

# PLENARY SESSIONS

A glance at the summit sessions





## Plenary Session

# Catalyzing stronger partnerships between Public and Private Sector - Accelerating the momentum to build new capacity & efficiency in healthcare

### Overview

Today, Indian healthcare stands at a crossroads, ready for change. The path to achieve this holistic goal hinges on collaboration, where all health industry stakeholders come together, deliberate, cooperate, and work in tandem to bridge vital gaps in service delivery. Both public and private stakeholders need to rethink how to address systemic issues, invest, and rebuild healthcare infrastructure as a strategic asset.

As a nation, we must look at planning for the next 5 years in the first phase and perhaps decades ahead, putting the pieces back together and adding elements to enable all of us to live the new normal. The private sector is an important and legitimate stakeholder in this journey ahead.

### Challenges

- Building a Resilient Patient-Centered System
- Ensuring affordable & accessible healthcare
- Building Robust Domestic Supply Chains
- Facilitating and attracting investments
- Advancing Health policies, regulations
- Healthcare workforce training & development

### Key Takeaways

- Debottleneck 6,500+ compliances at Central, State & local levels
- Implement Digital Health program for HER/EMR & smaller providers
- Develop strategic partnership models with stakeholders
- Explore new models of care through relevant NATHEALTH programs
- Spread benefits far & wide through insurance access
- Methods to drive Exports and Medical Value Travel



## Plenary Session

# Accelerating the sectorial momentum by simplifying Healthcare Compliance Bottlenecks

### Overview

The Indian healthcare industry is complex, with a wide range of organizations like hospitals, diagnostic centers, and medical technology companies. The industry is required to adhere to multiple compliance standards set by both the central and state governments, such as the Central Drugs Standard Control Organisation (CDSCO), the Atomic Energy Regulatory Board (AERB), and State Ministries.

Although there have been efforts to make the rules simpler and more business-friendly, the healthcare industry still faces challenges with increased compliance burden that limit how it can grow and improve.

At the least, a single healthcare facility is required to obtain around 150 - 200 registrations or licenses and comply with over 6500+ compliance tasks in a year. These compliance burdens or bottlenecks often involve time-consuming and resource-intensive tasks, which slow down operations, increase costs and distract from the primary goal of providing quality patient care. By simplifying these requirements, not only can the industry focus on improved service delivery, but this would also encourage innovation and attract investors, leading to increased funding and growth opportunities for the healthcare sector.

### Challenges

- Fragmented regulatory environment Limited transition time
- Large number of licenses and approvals Uncertainty of application responses Multiplicity of regulators
- Severe penalties
- Lack of digitilisation

### Key Takeaways

- Understand compliance challenges
- Deliberate on recommendations
- Facilitate ease of doing business
- Fragmented regulatory environment Limited transition time
- Large number of licenses and approvals Uncertainty of application responses Multiplicity of regulators
- Severe penalties
- Lack of digitilisation



## Plenary Session

# Realizing the full potential of MedTech Industry in India 2.0

### Overview

The Med-Tech industry is a critical pillar of India's healthcare ecosystem, contributing to innovation, economic growth, and global competitiveness. The Government of India has significantly supported this sector through initiatives like Make in India, the Production Linked Incentive (PLI) scheme, and the establishment of medical device parks, driving advancements in research, development, and domestic manufacturing. The Indian medical device market, valued at \$15.35 billion in 2023, has the potential to scale up to \$200 billion with the right policy interventions.

### Challenges

- Domestic Demand
- Tariff Policies
- Issues in Ease of Doing Business
- Compliance Burden
- R&D and Supply Chain hurdles
- Medtech Brand & Sectorial USP

### Key Takeaways

- Create predictable demand to foster domestic production
- Calibrate tariff policies to align with market realities
- Incentivize R&D and enhance the supply chain
- Simplify regulatory frameworks to enhance ease of doing business
- Streamline compliance processes with global standards
- Support manufacturing and scaling operations



## Plenary Session

# Accelerating Digital Health adoption and creating pathways for scalable healthcare innovations

### Overview

The healthcare landscape in India is fast evolving and requires innovative technologies including digital health tools to integrate with traditional practices in a seamless and interoperable manner. The NATHEALTH Foundation – as a collaborative CSR and through the collective participation of its partner network – is contributing to this transformation by three key programs i.e., Digital Health Masterclass, Health Nexus Accelerator, and the Patient Safety Initiative that aim to digitize the health systems all the way to Tier II and III cities, accelerate start-up driven innovations into scale-up ready industry solutions, and institutionalize patient safety practices through awareness, policy advocacy, and industry best practices.

The objective of this session is to share the key achievements and learnings from the NATHEALTH initiatives followed by expert deliberation on ideas to drive a force multiplier effect and catapult these into self-sustainable future programs that yield benefits to all the stakeholders.

### Challenges

- Digitalization in Tier II and III cities
- Need for start-up driven innovations
- Institutionalizing patient safety practices

### Key Takeaways

- Integrate digital health with traditional practices in a seamless manner
- Learn to scale-up ready industry solutions
- Improve awareness, policy advocacy, and industry best practices
- Knowledge on key achievements and learnings of NATHEALTH initiatives
- Discover ideas to drive a force multiplier effect
- Catapult ideas into self-sustainable future programs



## Plenary Session

# Igniting Medical Value Travel (MVT) and Building the Heal in India Brand

### Overview

Healthcare in India is nascent with spend at ~4% GDP, significantly trailing most other countries. It is expected to scale to ~6% by 2030 on the back of govt.'s push on strengthening healthcare delivery post COVID and increase in private spend to cater to an ageing population with higher incidence of lifestyle diseases.

Healthcare infrastructure in India is fast catching up. Over time, India has witnessed 5-6x surge in facilities delivering high-quality care at a significantly lower cost vs. other nations, however, there is still substantial headroom to expand the network of high-quality units. This expansion has led to a strong inflow of medical tourists in addition to servicing domestic demand. The trend likely to accelerate with govt's push for "Heal in India" - program to promote medical value travel (MVT) into India by setting up an integrated MVT portal that will streamline the care journey of patients seeking healthcare.

### Challenges

- Building Brand India as the ideal MVT destination
- Government support in demand creation
- Disintegrated public-private paradigm

### Key Takeaways

- Strategies to build sufficient infrastructure in India
- Ways to remove regulatory and policy barriers and lack of unified regulations
- Emulate from the success stories of other countries; offer full stack MVT value proposition unifying traditional & modern medicines
- Plan co-ordinated branding & promotion between Government & private sector
- Ensure quality control, standardization, and hospital accreditation
- Simplify fast-track visa processing and price transparency

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