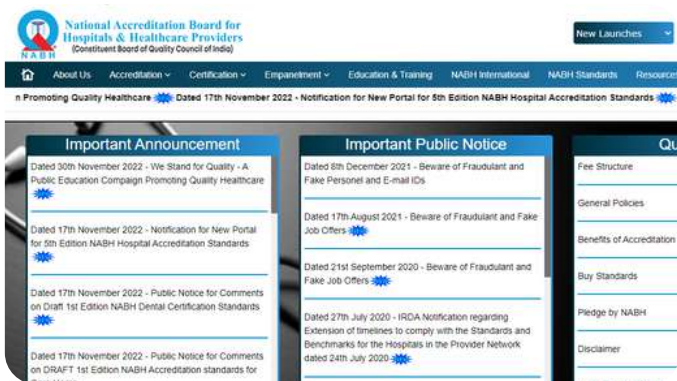
Partnerships & MoUs

NATHEALTH collaboration with Netherlands & Australia

NATHEALTH held a team meeting with the Netherlands Embassy under the aegis of India Trade Mission on Digital Healthcare. The meeting was progressive and has led to the initiation of dialogues for future partnerships between India and Netherlands healthcare systems. Similarly, NATHEALTH team met with the Australia delegation as a part of the AIBX mission to explore collaborative opportunities for India & Australia.

The meet was organized jointly by the Australian Trade and Investment Commission and NATHEALTH. Both the meetings are a step towards exploring mutually-progressive healthcare initiatives.

NABH brings in strong support for 'We Stand for Quality' CSR initiative



NABH has stepped in with a strong support for NATHEALTH's new CSR Charter project - We Stand for Quality - that was kicked off recently. As the next step, NABH has started inviting its members and NABH-accredited hospitals to join the initiative. The details have also been posted on NABH's website.



In collaboration with NATHEALTH
Healthcare Federation of India

WHAT'S THE MISSION
Taking quality in healthcare high up on the agenda and changing health seeking behaviour for improving health outcomes

WHAT WILL BE ACHIEVED
Awareness on...
Understanding of quality
Differentiation between good & bad quality
Indicators & standards of quality
Free services & quality care at cost

What is the project?
Simplifying key sectoral issues under the "We stand for Quality" campaign and bringing it to the forefront of the industry's agenda

Who will lead?
NATHEALTH, Member Organizations, Quality Accreditation Agencies, Key Government Quality Stewards Stakeholders, KOLs, Associations

How will it run?
An intense mass media public education programme to support Government's quality priority, by unpacking the key indicators for quality healthcare

Who should support?
All organisations who want to join this movement towards quality & patient safety alongside healthcare value

We invite you to support the initiative through **Resources. Technical assistance. Active participation. Funding.**

Email: anwasha.pandey@nathealth.co.in
Visit: www.nathealthindia.org

LEADERS SPEAK

NATHEALTH's initiatives and events are designed to discuss pertinent aspects of financing of healthcare and how it can provide the momentum to achieve Universal Health Coverage. Experts discuss new paradigms in healthcare financing and why patients and quality should be at the forefront and how India can move towards a value based framework. Also the ways in which health insurance can be utilized to amplify the impact by leveraging the scale provided by the government jointly with the efficiency of the private sector. We also engage the industry in thought provoking ideas for greater collaborations amongst all healthcare stakeholders while also exploring various pricing models to ensure viability, scale without compromise of quality.



Dr. Harsh Mahajan
Past President, NATHEALTH
Founder & Chief Radiologist,
Mahajan Imaging

COMMUNICATIONS & OUTREACH

Upping the media presence antenna



NATHEALTH's campaign #WeStandWithIndia wins Golden Sabre Award



NATHEALTH is extremely happy to share that the NATHEALTH campaign with Avian WE – #WeStandWithIndia - Building a path to recovery in collaboration with NATHEALTH – Healthcare Federation of India - has won the Gold Sabre in the Healthcare Provider category at the prestigious SABRE Awards Asia Pacific 2022. This was a global event where the Sabre winners of South Asia were shortlisted among other regional winners. The winners were announced at the 2022 SABRE Awards Asia Pacific ceremony at a high-profile event in Singapore.

The multi-pronged campaign, #WeStandWithIndia for NATHEALTH, was designed to bring the focus back on NCDs, educate people that hospitals and private providers/diagnostic facilities are safe and highlight the measures taken by NATHEALTH to build industry-Government connect and advocate on sectorial business concerns. The campaign centered around creation of 3 key pillars: 1) Building data-driven narrative. 2) Building confidence among patients and public. 3) Policy engagement for resource support, incentives for the healthcare sector.

Outstanding reach of the campaign: 784+ media stories aligned with our messages reaching out to a vast audience of 946 M+. Recognition from key Government stakeholders including NITI Aayog, NHA and Ms. Smriti Irani. Stories were also tweeted by The Times of India, IANS, Business Standard and The Economic Times.

Communications & Outreach



Health sectors seeks 5% GST removal on high rental hosp rooms

New Delhi: Healthcare industry body NATHEALTH on Tuesday asked the government to put into abeyance the recently announced 5 per cent GST on hospital rooms with rental value of above Rs 5,000 per day, terming it an additional burden on the sector.

Last week, the GST Council decided that hospital room rents (excluding ICU) exceeding Rs 5,000 per day per patient shall be taxed at 5 per cent without input tax credit.

"While the phasing away of the exemptions is a laudable objective for it integrates a large part of the value chain in the tax net, a crucial distinction must be made between phasing out exemptions at the final out-



put stage and phasing out of exemptions at the inputs/intermediate stages," NATHEALTH said in a statement.

Failure to recognise this has led to the government levying a GST duty of 5 per cent on hospital rooms with rental value above Rs 5,000 per day, it added.

While this measure may look innocuous it distorts the design of the GST and imposes an additional tax burden on the healthcare sector, the lobby group noted.

The services in the hospital rooms are an intermediate input feeding into the overall healthcare services which is currently outside the GST net, it said.

hospital rooms may be kept in abeyance as in the case of textile sector and should be considered after the recommendation of the Bommai committee are received," it noted.

It should be examined in the background of holistic view of the healthcare as a whole which is an important sector whose role in the economy is crucial as emphasised during the recent covid crisis, NATHEALTH stated.

"Holistic approach to GST on hospital rooms will also send the right signal to foreign investors who value certainty in taxation and policy changes which are principally embedded in a larger policy narrative," it added.

5% GST on hospital rooms a blow to affordable healthcare

MONIKA YADAV @ New Delhi

THE 5% GST rate on non-ICU hospital rooms with rental value above ₹5,000 per day would lead to inflation and would increase the cost for patients, as per healthcare industry.

They say it will defeat the government's objective of providing affordable healthcare services to all.

The tax imposition of 5% is also without the input tax credit, which has been heavily criticized by the industry. The decision of levying GST on such rooms was taken by the government last month during 47th GST Council meet in Chandigarh.

"The decision to impose a 5% GST on hospital room rent above ₹5,000 per day (excluding ICU) would add to inflationary pressure to some extent and increase the burden. If there is a GST on room rent then tax credit should be allowed for the hospital sector," said Dr Shankar Narang, COO Paras Healthcare. "As GST is not payable on healthcare services, service providers are not eligi-

ble to avail credit on the input taxes paid by it, which ultimately becomes a cost for the service provider," Narang added.

Dr. Aashish Chaudhry, managing director at Aakash Healthcare, Dwarka, also echoed the same observation. He said the general public will be adversely affected by the imposition of 5% GST without an input tax credit.

"I think to make healthcare accessible and inexpensive for the last man standing, it should receive the most subsidies and GST exemptions. With this tax, hospital expenses would rise, and many patients might face difficulties," stated Dr. Chaudhry. According to a study by EY for healthcare industry body NATHEALTH, the sector carries an embedded tax above 6% of the annual turnover. This is also one of the few sectors where the embedded tax burden post-GST period is higher than pre-GST times on account of limited pass through available to the imports under the earlier State VAT regime.



GST on hospital room

It will defeat the govt's objective of providing affordable healthcare services to all. The tax imposition of 5% is also without the input tax credit, which has been heavily criticized by the industry

Business Standard



Healthcare industry seeks removal of 5% GST on high rental hospital rooms

Healthcare industry body asked government to put into abeyance recently announced 5 per cent GST on hospital rooms with rental value of above Rs 5,000



How better business models can bring affordable healthcare to Bharat

An acute supply side problem which includes a lack of proper hospital infrastructure, doctors, nurses and paramedics, defeats the purpose of universal healthcare. Here are three business models that will bolster the healthcare infrastructure

Healthcare industry seeks suspension of 5% GST on high rental hospital rooms

The services in the hospital rooms are an intermediate input feeding into the overall healthcare services which is currently outside the GST net, it said.



Last week, the GST Council also asked that hospital room rents (excluding ICU) exceeding Rs 5,000 per day per patient shall be taxed at 5 per cent, with no input tax credit. (Representational image)

Healthcare industry body NATHEALTH on Tuesday asked the government to put into abeyance the recently announced 5 per cent GST on hospital rooms with rental value of above Rs 5,000 per day, terming it an additional burden on

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Done is a Snap
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Nathealth and CKD launch public education campaign 'Win with Vaccines' to bolster Covid-19 vaccinations
Thursday, August 4, 2022, 19:43:05 (IST)

Nathealth and Centre for Knowledge & Development (CKD), an organization established by IPE Global, has launched a public education campaign, 'Win with Vaccines'. This is to build Covid-19 vaccine confidence in low coverage districts across Assam and Meghalaya. These include South Assam, West Assam, Bongaigaon, Chirang and Majuli in Assam and Jaintia, Jirang, Jorhat and West Jaintia in Meghalaya.

While India has reached a significant milestone by administering a total of 200 million vaccines, only 179 crore citizens have administered the vaccine since its launch in August 2021. Overall, vaccination numbers have dropped in certain pockets of the country, a gap that Nathealth in collaboration with CKD is trying to bridge through this public education campaign.

The campaign will use effective traditional and digital communication tools to ensure people get a multi-pronged communication approach that will be effective, lasting and tailored to meet the needs of the target population. The campaign will be implemented through various channels, including traditional and mass media, digital, and social media. The campaign will also include a multi-pronged communication approach that will be effective, lasting and tailored to meet the needs of the target population.

EXPRESS HEALTHCARE
Time for a LIMS upgrade?

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NATHEALTH and CKD launches "Win with Vaccines" campaign
By: Dr. N. S. Prasad | Aug 4, 2022

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Replicating India's emergency medical care model in emerging countries
Developing and emerging countries in Asia and Africa, with similar healthcare and medical issues, can take a leaf out of India's book to solve their healthcare woes.

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Diagnostics: Corporates eye positive results

Tata, Adani and Torrent are among new players queuing up to get a slice of the diagnostics pie

In May, top industrialist Gautam Adani's group had announced a healthcare buy with diagnostics as one of the key areas under Adani Health Ventures. During the pandemic, in 2020, the Tata Group formed Tata Medical and Diagnostics (TMD) as a healthcare venture to provide "patient-centric diagnostic solutions".

Other pharma players are also in the fray with Lupin, Mankind and Cipla taking different pathways in the diagnostics segment. Foreign players such as US-headquartered Arava and Hologic (Ireland) are also testing the waters in India, through local arms.

Hareesh Raviel, Managing Director, M&D Discovery Solutions (which has investments from Adani Pharmaceuticals of Serum Institute) believes, comparison, diagnostics is a way forward. "Industry diagnostics and therapy will go hand-in-hand".

For others, diagnostics is the bet for future. Anand K. Pillai, CEO of IVD Diagnostics, says, "Increasing prevalence of non-communicable diseases and chronic conditions, an ageing population, growing awareness of health and a patient shift towards prevention, are factors that are driving the growth of the diagnostics industry. Besides the Covid-19 opportunity that opened up, there are factors such as low entry barrier, a high return on investment (ROI) and lack of stringent regulations that makes this space lucrative for fresh investments, informed the Arun Dugga, CEO of Dr Dugga Labs.

"Booms expected for 7-10 years" Post-Covid, consumers are venturing relatively more on diagnostics. On cost drivers, Raviel informed that till now only 10 per cent was for diagnostics, while about 90 per cent was for treatment or therapeutics. "Covid showed the value of diagnostics. Also, in the government's focus on overall healthcare infrastructure, diagnostics is an important part. The industry is expected to boom for next 7-10 years," said Raviel.

The sector is already witnessing a growing trend of precision medicine thereby requiring testing at the molecular level. SRI's Raviel says, "Therefore adoption of new technologies and harnessing the power of big data, artificial intelligence and machine learning will become imperative going forward".

The bigger concern is mainstreaming, such efforts and how quickly consumers are amenable to affordability will remain a focal point for all. Other concerns include medico-legal regulations and possible changes in regulatory framework with stricter rules. These factors may put small and midsize players at risk of running dry on finances and consum-

Medical tourism revives after pandemic blow

Sector expects revenues to soon surpass pre-Covid levels, and \$5-bn market to double by '26

Medical tourism, which was hit hard by the pandemic, is expected to see a significant recovery in the coming years. The sector is projected to reach a market value of \$5 billion by 2026, up from \$2.5 billion in 2021. This growth is driven by several factors, including the increasing demand for medical services, the rise of telemedicine, and the growing awareness of health and wellness.

The sector is also expected to see a significant increase in the number of patients, with the number of patients expected to reach 10 million by 2026, up from 5 million in 2021. This growth is driven by several factors, including the increasing demand for medical services, the rise of telemedicine, and the growing awareness of health and wellness.

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As Centre readies 'Heal in India' portal, hospital chains suggest a slew of measures on medical tourism
Large private hospital chains have single size fit for all approach and suggested that a uniform desk be set up at international airports to streamline foreign patients coming to India.

As the government readies to launch the 'Heal in India' portal, hospital chains are suggesting a slew of measures to attract foreign patients. These include setting up a uniform desk at international airports to streamline foreign patients coming to India, and providing a one-stop service for all medical tourism needs.

ONCE IN SHORT SUPPLY DURING THE PEAK OF THE PANDEMIC, VITAL PARAPHERNALIA USED IN THE PREVENTION AND TREATMENT OF COVID-19 REMAIN UNSOLD OR UNUSED, HITTING MANUFACTURERS IN A SPOT
BY NEETU CHANDRA SHARMA
ILLUSTRATION BY ANISHAN GHOSH

As the pandemic subsides, manufacturers of vital paraphernalia used in the prevention and treatment of COVID-19 are facing a significant challenge. Many of these products, which were in high demand during the peak of the pandemic, are now sitting on shelves, unused. This is hitting manufacturers in a spot, as they are unable to sell their inventory. This is a significant loss for manufacturers, as they have invested heavily in the production of these products. This is a significant loss for manufacturers, as they have invested heavily in the production of these products.

RESEARCH

AMA SINGH, A DELHI-BASED medical equipment distributor, is eagerly waiting to fire up space in his warehouse, now occupied by over a dozen oxygen concentrators that he bought in March 2021 when India was reeling under the second wave of the Covid-19 pandemic. The Chinese concentrators, which Singh had bought from domestic companies for ₹2,000 each and resold for at least ₹2,500 a unit for Covid-19 patients, have been used for over a year.

These are very challenging times for manufacturers of Covid-19 critical medical devices who had invested in plants and production lines for PPEs (Non-essential) masks, surgical masks, oxygen therapy, oxygen concentrators, high nasal flow oxygen equipment, oxygen cylinders, etc., as demand has ebbed sharply and manufacturers are left with huge capacities of plants and machinery and unused inventories," says Raju Naidu, Forum Coordinator, Association of Indian Medical Device Industry (AIMDI).

"Not just Indian companies, even multinational conglomerates like 3M are facing a slump in demand. For over 30 years, 3M's respirators such as the N95 have been used across industries, during natural disasters, and outbreaks such as the Covid-19 pandemic. "We appreciate

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Genome sequencing: The future of preventive healthcare is now
Genome sequencing has increased by leaps and bounds over the past two decades to a point where it is possible to map an individual's complete genome.

Genome sequencing has increased by leaps and bounds over the past two decades to a point where it is possible to map an individual's complete genome. This is a significant milestone in the field of genomics, and it has the potential to revolutionize preventive healthcare. By understanding an individual's genetic makeup, doctors can identify potential health risks and develop personalized prevention strategies.

Communications & Outreach

Forbes
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Understanding the role of private healthcare providers in India's march toward Universal Health Coverage

There continues to be a perception that private hospitals are quality public limited and operate with for profit. Therefore, it is important to examine a few aspects of overall hospital operational issues and challenges to derive these misconceptions.

BY SHRAVAN SUBRAMANYAM
UPDATED: 04/15/2022 10:00 AM

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TECH

Potential of MedTech to bridge the rural-urban gap

May 20, 2022, 4:59 PM IST / Himanshu Baid in Voices, Tech, TOI

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Himanshu Baid
Managing Director, Poly Medicine Ltd

Rural communities have long struggled to maintain access to quality healthcare services. Rural healthcare in India is characterised by a huge gap between supply and demand. The plight of rural hospitals has garnered particular attention from legislators, policymakers, and researchers in recent years. Currently, rural healthcare needs are met either by limited government facilities and private nursing homes, or by a number of general physicians who practise medicine in rural areas. The quality of infrastructure is usually poor, and people end up going to nearby large cities if they need

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National

A year on from Covid-19's second wave, a mixed bag of learnings

Visron Kurian | Rutam Vora | Ahmedabad, Thiruvananthapuram | Updated On: May 22, 2022

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For Kerala, Covid leaves more lessons than even the deadlier Nipah outbreak

A year after the deadly second wave of Covid-19 last May, some healthcare practices have seen a long-term adoption, while other areas still have some ground to cover.

ANI
South Asia's Leading Multimedia News Agency

THU MAY 19, 2022 | UPDATED: 17:06:47

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Shravan Subramanyam, Minister of Women and Child Development, Government of India at the 8th NATHEALTH Annual Summit

NATHEALTH Summit - industry and government representatives call for stronger PPP models for a resilient healthcare ecosystem

ANI | Updated: Mar 30, 2022 15:21 IST

BusinessLine

BY INVITATION

Made-in-India medtech

Why it's time to cut imports and make medical devices right here at home

SHRAVAN SUBRAMANYAM

The Indian medtech sector is at an inflection point, poised to "aspire" and ready to make a quantum leap.

The government is paying a new path for accessibility of medical devices by placing the sector on an accelerated growth path, as envisioned in the approach paper on the draft National Medical Devices Policy 2022.

We are looking at the future of medtech with a holistic policy, giving the sunrise sector the much-needed impetus. These developments will strengthen India's domestic and global medtech value, as it is already among the top 20 markets for medical devices worldwide.

Dependent on imports

The market is expected to increase at a 37 per cent CAGR (compounded annual growth rate). While the numbers paint a promising picture, India still relies on imports (70 per cent) for medical devices.

We are looking at the future of medtech with a holistic policy, giving the sunrise sector the much-needed impetus. These developments will strengthen India's domestic and global medtech value, as it is already among the top 20 markets for medical devices worldwide.

India imports nearly 70 per cent of its medical devices | istock.com

India imports nearly 70 per cent of its medical devices | istock.com

India imports nearly 70 per cent of its medical devices | istock.com

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NATHEALTH elects a new team at the helm

Our Bureau | Updated On: Apr 01, 2022

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To be future ready, the 'new normal' will rest on the foundations of innovation, digitalisation and collaboration, says Shravan Subramanyam

NATHEALTH[®]
Healthcare Federation of India

Wipro GE Healthcare chief

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COVID-19: RT-PCR tests see dip in demand as cases decline

Private diagnostic chains claim the revenues are expected to be short for COVID leaving majority of physicians looking at home-based tests.

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Profit-driven sector crucial for effective healthcare system: NATHEALTH president

The apex body of private healthcare companies in India recently held its annual summit where stakeholders pitched for reforms to take healthcare delivery to the next level.

SUMI SURIYANATHA DUTTA | APRIL 16, 2022 | 09:12 AM IST

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NATHEALTH names Dr Shravan Subramanyam as president; elects new leadership team

COVID-19 taught us the value of not just rethinking healthcare but also rebuilding healthcare infrastructure. We will have to move outside the four walls of healthcare delivery systems and work towards making healthcare accessible to all by using technological innovations, said Dr Shravan Subramanyam, Managing Director, Wipro GE Healthcare Pvt. Ltd and new president of NATHEALTH.

ETHWorld | April 01, 2022, 11:50 IST

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Senior care, lifestyle diseases may now get wider insurance coverage as norms change

Health insurance companies are getting ready to launch a flood of products as IRDAI approved several key regulatory provisions for a number of policies. The demand for customized policy products and continuous of care has increased in recent times, says experts.

SUMI SURIYANATHA DUTTA | APRIL 14, 2022 | 09:12 AM IST

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HEALTHCARE DIAGNOSTICS



"We're identifying and focusing on clinical segments like allergy, auto immune disorders, etc. We want to strengthen online retail, too"

DR OM MANCHANDA
MANAGING DIRECTOR,
DR LAL PATHLABS



"We're investing to offer services via digital channels and reinforcing our home collection units to fulfil the changing needs of customers"

ANAND K. GOLA
CEO DR DIAGNOSTICS

which is a major market for rival Metropolis Healthcare. In the same year, Metropolis purchased Chemist based Dr. Ganesh Health Diagnostic Centre and its subsidiary, Bangalore-based Central Healthcare Services for ₹90 crore. Ganesh-Health acquired SRL

bring them to BCG premises. The push for M&A deals segues into the larger plan of diagnostics companies to focus on new segments and tap new geographies. Dr Lal Pathlabs is focusing on Tier II and Tier III towns especially in north and east India where it is already strong, and an expanding footprint in metro and Tier I towns in south and west India, where its main role the moon. As Covid testing is no more a profitable unit, Dr Lal Path Labs aims to focus on wellness packages and preventive health checkup packages, among other things.

"We are identifying and focusing on clinical segments like allergy, auto immune disorders, etc," says Dr Om Manchanda, Managing Director of Dr Lal Pathlabs. "We also want to strengthen online retail, India is a highly underpenetrated market. Post-Covid-19, diagnostics generation will grow as the practice of medicine becomes more evidence-based, especially in Tier II and Tier III towns."

Similarly, for SRL Diagnostics, major growth drivers include expanding its test menu to offer more diagnostic solutions, and expanding its network to acquire market share and new customers. For instance, in FY23, SRL added more than 1,000 centres to its network and is offering a new add-on about 50 more. "These new touch points are part of our strategic growth plan. We are investing in our capabilities to offer services through digital touch points as well as reinforcing our home collection units to fulfil changing customer needs post-pandemic," says Anand K. Gola, CEO of SRL Diagnostics. For SRL, specialised test offerings like genomic diagnosis (analysis of genes to detect genetic disorders), solutions, proteomics

their interactions with genes to detect type 2 diabetes and cancer) will allow the science side of the business. In FY23, the chain added close to 100 tests with a special focus on genomics to cancer, reproductive disorders, rare diseases and inherited disorders.

"This year, we are also working on co-marketing initiatives, clinical trial analysis, and contract validation for lab manufacturers and technology providers, and co-development of new biomarkers (biological indicators of blood pressure, sugar or cholesterol levels). All of these are new growth avenues," says Anand.

In addition, SRL, which has prior experience in delivering large BPO projects in collaboration with government of Haryana and Punjab, Uttar Pradesh and Bihar in providing diagnostic services at sub-divided rates, is looking for more such opportunities.

Laboratory, Metropolis Healthcare aims to harness and expand the scope for oncology, pre-natal testing, transplant immunology, and infectious and chronic diseases. "We will continue to build our capabilities in different areas and will look out for more opportunities in other 'substantial' testing to patients as we penetrate further into Tier II and Tier III cities." says Anand K. Gola, President & Managing Director of Metropolis Healthcare. Stake is mindful that in the past two to three years, the industry has gone through several structural changes and consumer behaviour towards health has also changed. "People have become more health conscious and have proactively started investing in health packages to keep a check on their health. Therefore, our goal will now be to focus on 100 per cent of the population, which includes



From Reliance to Adani to hospitals, pharma companies & even start-ups, everyone's eyeing this new pot of gold

Plummeting margins post the pandemic and rising competition from new entrants have forced organised diagnostic players to go back to the drawing board in their search for growth

Our extra curiosity, innovation, community overcomes ordinary



ECONOMY IN NUMBERS

- GDP GROWTH
- JOBS GROWTH
- UNEMPLOYMENT
- INFLATION

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Building on the deep penetration of smart devices & the increase in connectivity, India already saw the benefits of #DigitalHealthcare during the #Covid19 pandemic. The adoption is further catalyzed by gov. interventions like ...see more

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Healthcare Federation of India

Conventional healthcare capacity is highly unlikely to catch up with the demand and supply gaps the country suffers.

Solution: Digital Healthcare

NATHEALTH #WeStandWithIndia @nathealthindia · Oct 19

As we prioritize accessible & affordable healthcare in India, the conversation needs to be driven towards expanding India's health infrastructure by harnessing technologies & innovations through active & meaningful collaboration between the start-up community & industry.

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Barriers that discourage co-innovation partnerships between healthcare startups and corporates:

- Absence of a clear corporate commitment to open innovation
- Difficulty faced by startups in getting connected to top corporate decision makers
- Cultural differences between the organizations
- Lack of credible and effective interfaces between the two

Healthcare Federation of India
Published by Vinay Akhara · 4 October at 11:31

With a shift away from episodic care, towards #PreventativeCare, personalization of health is becoming a key focus area that can be achieved via #DigitalHealth. Several tech. dis. such as digitalization & acceptance of wearable devices already support #PersonalizedHealthcare.

NATHEALTH **NATHEALTH**

How to enter and build a hard-to-beat position in the Digital Health market space?

Develop "Digital First" strategies instead of "Digital as a Bolt-on" for conventional businesses

NATHEALTH **NATHEALTH**

Build digitally enabled supply chains that are resilient, scalable and efficient

Create digital health offerings that are integrated - from preventative health, to patient first contact, to point of care delivery onwards to post-care follow up and then, recuperative care

NATHEALTH #WeStandWithIndia @nathealthindia · Oct 7

Digitalization of the #healthcare sector is the future of the industry. However, concerns over privacy have been raised time and again. Here's a study that has analyzed the risk-benefit factor of digitalization.

news.mit.edu
Study finds the risks of sharing health care data are low
The potential risk of patient re-identification from publicly available health data is extremely low, according to new research from a team ...

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FIFA WORLD CUP 2022 FULL COVERAGE HERE

Exponential growth of Superbugs: Strong multi-sectorial steps needed to stem growing threat of AMR

According to Lancet, AMR was linked to 1.27 million deaths in 2019. In 2016, the Review on AMR commissioned by the British government estimated that by 2050, AMR could claim 10 million lives or one life every three seconds globally.

Updated Nov 30, 2022 | 12:22 PM IST

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NATHEALTH #WeStandWithIndia @nathealthindia · Nov 2

#IndianHealthcare proved its potential to adapt & grow during the pandemic. It also highlighted a lot of scope in the industry that we can tap into to make #healthcare #accessible & #affordable for all. Here are a few of them.

NATHEALTH

Opportunities To Improve the Healthcare Industry

- Health Financing Models
- Skilling & Education Expansion
- Integrated Care Ecosystem
- Integrated Digital Supply Chain
- Uplifting Start-up Ecosystem

moneycontrol

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Not a single taker for Rs 50,000 crore scheme to set up hospitals in non-metro areas

Under the scheme, scheduled commercial banks were allowed to provide credit with interest rate, capped at 7.95 per cent per annum, for projects in the healthcare sector. A maximum of Rs 100 crore per project was to be disbursed.

SUMI SUKANYA DUTTA | NOVEMBER 01, 2022 7:11:04 AM IST

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NATHEALTH key budget recommendations focus on transforming India into a 5 trillion USD economy on a healthy foundation

By EN News Bureau | Dec 7, 2022

Income Tax | 2024

NATHEALTH #WeStandWithIndia @nathealthindia · Nov 28

The interaction meeting also saw active participation from prominent public figures like Shri MT Krishna Babu IAS, Principal Secretary to @ArogyaAndhra as well as Shri G.S. Naveen Kumar IAS, Secretary to Govt. (FAC) Health, Family Welfare & Medical Education, Andhra Pradesh. 2/2

NATHEALTH #WeStandWithIndia @nathealthindia · Nov 15

The Pradhan Mantri National Dialysis Program launched by the @MoHFW_INDIA in #PublicPrivatePartnership mode aims to make Renal-care services affordable to BPL citizens. It is active in 36 states with 1146 centers & has successfully provided #DialysisCare to lakhs of patients!

NATHEALTH

15.44 lakh Patients Availed Dialysis Services under Pradhan Mantri National Dialysis Programme

Source: https://www.pib.gov.in

Despite challenges, medical device industry in India has potential for high growth

According to government data, there are 750-800 domestic medical device manufacturers in India, with an average investment of \$2.3-2.7 million and an average turnover of \$6.2-6.9 million.

Written by Guest | November 29, 2022 10:00 AM

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The sector is highly capital intensive with a long gestation period and requires continuous infusion of R&D technologies and training of healthcare professionals to adapt to new technologies for rapid innovation. (1)

By Guruprasad S

The Indian medical devices industry comprises four segments – consumables

NATHEALTH #WeStandWithIndia @nathealthindia · Nov 15

In our pursuit of enhancing the #healthcare ecosystem of the nation, #NATHEALTH leadership from the Southern Chapter met official representatives from the @ArogyaAndhra & discussed the way forward to uplift the healthcare sector in the state. Learn more:



LinkedIn.com

NATHEALTH - Healthcare Federation of India on LinkedIn: In our pursuit of enhancing the healthcare ecosystem of the nation, we are continuously meeting, innovating, collaborating & moving forward ...

NATHEALTH #WeStandWithIndia @nathealthindia · Nov 28

In a move towards making #healthcare #affordable & #accessible for all NATHEALTH team met & interacted with Smt. @VidadalaRajini, Hon'ble Health Minister for MoHFW, Andhra Pradesh. @ArogyaAndhra 1/2

GIVING WINGS TO NATHEALTH 3.0 AGENDA

Key initiatives & outcomes

Key initiatives & outcomes

- NATHEALTH's Leadership Team - taking the Agenda forward
- Kickstarting Regional Charters, Hiring Regional teams & more
- NATHEALTH Secretariat Organizational announcement
- Strong Regional Membership Drive initiated
- NATHEALTH announces 2 new membership tiers
- NATHEALTH Member engagement Portal initiation
- NATHEALTH's revamped website launched
- NATHEALTH announces its Snnual Summit 'Arogya Bharat 2023'



Giving wings to NATHEALTH 3.0 Agenda

NATHEALTH's Leading Team - A collaborative effort towards 3.0 Agenda

NATHEALTH's new Leadership Team for the year 2022-23 has initiated various rounds of meetings with each Region & Forum to collectively plan the roadmap for 3.0 Agenda.

Dr. Shravan Subramanyam, President, NATHEALTH (President & CEO, GE Healthcare India & South Asia and Managing Director, Wipro GE Healthcare)

Dr. Ashutosh Raghuvanshi, Senior Vice President, NATHEALTH (Managing Director & CEO, Fortis Healthcare)

Ms. Ameera Shah, Vice President, NATHEALTH (Managing Director, Metropolis Healthcare)

Mr. Sunil Thakur, Treasurer, NATHEALTH (Partner, Quadria Capital)

Ms. Vrinda Mathur, Secretary, NATHEALTH (Head - Services, Management Consulting, PI/RWI, IQVIA South Asia)

	Mentors	Chairs	Co-Chairs
North Chapter Regional Leaders	<p>Dr. Ashutosh Raghuvanshi Vice President, NATHEALTH and MD & CEO, Fortis Healthcare</p>	<p>Mr. Ashwajit Singh Founder & Managing Director, IPE Global</p>	<p>Mr. Anand K., Chief Executive Officer, SRL Diagnostics Mr. Abhishek Kapoor, SVP - Strategy, Regency Healthcare Mr. Narendra Varde, MD Roche Diagnostics Mr. Parveen Jain, Head Regulatory & Govt affairs, Fresenius Medical Dr. Anil Vinayak, Group COO, Fortis Healthcare</p>
South Chapter Regional Leaders	<p>Dr. Shravan Subramanyam Senior VP, NATHEALTH & President & CEO, GE Healthcare India & South Asia & Managing Director, Wipro GE Healthcare</p>	<p>Dr. K. Hari Prasad President, Hospitals Division, Apollo Hospitals Enterprises Limited</p>	<p>Mr. Gangadi Madhukar Reddy, Managing Director & CEO, MedPlus Mr. Srikanth Srinivasan, Head of Services, GE Healthcare Ms. Mansi Wadhwa, Head-Growth Programs, India Medtronic Pvt. Ltd. Ms. Anitha Niranjan, Director at GHA Global Healthcare Academy Ms. Anu Acharya, Founder and CEO @Mapmygenome</p>
East Chapter Regional Leaders	<p>Ms. Preetha Reddy Former President, NATHEALTH and Executive Vice Chairperson, Apollo Hospitals</p>	<p>Dr. Alok Roy Chairman & Managing Director, Medica Synergie Pvt. Ltd.</p>	<p>Ms. Ruma Banerjee, Vice President, Neotia Healthcare Initiative Ltd. Mr. Rupak Barua, Group CEO & Director, AMRI Group of Hospitals Dr. Simmardeep Gill, Chief Executive Officer, CK Birla Hospitals Mr. Suyash Borar, Director, Xceptional Health & Wellness Pvt. Ltd</p>
West Chapter Regional Leaders	<p>Dr. Harsh Mahajan President, NATHEALTH and Founder and Chief Radiologist, Mahajan Imaging</p>	<p>Mr. Sanjiv Navangul MD, Bharat Serum</p>	<p>Ms. Visalakshi Chandramouli, Founding Partner Tata Capital Dr. Vivek Desai, HOSMAC India Private Limited Dr. Ankit Thakker, Executive Director and CEO at Jupiter Hospital Mr. Dharmil Sheth, Co-Founder, Pharameasy/API Holdings</p>

Giving wings to NATHEALTH 3.0 Agenda

NATHEALTH's Leading Team - A collaborative effort towards 3.0 Agenda

Functional Forum Leaders

Medtech

- Mr. Tushar Sharma, MD and GM - India & South Asia at Abbott Vascular
- Mr. Rohit Sathe, Vice President, Philips Health Systems, Indian Subcontinent

Providers

- Mr. Dilip Jose, Managing Director & CEO, Manipal Hospitals
- Ms. Zahabiya Khorakiwala, MD, Wockhardt Hospitals

Diagnostics

- Dr. Om Manchanda , Managing Director, Dr Lal PathLabs
- Mr. Arjun Ananth, Chief Executive Officer, Medall

Homecare

- Ms. Meena Ganesh, Chairperson & MD Portea Medical
- Mr. Vivek Srivastava, CEO and Co-Founder HCAH

Senior Care

- Ms. Nanki Lakhwinder Singh, Protribe Senior Care Services Private Limited
- Mr. Rajit Mehta, MD & CEO, Antara Senior Living Ltd.

Innovation

- Mr. Amit Mookim, MD, IQVIA South Asia, President, TIE Mumbai
- Dr. Vidur Mahajan, Innovation Forum Leader, NATHEALTH and CEO, CARING
- Mr. Harshad Reddy, Director, Apollo Homecare

Insurance

- Mr. Mayank Bathwal, Chief Executive Officer - Aditya Birla Health Insurance
- Dr. S Prakash, MD, Star Health and Allied Insurance Co. Ltd

PEVC

- Mr. Sunil Thakur, Partner, Quadria Capital
- Mr. Mitesh Daga, Managing Director, TPG Capital

Giving Wings to NATHEALTH 3.0 Agenda

Kickstarting Regional Charters, Hiring Regional teams & Team building

NATHEALTH has launched its Regional Charters of South, West & East. Additionally, regional hiring has taken place and is an ongoing process. Also, NATHEALTH believes in regular internal communications and team building. As a part of this vision, a team building exercise for the Secretariat was arranged. It focussed on key areas like working in a collaborative manner, understanding the strengths of colleagues, building up on the strengths, methods to improve on the weaknesses, working in harmony, aligning towards a common goal & vision, and more. The Secretariat team benefitted immensely from the session and the members hope to see better and more targetted outcomes going forward.



Strong Regional Membership Drive initiated

NATHEALTH has kick-started its regional membership drive, along with its regional charters. The result has been encouraging with an average run rate 10-15 new members per month. Various activities and initiatives have contributed to this growth.

NATHEALTH Membership Portal underway

A new NATHEALTH Membership Portal is underway, which will replace the existing WhatsApp channel for the same purpose. The Federation has an IT beta platform under testing presently. A transition plan will shift Membership initiatives away from WhatsApp into a better CRM system. This will allow for more refined engagement, along with privacy protection.

Giving Wings to NATHEALTH 3.0 Agenda

NATHEALTH announces 2 new membership tiers

NATHEALTH has announced two new prestigious membership tiers. Now healthcare professionals and organizations can avail of improved membership benefits with these new levels. Contact secretariat@nathealth.co.in for details.



Inspire | Collaborate | Co-create

Announcing the creation of NATHEALTH
knowledge centers of competencies.

NATHEALTH announces 2 new exclusive & prestigious membership tiers

LifeTime Patron Membership

*Charges: 5 crores INR
(One time, plus applicable taxes)*

- Guiding centres of excellence (naming rights)
- Dedicated secretarial support
- Prestige in association with NATHEALTH and access to its broader partners
- Shall have a permanent seat in Governing Council
- Opportunity to convene and host meetings on personal passion/agenda
- Patron members shall have 20 votes in NATHEALTH elections

5-Year Exclusive Membership

*Charges: 2 crores INR
(One time, plus applicable taxes)*

- Seat in Governing Council for the first year
- Naming rights for 3 years and guide a center of excellence
- Can convene a meeting of the Governing Council on their chosen agenda and host a networking dinner event
- Steering committee member of 2 NATHEALTH strategic priorities
- Honorary invitee to the NATHEALTH President Council meetings as an advisor
- Honorary invitee to CSR charter and steering committee meetings
- Exclusive members shall have 20 votes in NATHEALTH elections

Now accepting nominations!

A panel of NATHEALTH Past Presidents, Governing Council & Leadership Team Members will scrutinize every application

For more details, contact:

Siddhartha Bhattacharya

Email: secretariat@nathealth.co.in

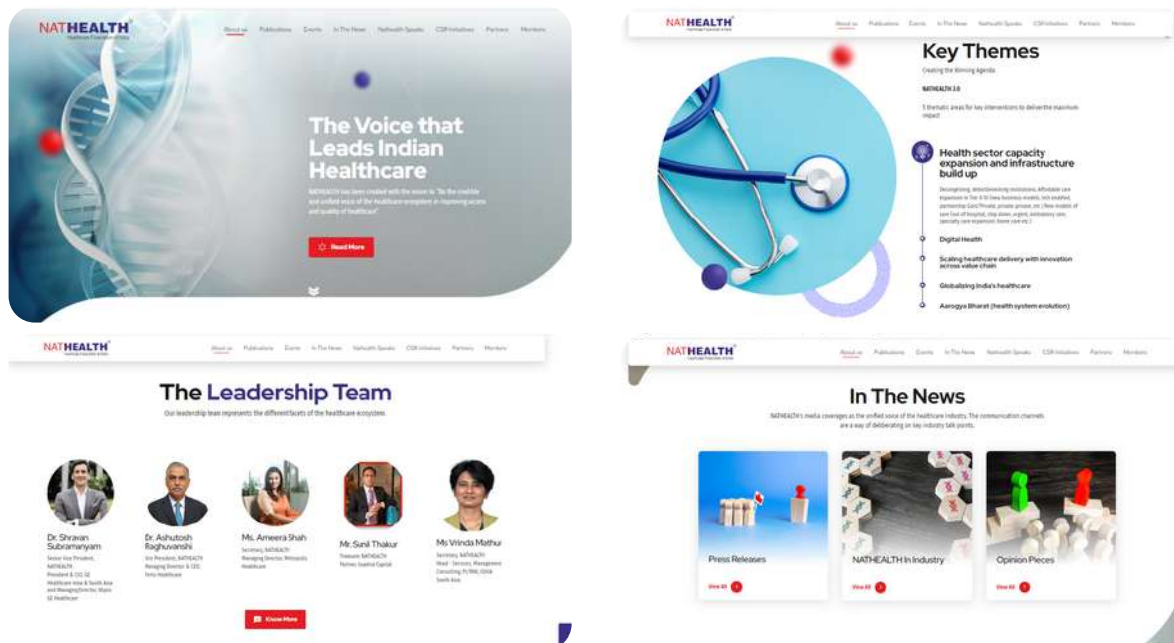
siddhartha.bhattacharya@nathealth.co.in

Website: <https://www.nathealthindia.org/>

Giving Wings to NATHEALTH 3.0 Agenda

NATHEALTH's revamped website launched

NATHEALTH is glad to share that its revamped website is now officially launched. Based on the lines of the 3.0 Agenda, the project was implemented through curation of content with an updated library to make it more attractive and user friendly, ultimately resulting in increased audience engagement and easier navigation for the end user.



NATHEALTH Secretariat Organizational announcement

As a direct function of our strong community support and senior leadership engagement, NATHEALTH has been focusing on a steady trajectory of growth and partnership driven impact to strengthen the voice of the healthcare ecosystem. During recent Governing Council and President Council meetings, NATHEALTH has charted an ambitious and focused agenda where different forums of NATHEALTH have come together to integrate, collaborate, and reimagine the healthcare agenda cutting across functional priorities and geographic barriers.

Keeping in mind our future priorities, we are making the following announcement pertaining to roles and responsibilities in NATHEALTH Secretariat.

Giving Wings to NATHEALTH 3.0 Agenda

Mr. Siddhartha Bhattacharya Secretary General, NATHEALTH

Siddhartha Bhattacharya leads the NATHEALTH Secretariat as the Secretary General. He brings over twenty years of leadership experience in health, technology and technology enabled services sector



across India and USA. Siddhartha has leadership credentials in both the Public and Private Sectors in India, from where he derives his capabilities of a responsible persona in strategic advisory services, operational delivery and technology leadership in the health sector. Siddhartha holds a bachelor's degree with Honors in Electrical and Electronics Engineering from the Birla Institute of Technology and Science, Pilani, Rajasthan. He received his Master's in Business Administration from the John M. Olin School of Business at Washington University in St. Louis, Missouri. In addition, he is an Executive Alumnus of the Kellogg School of Management, Northwestern University.

Ms. Anwasha Pandey Senior Deputy Director NATHEALTH

Ms. Anwasha Pandey oversees the creation and operationalization of the NATHEALTH CSR arm. In this role, she has established NATHEALTH's CSR



chapter, has successfully executed NATHEALTH's vaccine awareness program and has launched the consumer facing quality awareness CSR program. She is also involved in the Process on Audit, MIS, accounts, and SOW. Additionally, she drives membership engagement central with the GC/LT/Past Presidents and functional forums. She is also responsible for the Expert Speak Series and improvement in the net promoter score (NPS).

Giving Wings to NATHEALTH 3.0 Agenda

NATHEALTH Secretariat Organizational announcement

Anwasha also works on increasing NATHEALTH's footprint, strengthening the regions, communications outreach, and NATHEALTH's global expansion.

Ms. Vrinda Chaturvedi

National Lead (Administration, HR, IT, Finance, and Special Initiatives)

Ms. Vrinda Chaturvedi oversees policy and delivery of multiple staff functions like Admin, Finance, IT, HR and overall governance - both institutional as well as functional. In addition, Vrinda oversees development

and deployment of IT tools for member engagement, roadshows in regions as well as supports SG in various existing and new programs Vrinda develops the SOP for all staff policies that provides clarity and smooth delivery of all line responsibilities. She is also responsible for functional forum interactions, and for demonstrating strong sectorial leadership and collaboration. She supports the NATHEALTH President and SG offices, ensures smooth co-ordination and execution of NATHEALTH governance functions.



Ms. Anugrah William

Government Partnership (PPP) Specialist and Northern Region Chapter Lead

Ms. Anugrah William is responsible for Government interactions and representations, along with charting state MOUs. She is successfully handling projects related to GST, dialysis, DNB, digital health and PMJAY engagements with the Government. She also oversees partnerships with other federations and evolves partnership models in respective states.



Giving Wings to NATHEALTH 3.0 Agenda

Her role also involves engagement with new ministries, Meity, Social Justice and Finance. Anugrah is the nodal point for NATHEALTH's Northern Region Chapter and engages with the NATHEALTH community in this region, while aligning the state focus areas with national priorities. Under NATHEALTH 3.0, Anugrah is formalizing Government relationships that are well developed at Central and state level into structured MOUs, outlining long term mutual areas of priority.

Ms. Moumita Roy Chowdhury Eastern Region Chapter Lead

We are pleased to announce that Ms. Moumita Roy has joined NATHEALTH Secretariat in Month of June in the Kolkata as Eastern Region Chapter Lead. In this role, Moumita is responsible for tracking engagement



level per member and ensuring that NATHEALTH grows both - the overall pool of membership engagement opportunities as well as its equitable distribution as per membership eligibility and entitlement. Moumita acts as the nodal point for NATHEALTH's Eastern Region Chapter and engages with the NATHEALTH community in this region while aligning the state focus areas with national priorities. Moumita comes with 19 years of experience into the HR domain. Even prior to officially joining the team, Moumita had an experience of working in the NATHEALTH Eastern Region for a couple of years.

Giving Wings to NATHEALTH 3.0 Agenda

Mr. Chirag Bomzon Western Region Chapter Lead

We are pleased to announce that Mr. Chirag Bomzon has joined NATHEALTH Secretariat in Month of July in Mumbai as the Western Region Chapter Lead. In this role, Chirag is tracking engagement level per member and ensuring that NATHEALTH grows both - the overall pool of membership engagement opportunities as well as its equitable distribution as per membership eligibility and entitlement.



Chirag also acts as the nodal point for NATHEALTH's Western Region Chapter and engages with the NATHEALTH community in this region while aligning the state focus areas with national priorities. Chirag comes with 4 years of progressive experience in Medicine and Healthcare Management domain, undertaking leadership and management roles under the Mobile Health unit in Hinduja Hospital and Jagran Pehel. He has experience in team management, team building, vendor management, and client relationship management to deliver the organization's short-term and long-term strategic goals.

Dr. Pushpa Rajendra Prasad Southern Region Chapter Lead

Dr. Pushpa Rajendra Prasad has joined the team as the Lead - Southern Region effective 16th January, 2023. In this role, she is tracking engagement levels per member and ensuring that the Federation grows both, the overall pool of membership engagement.



Giving Wings to NATHEALTH 3.0 Agenda

Pushpa is also acting as the nodal point for the Southern Region Chapter and engages with the NATHEALTH community in this region while aligning the state focus areas with national priorities. Dr. Pushpa is currently located in Bangalore and she handles the Southern Region from her base in Bangalore, working closely with the NATHEALTH leadership team, community and secretariat.

Dr. Pushpa is a seasoned Healthcare Professional with Bachelors in Homeopathic Science from MUHS and PGDHHM from Symbiosis Institute of Health Sciences. Her studies also include PGDEMS & PGDCR from Grant Medical Foundation and Nucleus Institute of Clinical Research respectively. She has close to a decade of healthcare industry experience from India and the USA, working in multiple sectors such as clinical department, wellness, project management, care coordination, operations, business development, strategic partnerships and medical affairs. She is an avid traveler and loves to explore new places.

Giving wings to NATHEALTH 3.0 Agenda

Regular Governing Council Meetings by NATHEALTH



10 Year Celebrations at NATHEALTH



MAJOR PROJECTS UNDERWAY

What should NATHEALTH
stakeholders look forward to...

- Annual Event – Arogya Bharat 2023
- Eastern Region Whitepaper launch
- NATHEALTH Global Charter
- NATHEALTH Membership Portal
- Siliguri Eastern Region Roadshow
- Guwahati Eastern Region Roadshow (with Invest India)
- Tirupati Southern Region Roadshow (with AP Govt.)
- Cochin Southern Region Roadshow
- Uttar Pradesh Roadshow (with UP Govt.)
- MOU with Jharkhand Government
- MOU with Andhra Pradesh Government



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Healthcare Federation of India (NATHEALTH)

Report written, compiled, edited & designed by Health Biz Insight