

2022
JUNE
QUARTERLY
REPORT

Accelerating Momentum

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





President's Message



A 'vision with action' catapults into a powerful reality.

After significant strides that turned into impactful realities, at NATHEALTH, we are charting the path to even more focused actions in the post pandemic era.

The work done in the first quarter of FY 2022-23 is a cumulation of the effort of multiple forums under NATHEALTH 3.0, as well as coordinated action undertaken with strategic knowledge partners like ADL and PWC. Together, we have built the strategic health agenda of the Indian healthcare system, underpinned by five thematic areas:

- Globalizing India's healthcare
- Infrastructure expansion
- Digital health
- Healthcare innovation
- Facilitating health system evolution

Our collaborative efforts have been successfully streamlined to identify critical paths for impact in four targeted areas:

- Thought Leadership through original research, white paper and industry initiatives.
- Vast strides in lighthouse and demonstration projects backed by strategic CSR.
- Multiple seminal conferences, high profile events and partnerships with other federations as well as academic, technical and multilateral stakeholders for fruitful dialogue & deliberation.
- Prioritizing partnership engagement models with the Government that are evidence and data driven.

Our 3.0 Agenda to be a Faster, Stronger and Sharper federation is gaining momentum - with increase in NATHEALTH memberships, we are strengthening our reach into the healthcare industry, and its most important stakeholders. Our members' expertise, rich contribution and perspectives have been given further avenues through the operationalization of regional charters.

This move towards decentralization has propelled us to refine and strengthen our agenda according to regional priorities, and expand membership and member engagement.

Capitalizing on the instrumental role of CSR, NATHEALTH launched the CSR Report that dives deep into the vision behind healthcare CSR in India - the stakeholders, their roles, noteworthy initiatives, and best practices leading to maximum impact from philanthropic capital that can be emulated across the system and firms.

The targeted communications and strategic advocacy that NATHEALTH has ardently pursued has enabled us to accelerate Government engagement at the highest level, across both central and state Governments. Our print and social media presence and reach has also been expanding consistently, allowing for wider information dissemination and health advocacy.

The report provides detailed insight into each of these, and more. I congratulate each member of NATHEALTH for becoming an enabler of positive action and I look forward to your exciting ideas to drive the momentum of our growth in the coming year.

Dr. Shravan Subramanyam

President, NATHEALTH

President & CEO, GE Healthcare India & South Asia and

Managing Director, Wipro GE Healthcare

EXECUTIVE SUMMARY

The June 2022 Quarterly Report brings forward pioneering work that NATHEALTH has committed itself to, in the changing paradigm of healthcare delivery in India. The Federation is involved in multiple endeavors to spearhead key developments across verticals including digital health, infrastructure expansion, healthcare innovation, globalizing India's healthcare and Aarogya Bharat (health system evolution).

With strategic stakeholders like the Government, private, MedTech, academic players, hospital & healthcare service providers, diagnostic companies, digital health players, start-ups and more.

NATHEALTH is thankful for all the tremendous support it has and keeps receiving from every stakeholder involved with the Federation. Due to which, NATHEALTH is growing Faster, Stronger and Sharper to work to elevate healthcare in India.

The stakeholder support is further amplified with the internal dynamic system of NATHEALTH, like its Leadership Team, forums and various regional teams.

This Report takes you through the journey of NATHEALTH's motto of Accelerating Momentum by growing Faster, Stronger & Sharper. The FY 2022-23 has started off with renewed vigor and focus, which is captured aptly in this report.

Last 90 days - What has been delivered

Welcoming a fresh perspective, NATHEALTH introduced its new Leadership Team for the year 2022-23, with enhanced roles and responsibilities; along with announcing the new Regional Chapter leaders & members, and Functional Forum Leaders.

This was followed by regular regional, function forum, and other meetings to gear up for the **NATHEALTH 3.0 goals & priorities setting**. Meetings of the Special General Body, Governing Council, Cross Federation and GE Taskforce further supplemented the momentum of NATHEALTH 3.0. As a part of this, NATHEALTH also convened its Leadership Meeting to discuss the future roadmap under NATHEALTH 3.0, with a presentation by Dr. Rana Mehta on the roadmap and how the Federation should progress.

NATHEALTH is also proud to be a part of the momentous digital leap of India, where India's Covid vaccination platform, Co-WIN, will be repurposed as a **digital organ donation platform** for making the present system transparent and to connect patients with suitable blood donors nearby their location. NATHEALTH had assisted NHA in this initiative by creating the FRS/SRS document and had submitted recommendations for process optimizations, along with its key partners.

Further, numerous **high profile deliberations** reflect on the rapid growth of the Federation and its importance as a strategic partner for Government and other federations & stakeholders. Data driven engagement with the Government has resulted in successful partnership on areas of mutual importance, ranging from health infrastructure to health system innovation to digital health to MVT in India.

In this regard, NATHEALTH submitted comments and feedback on the **PM-JAY Provider Payment Whitepaper**, based on the Chintan Shivir deliberations. This initiative was in partnership with PwC and 7 other federations. The responses by NATHEALTH focused on issues relating to provider payments and price setting under the AB PM-JAY, which are of key importance especially to healthcare providers and MedTech players.

Another indicator of collaboration and trust building with the Government is the submission of feedback on the draft revised **Health Data Management Policy of the Ayushman Bharat Digital Mission (ABDM)**. NATHEALTH was happy to provide detailed inputs on the draft, as requested by the National Health Authority (NHA). The Federation also participated in a meeting with top Corporate Hospitals' CEOs for **Hospital Empanelment under PM-JAY** organized by the NHA.

The Federation, in collaboration with ADL, delivered a presentation to NITI Aayog's Dr. VK Paul, on '**Skilling and Capacity Building: Increasing DNB seats in private hospitals.**' The goal of doubling DNB capacity from current baselines and NMC guidelines commentary were key aspects of the presentation. The agenda is to strengthen the workforce capacity of Indian healthcare and support the Government in doing so.

To overturn the current double regulation for Licensed medical devices, a draft representation on exemption from **Legal Metrology Rules 2011** was sent by NATHEALTH to the Department of Pharmaceuticals after a meeting with industry stakeholders and Dr. N. Yuvraj, Joint Secretary, DoP. In another key effort to secure interests of medtech players and healthcare providers, a joint representation was made by NATHEALTH and other stakeholders to DoP, NITI and MEITY - to seek their support on enabling **import, manufacturing and supply of monitors for medical devices** on an urgent basis.

Another exciting project, the **NATHEALTH Expert Speak Series**, is progressing smoothly, in close alignment with the Federation's goal of promoting skilling and technical capacity building within member organizations. This initiative focuses on twin-pronged impacts of driving regular engagement with NATHEALTH members and promoting awareness on industry-specific issues in Tier 2 and 3 cities.

The expansion of the already diverse membership of the Federation is indicated by the inclusion of 10 new members, and a **dynamic membership drive** pursued at a central and regional level. NATHEALTH also welcomed Ms. Moumita Roy Chowdhury as Eastern Region Chapter Lead in this quarter. The Federation is making similar headway in all other regional forums, where requirements regarding regional hiring have been floated and the process of interviewing and hiring is being conducted.

NATHEALTH has also witnessed a steady increase in **reach and engagement** on social media by creating meaningful content for its audiences on Twitter, Facebook and LinkedIn and undertaking strategic promotion of the Federation's digital community. Citizen centric engagement, through campaigns like the Covid Vaccine Hesitancy campaign has established NATHEALTH's presence as a trusted source of healthcare information.

Continuing on its path to provide meaningful and impact driven **thought leadership** in the healthcare industry, NATHEALTH released its 8th Annual Event Report, which successfully captured the essence of the summit that was organized with the theme: Re-building, Re-structuring & Re-imagining Resilient Healthcare Systems in India in a Post Pandemic Era. Additionally, the CSR report produced by the Federation drives deep into the vision behind driving healthcare CSR in India, spotlighting the role of major stakeholders, noteworthy initiatives and the way forward.

The future of FY 2022-23 - What's in progress

NATHEALTH 3.0 has adopted the vision of Accelerating Momentum, with the Federation gearing up to contribute significantly to shaping strategic healthcare agenda for the future and undertaking fruitful collaborations with various stakeholders. The Federation is deeply committed to long term projects and upcoming initiatives that are well underway.

NATHEALTH is looking forward to continuing playing a key role in promotion of GST rationalization. The Healthcare GST Workshop will be hosted by NATHEALTH in July, as part of the Federation's ongoing **GST advocacy**. NATHEALTH's Leadership Team will reinforce the Federation's voice through the GST study, which was carried out in collaboration with EY.

Another cross federation initiative was kick-starting a roadmap for ensuring improved access to **quality healthcare services under the health insurance scheme AB PM-JAY**, in collaboration with PwC. For the coming future, the Federation has started planning further industry and Government meetings to elevate the agenda of improving access to quality healthcare in Tier 2 and Tier 3 cities, for the betterment of India's healthcare delivery system.

The LT meeting with the Union Health Secretary was another important measure that allowed NATHEALTH to discuss next steps regarding the issue of embedded taxes in healthcare GST. This meeting also pushed collaboration on the pressing issue of **vaccine hesitancy** in the Indian healthcare landscape. NATHEALTH is also preparing for future collaborations and **CSR initiatives** that enable citizens to make informed decisions regarding vaccination and combat vaccine hesitancy. To proceed on this, the Federation has successfully circulated RFPs and calls for nominations for CSR Implementation Partner for the Vaccine Hesitancy Campaign and for its CSR auditor.

Keeping in mind the dynamic nature of current challenges faced in the healthcare ecosystem in India, NATHEALTH instituted its **Antimicrobial Resistance (AMR) taskforce** and convened a **multi-stakeholder consultation** across providers, MedTech players and as well as academicians from across the country. The taskforce is continuously gathering ideas and pragmatic goals as a sincere attempt to involve multiple stakeholders and propose recommendations with welfare of the consumers at the epicenter. Some of these recommendations are already conveyed to MOHFW via a letter to Mr. Lav Aggarwal, Joint Secretary, Ministry of Health Family Welfare (MOHFW), Government of India; post which relevant dialogues are in progress.

To lend critical support to the PM's National Dialysis Program, which seeks to promote affordable renal care in India, NATHEALTH was part of **NHSRC's One Nation One Dialysis Workshop**. The Federation is in the process of constituting a Core Group to facilitate the ONOD initiative.

A range of meetings with key stakeholders are being carried out to promote healthcare infrastructure development, a major focus area under NATHEALTH 3.0 agenda.

The Federation has also submitted a position paper to the Department of Pharmaceuticals on the **MedTech 2.0 Policy**, which seeks to boost infrastructure, financing and more in the MedTech sector. NATHEALTH's commitment to the focus area of infrastructure development is also reflected in various meetings with NHA and NITI Aayog, where **Investible Periurban Models for New Health Infrastructure Creation** were discussed.

Supporting innovation under NATHEALTH 3.0 has also taken the direction of initiating work on strengthening **India's MVT potential**. To this effect, 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 idea is to position India as the global healthcare destination of choice, and strongly cement a leadership position for several decades to come.

To encourage more engagement with NATHEALTH, the Federation has undertaken an on-going website redesign and transformation project to offer a more user-friendly interface along with the addition of the NATHEALTH community IT tool, by teaming up with Palmsy.

Where is the momentum headed - Big things under planning

NATHEALTH's success as an organization that values and enables the work of its members and partners lies in its consistent work to undertake new and exciting challenges and projects. NATHEALTH, along with the Ministry of Women and Child Development and 8 core healthcare organizations, has contributed to an innovative **advocacy blueprint on PCPNDT**. This is part of NATHEALTH's commitment to enable initiatives that allow great provider relief and improve low-cost diagnostics.

To ensure payment equality, swiftness, and implementation of data backed processes in India healthcare, NATHEALTH has made major recommendations on **Quality Linked Reimbursement** in its recent high profile meetings with the Union Health Secretary, the NHA and NITI Aayog.

Keeping in mind the critical importance of internal mobilization, a new **NATHEALTH Membership Portal** is under development and will be replacing the existing WhatsApp channel in use. The Federation already has an IT beta platform in the testing phase. The new portal will allow the Secretariat to have more refined engagement, while offering all necessary privacy protection measures. NATHEALTH's drive for accelerating memberships from within its current leadership is also well underway.

Since NATHEALTH places great importance on enriching itself with the most current developments in skill and knowledge, it is planning a **US Education Trip**, with specific focus on capacity building and knowledge generation. The initiative will also pave the way for **NATHEALTH's Global Charter** and create further pathways for generating strategic impact on Indian healthcare systems.

It is heartening to note the pace and variety of advancements that NATHEALTH has envisioned, mechanized and adopted in the first quarter itself, owing greatly to the synergy between the Federation's members, partners and leaders alike.

The Federation continues to value a collaborative and consensus building approach to push for positive change in the healthcare landscape.



LAST 90 DAYS OUTCOMES DELIVERED

SECTION HIGHLIGHTS

- **Growth and decentralization:**
 - Enhanced roles and responsibilities of new Leadership Team
 - Operationalization of regional forums
 - Goal setting meetings of regional and functional forums
 - Membership & hiring drive
 - Social media reach expansion
- **Cross federation collaborations:**
 - PMJAY White Paper feedback in collaboration with PwC
 - DNB enhancement presentation with ADL
- **Public trust building and government engagement:**
 - Active role in India's Digital Organ Allocation platform
 - Meetings with Union Health Secretary, NITI Aayog, NHA
 - Participation in Chintan Shivir
 - Feedback submission on ABDM draft
 - Stakeholder consultation on TMR
- **Industry and thought leadership**
 - 8th Annual Summit Report, CSR Report
 - Representation on exemption of medical devices from Legal Metrology

Outcomes Delivered

NATHEALTH announces new Leadership Team

NATHEALTH has announced its new Leadership Team for the year 2022-23. The Federation welcomes its new office bearers with enhanced roles & responsibilities.

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	Dr. Ashutosh Raghuvanshi Vice President, NATHEALTH and MD & CEO, Fortis Healthcare	Mr. Ashwajit Singh Founder & Managing Director, IPE Global	Mr. Anand K , Chief Executive Officer, SRL Diagnostics 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
South Chapter Regional Leaders	Dr. Shravan Subramanyam Senior VP, NATHEALTH & President & CEO, GE Healthcare India & South Asia & Managing Director, Wipro GE Healthcare	Dr. K. Hari Prasad President, Hospitals Division, Apollo Hospitals Enterprises Limited	Mr. Gangadi Madhukar Reddy , Managing Director & CEO, MedPlus Mr. Srikanth Srinivasan , Head of Services, GE Healthcare Ms. Mansi Wadhwa , Head of Growth Programs, India Medtronic Pvt Ltd Ms. Anitha Niranjana , Director at GHA Global Healthcare Academy Ms. Anu Acharya , Founder and CEO @Mapmygenome
East Chapter Regional Leaders	Ms. Preetha Reddy Former President, NATHEALTH and Executive Vice Chairperson, Apollo Hospitals	Dr. Alok Roy Chairman & Managing Director, Medica Synergie Pvt. Ltd.	Ms. Ruma Banerjee , Vice President, Neotia Healthcare Initiative Limited 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
West Chapter Regional Leaders	Dr. Harsh Mahajan President, NATHEALTH and Founder and Chief Radiologist, Mahajan Imaging	Mr. Sanjiv Navangul MD, Bharat Serum	Mr. Santosh Marathe , Apollo Hospitals Dr. Vivek Desai , HOSMAC India Private Limited Dr. Ankit Thakker , Executive Director and CEO at Jupiter Hospital Mr. Dharmil Sheth , Co-Founder, Pharmany/API Holdings

Outcomes Delivered

NATHEALTH announces new Leadership Team

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 Khorakiwal, MD Wokhardt 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 at Star Health and Allied Insurance Co. Ltd

PEVC

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

Outcomes Delivered

NATHEALTH Leadership Team Meeting

NATHEALTH convened its Leadership Meeting to discuss the future roadmap under NATHEALTH 3.0. The session opened with the presentation on the NATHEALTH budget by the Treasurer, Mr. Sunil Thakur. This was followed by an update on the NATHEALTH Website Transformation by Mr. Manu Prabhakar from Digital Palmcy.

After which, a presentation on 'NATHEALTH 3.0 Roadmap' by Dr. Rana Mehta and comments by Mr. Barnik Chitran Maitra followed. Another important aspect was the CSR Steering Committee meeting, which undertook a review of proposals received by it. The Secretary General further discussed various updates on existing and emerging areas such as health infrastructure, membership portal, DNB, One Nation One Dialysis, PCPNDT, US education trip & more. An update on the membership status was also shared.



NATHEALTH Innovation Forum Meeting

The NATHEALTH Innovation Forum met to discuss and frame out its priorities of FY 22-23. The discussion on the Forum's priorities for the year involved inputs from forum members. This was followed by a brief update by Ms. Divya from Act Grants-Innovation Uni. The update on next steps was delivered by the Secretariat.

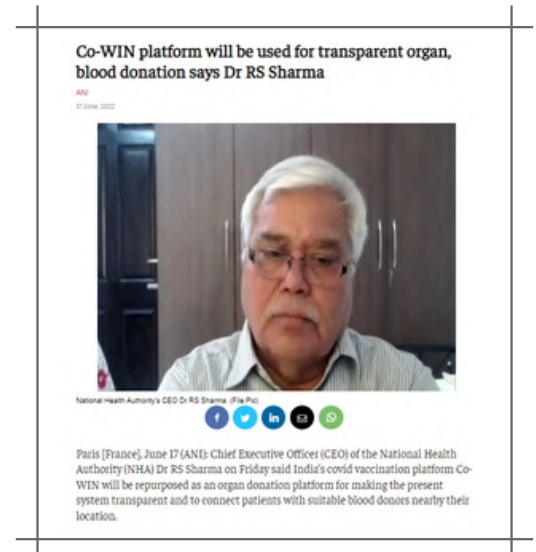
Outcomes Delivered

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

Dr. RS Sharma, CEO, National Health Authority (NHA), has 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 India's 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 Diagnostics Forum Meeting

The NATHEALTH diagnostics forum meeting was held to discuss the forum's priorities and areas of focus. The meeting began with an update on NATHEALTH 3.0 by Mr. Ashwani Aggarwal, PwC. This was followed by the forum leaders' address on 'Revising the Diagnostics Forum Priorities: to frame out for FY22-23'. Inputs and fruitful discussion by forum members followed after.

The 5 key areas of action for the Diagnostics forum chalked out in the meeting were: 1. Ethics 2. Financing, pricing and costing 3. Regulations 4. Antimicrobial resistance 5. Expansion of pan-India membership footprint. Attendees present in the meeting included the Diagnostics Forum Leaders Dr. Om Manchanda and Mr. Arjun Ananth along with other NATHEALTH diagnostics forum members, and the NATHEALTH Secretariat.

Outcomes Delivered

NATHEALTH Homecare Forum Meeting

A meeting of the NATHEALTH Homecare Forum was held to discuss its upcoming priorities. The Homecare Forum Meeting was initiated by an address delivered by the Homecare Forum Leaders, Ms. Meena Ganesh and Mr. Vivek Srivastava. The PwC team presented insights for next steps based on the homecare paper launch. The meeting proceeded with a discussion to frame out the priorities of NATHEALTH Homecare Forum for FY22-23, followed by inputs from members of the forum. An update on next steps was also undertaken.

NATHEALTH arranges West 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 arranges East Region Roundtable

The NATHEALTH East Region roundtable met with the goal to discuss priorities for the upcoming year such as expansion of NATHEALTH membership in the Eastern region. The meet was inaugurated by Dr. Alok Roy, Chair of NATHEALTH East Chapter and Chairman of Medica Hospital.

The meeting involved an address on the thematic priorities of NATHEALTH, given by the Secretary General. A presentation on 'Cementing East Region Priorities' was undertaken by the East Leadership team, followed by a discussion on the topic with members present.



Outcomes Delivered

NATHEALTH Southern Region meet, CSR Workshop & GC meet

NATHEALTH organized its Southern Region Meeting, along with the CSR Workshop and GC meet. The South region meet commenced with opening remarks by Dr. Shravan Subramanyam, President, NATHEALTH. The context setting brief was delivered by Dr. K. Hari Prasad, Chair-NATHEALTH South Chapter. This was followed by a discussion on 'Cementing South Region Priorities' by the South Leadership team, with inputs by members present. The thematic priorities of NATHEALTH for FY22-23 were presented by PwC. The meeting included an update on the NATHEALTH membership drive.

The South region meet was followed by a highly informative CSR workshop, involving a presentation by the Bridgespan Team on findings from survey. It also involved discussion, questions and comments by the members to discuss the way ahead for CSR.

NATHEALTH conducts its SGM

The Special General Body Meeting of NATHEALTH was held to discuss some of the key areas regarding the Federation's functioning.

Discussions included:

- Membership Tiers and their Annual Membership Fees.
- Digital Members and Institutional Members.
- Change in the Registered Office of NATHEALTH.
- Authorizations, responsibilities, duties of NATHEALTH Secretariat.



Outcomes Delivered

Northern Region Leaders Call

In the meeting, the revised North Charter Leadership was introduced with the announcement of Mr. Abhishek Kapoor from Regency Healthcare joining the leadership this year for the North Chapter. Mr. Ashwajit Singh, Chair, Northern Region Chapter further informed on the updated membership tiers. The leaders were updated on a list of bucket ideas for 2022-23.

President Dr. Shraavan Subramanyam updated on the recent Government interactions NATHEALTH had with NHA, MOHFW and NITI Aayog.

Key Actionable/Next Steps arrived at:

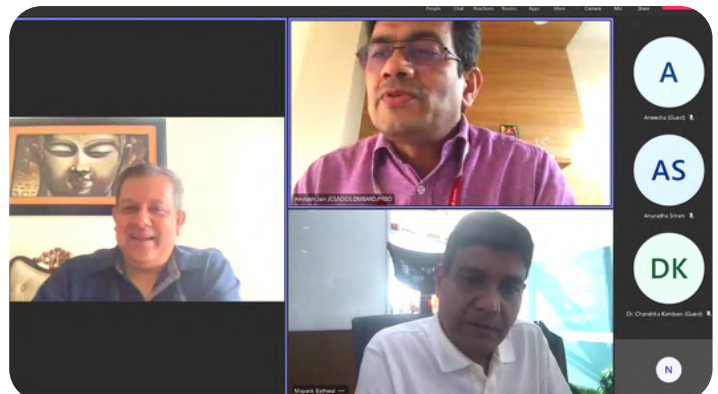
- A Regional Summit was proposed to be organized this year.
- India Africa Dialogue to continue.
- To work out a Northern Region Communication Strategy from the overall communication plan.
- To take forward the discussion on the whitepaper/policy document.
- To take forward the CSR program under NATHEALTH.
- Discussions on Cervical Cancer Screening Project.

Insurance Forum Meeting held

The meeting was led by Forum leaders Mr. Mayank Bathwal and Dr. S Prakash.

Discussions steered towards:

- Reflections on last years priorities and prepare grounds to seek GC consensus for FY 22-23 priorities.
- Plans for membership growth in the insurance vertical.
- Inputs from members present and deciding next steps were also collated.



Outcomes Delivered

MedTech Forum meeting

NATHEALTH held its MedTech Forum meeting recently, with the following deliberations:

- Revising the MEDTECH Priorities: to frame out for FY22-23
- Government meeting updates
- Inputs and Discussion with Forum members

Key Action Items:

- Stack ranking of the priorities through survey.
- Like last year, the forum decided to conduct the priorities charting survey to vote for the top priorities for the MdTech group to be followed by Taskforce creation with timelines for execution and delivery of outcomes.
- Reconvene in June to crystallize the priorities and plans ahead.
- Post alignment with MedTech members – NATHEALTH to share the deliberations and key take ways of various Government meetings with Governing Council members.

Meeting with GE Taskforce held

The meeting shed light on various vital functionalities of NATHEALTH, along with an introductory round with all taskforce team members.

Key discussion points:

- NATHEALTH 3.0 vision and plans to execute
- NATHEALTH Regional Secretariat Hiring
- Members Community engagement tools
- PCPNDT
- GC meetings/calendar locations to be identified
- Membership drive
- PR and communication Plan
- NATHEALTH Forum agenda and priorities

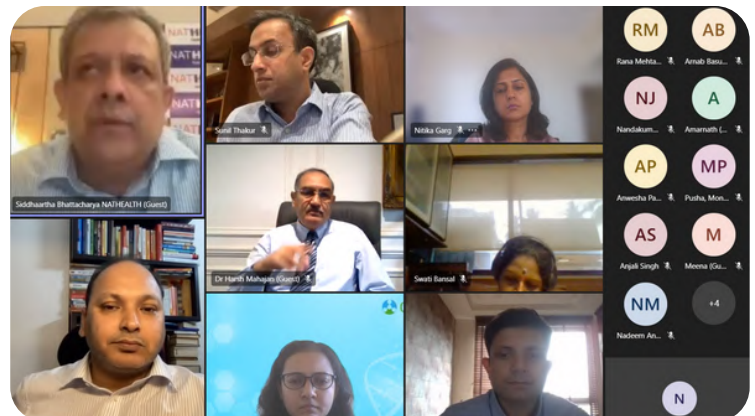


Outcomes Delivered

Cross Federation meeting held

A cross federation meeting was held recently by NATHEALTH to discuss pertinent issues regarding the healthcare industry. Mr. Sunil Thakur, Treasurer, NATHEALTH, shared the challenges and possible solutions on the 'Investible models for new health capacity creation'.

While a presentation on 'Skilling & Capacity Building' was given by the team at ADL. A presentation on 'PM-JAY - Reimbursement, payment reforms and packages' was also a part of the meeting, which was given by PwC's team. The meeting planned important next steps and aligning of outcomes and responsibilities.



NATHEALTH arranges North 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.

Outcomes Delivered

NATHEALTH meets Union Health Secretary, Gol to discuss collaborative next steps for the year ahead

NATHEALTH's Leadership team recently met with Shri Rajesh Bhushan, Union Health Secretary, Government of India. The meeting included Dr. Shravan Subramanyam, President-NATHEALTH, Dr. Harsh Mahajan, Immediate Past President-NATHEALTH, Ms. Ameera Shah, Vice President-NATHEALTH.



Discussion points revolved around:

- Industry response to NHA PMJAY White paper on Provider Payment (Package, payments & Reimbursements) - Recommendations.
- Embedded taxes in healthcare sector GST (next steps).
- NATHEALTH CSR Program on Vaccine Hesitancy.
- Boosting Medical Value Travel in India.

CGHS rates revision

In a discussion on the subject, NATHEALTH suggested the below:

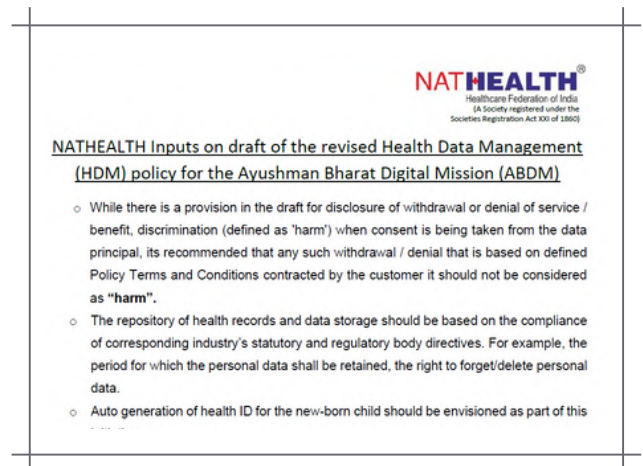
- A revision in rates keeping in mind the long duration since the last revision.
- A mechanism to tie these rates to CPI index so that they don't fall out of line.
- A mechanism for speedy settlement of claims removes payment risk and results in full participation of all providers without their working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

Key priorities of NATHEALTH (after internal deliberations and feedback from the recent March 2022 8th Annual Summit), were also discussed. Along with NATHEALTH 3.0 Agenda, which focuses on shaping India's health system by owning and contributing to strategic healthcare agenda.

Outcomes Delivered

Inputs on draft of the revised Health Data Management (HDM) Policy for the Ayushman Bharat Digital Mission (ABDM)

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, it is recommended that any such withdrawal/denial that is based on defined Policy Terms and Conditions contracted by the customer 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).

Outcomes Delivered

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

NATHEALTH recently 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>

Outcomes Delivered

NATHEALTH part of NHA's stakeholder consultation on Provider Payment and Pricing Paper under AB PM JAY

National Health Authority (NHA) recently held a crucial industry-wide stakeholder virtual consultation for its paper on "Provider Payment and Pricing under AB PM-JAY". NATHEALTH was a vital part of these discussions. Through a previous cross federation meeting, NATHEALTH gathered inputs from various stakeholders of the healthcare industry, which were then collated and presented at this meeting.

In the same context, NATHEALTH has also shared a letter including recommendations with Dr. R S Sharma, CEO, National Health Authority (NHA). The joint unified position was submitted with AHPI, AHEI, FICCI, FHA, ICC, MTal, and PHANA, for improving efficiency, acceptability, quality & sustainability.

The meeting was led by Dr. Shankar Prinja, Executive Director, HP&QA Division, NHA & Dr. Sudha Chandrashekar, Executive Director, Health Policy & Hospital Management, NHA. The meeting solicited fruitful discussions on the said Paper.

25 April 2022

Dr R S Sharma
CEO
National Health Authority
New Delhi

Sub: - Joint Healthcare Industry Comments on the Consultation Paper

Dear Respected Sir,

Greetings from AHPI, AHEI, FICCI, FHA, ICC, MTal, PHANA and NATHEALTH!

We thank you for providing the opportunity to share the detailed inputs on the PROVIDER PAYMENTS AND PRICE SETTING UNDER AYUSHMAN BHARAT PRADHAN MANTRI JAN AROGYA YOJANA SCHEME (PM-JAY) IN INDIA: IMPROVING EFFICIENCY, ACCEPTABILITY, QUALITY & SUSTAINABILITY.

We are attaching the detailed member inputs on the approach paper for your kind consideration.



AHEI
Association of Hospitals of Eastern India



Outcomes Delivered

NATHEALTH & NHA's meeting held

NATHEALTH's Leadership team recently met with Dr. Vipul Aggarwal, Deputy CEO, NHA to discuss various collaborative steps for the year ahead.

The meeting deliberated on:

- Industry response to NHA PMJAY White paper on Provider Payment (Package, payments & Reimbursements).
- Investible Periurban Models for New Health Infra Creation- Challenges and Solution Framework - Recommendations.
- Startup Industry Interface.

Key priorities of NATHEALTH 3.0 were also discussed, which focuses on shaping India's health system by owning and contributing to strategic healthcare agenda.

NATHEALTH submitted recommendations on PMJAY Provider Payment Whitepaper to NHA as part of Chintan Shivir

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:

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.

Outcomes Delivered

Presentation on DNB enhancement made to Dr. VK Paul

NATHEALTH, along with Arthur D. Little (ADL) gave a presentation to NITI Aayog's Dr. VK Paul on 'Skilling and Capacity Building: Increasing DNB seats in private hospitals.' ADL has created a blueprint for Dr. Paul to double the DNB capacity from current baselines, with key suggestions from the industry. The presentation also included the NMC guideline commentary.



The meeting had two objectives:

- Outline series of steps required to enhance DNB throughout/quality and accelerated deployment in industry.
- Position NATHEALTH as a Federation who can help in this mission in collaboration with Niti Aayog with technical support from ADL.

Dr. Paul's views around financing the private sector absorption piece and necessary tweaking in DNB norms were gathered to support the possibility of a subsidy, which seems difficult in the short run at this stage.

Barnik Maitra, MD, ADL along with his colleague Brajesh Singh led this initiative, with NATHEALTH.

Outcomes Delivered

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 recently conducted a meeting with the industry stakeholders. Towards this, a draft representation on exemption from Legal Metrology was sent by NATHEALTH to the DOP.

To
Dr N. Yuvraj
Joint Secretary
Department of Pharmaceuticals
Ministry of Chemicals & Fertilizers

May 2022

Subject: Industry submission on enforcement provisions of the Legal Metrology (Packaged Commodities) Rules, 2017 (Medical Devices) w.r.t meeting held on May 11, 2022

Dear Sir,

This reference to the meeting referred in the subject line, under your Chairmanship regarding enforcement provisions of the Legal Metrology (Packaged Commodities) Rules, 2017 (Medical Devices).

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.

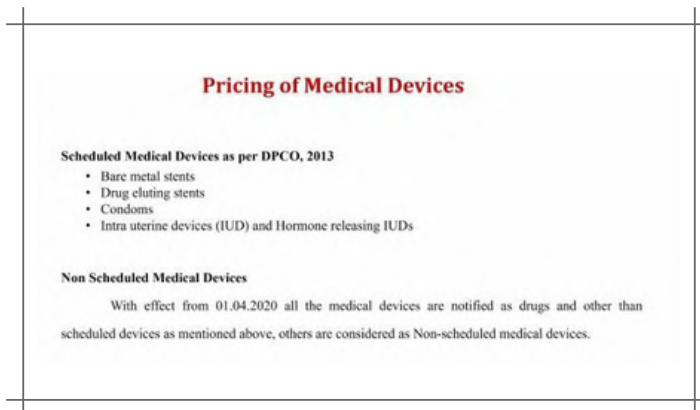
Background: It has been the constant demand from the industry to seek exemptions from Legal Metrology (Packaged Commodities) Rules, 2017, since the drugs, which are more customer facing product is given exemption from the Legal Metrology rules. The exemptions which was earlier available for the medical 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.

The representation letter included the following requests/recommendations:

- Request for exempting medical devices from the ambit of Legal Metrology (Packaged Commodities) Rules, 2017 as given to drugs.
- In addition, as a post-analysis to the said meeting, NATHEALTH submitted its stand on the 4 issues of enforcement provisions, which have been raised by Department of Legal Metrology:
 1. Retail sale price in the form of Maximum Retail Price (MRP) is inclusive of all taxes for medical devices.
 2. Consumer complaints number.
 3. Country of origin in case of imported packages.
 4. Size and dimensions of the medical devices where it is necessary.

Outcomes Delivered

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.

Outcomes Delivered

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.

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.

Outcomes Delivered

New Members joined since April 2022

Name	Organization	Vertical
1. Mr. Dhruv Joshi	Cloud Physician	Healthcare Services
2. Mr. Tom George	Guardian Angel Homecare Pvt. Ltd.	Home Healthcare
3. Mr. Susamoy Mishra	IBA Molecular Imaging Pvt. Ltd . (Curium Pharma)	Pharma
4. Dr. Kamal Baghi	Anil Baghi Hospital	Healthcare Provider
5. Mr. Atul Kumar	Indus Law Associates	Legal
6. Mr. Mayank Banerjee	EVEN Healthcare	Healthcare Benefits (Insurance)
7. Dr. Vaibhav Kapoor	Pristine Healthcare	Healthcare Services
8. Mr. Pranav Kapoor	AIMIL	Healthcare Services
9. Mr. Vikram Vupulla	Nephrocare	Renal Care
10. Mr. Sashidhar Jagdishan	HDFC	Banking Services

Internal mobilization for membership drive

To ensure a consistent pace of new memberships, NATHEALTH has launched a drive for accelerating memberships from within its current leadership. The responsibilities are charted out as: 1) Each LT 5 Connects 2) Each GC 3 Connects 4) Each Regional leader 2 Connects

NATHEALTH's Hiring Drive Going Strong

NATHEALTH had recently floated its requirements regarding the Regional Hiring being conducted by the Federation. Artworks and posts with job description details and other information are being posted regularly at various social platforms. The process is swiftly moving forward.

As a part of which, Ms. Moumita Roy Chowdhury has joined NATHEALTH Eastern Chapter Secretariat in Kolkata Office as Eastern Region Chapter Lead. In this role, Moumita will act as the nodal point for the Eastern Region Chapter and engage with the NATHEALTH community in this region & align with our national priorities.



NATHEALTH
Hiring

REGIONAL LEAD (WEST, SOUTH AND EAST) No. of positions-3
Location: Bangalore/Hyderabad/Chennai , Mumbai/Pune and Kolkata

ROLE DESCRIPTION
 The Regional Lead is responsible for maintaining a close and effective relationship with all regional members and expansion of NATHEALTH footprint in the designated territory through new member acquisition and partnerships. The position is responsible for the strategic implementation of the Regional Work. The Regional Lead supports the work of NATHEALTH Secretariat and facilitates meetings and information exchange with regional members and authorities. He/she serves as focal point of contact to all regional specific issues -to all relevant government bodies, regional members. He/she will be initially co located at the office of regional members. He/She will be working closely with the secretariat to develop the regional agenda

Outcomes Delivered

Launch of NATHEALTH 8th Annual Summit Report

NATHEALTH has launched a detailed report on its 8th Annual Summit held recently. The Report captures the essence of the 2-day event, which was organized with the theme: Re-building, Re-structuring & Re-imagining Resilient Healthcare Systems in India in a Post Pandemic Era.

Various eminent Government officials and healthcare leaders spoke at the event, whose thoughts are well captured in the report. The document also includes Key Takeaways & Next Steps derived at the event, for each of the key plenary sessions. These can prove beneficial to chart out growth plans for the year ahead.

The Report has been widely circulated within NATHEALTH members and the healthcare industry. To download a copy, [click here](#).



Leaders Speak

"With improved public private collaborations, India's healthcare system can be rebuilt, restructured & reimaged"



Shri. M. Venkaiah Naidu ji

Hon'ble Vice President of India
Government of India

There is a pressing need to increase public expenditure in health. The Government has set a target of 2.5% of GDP by 2025 in the National Health Policy. This should be complemented by capacity building, comprehensive & cost-effective healthcare, and digital health tools.

Re-building, Re-structuring & Re-imagining Resilient Healthcare Systems in India

While India has shown great resilience in the face of adversity, the pandemic reinforced the need to strengthen India's healthcare infrastructure. Achievements like indigenous development of vaccines, administration of over 180 crore doses, and a parallel rapid scaling of diagnostic facilities are global benchmarks. It bears testimony to the collective resolve to meet this grave unforeseen challenge.

Leaders Speak

"The 4 pillars of Ayushman Bharat can create a resilient health system. This is how the Union Government is reimaging healthcare delivery in India"



Shri. Rajesh Bhushan
Secretary, Ministry of Health and Family Welfare, during the Inaugural Ceremony

Under the Ayushman Bharat Health Infrastructure Mission, there is a highly ambitious Rs. 64,000 crore outlay scheme for the next 5 years for building health infrastructure. The Mission will ensure a diagnostic facility and a public health lab in every block. This would happen for the first time in India.

The role of Ayushman Bharat in building a resilient & re-imagined India

Ayushman Bharat's four pillars of Health and Wellness Centres, Pradhan Mantri Jan Aarogya Yojna, Ayushman Bharat Digital Mission, and Pradhan Mantri Health Infrastructure Mission - lead to resilience.

- By creating 1,50,000 Health and Wellness Centres across India, will improve health services delivery.
- India will be reimaged when the remote & rural population can easily visit their wellness

Outcomes Delivered

Launch of NATHEALTH's CSR Report - Volume 1



CSR is a powerful tool to re-build, re-structure and re-imagine resilient healthcare systems in India. To highlight these aspects, along with partners Bridgespan & Sahamanthran, NATHEALTH has been undertaking various initiatives to promote CSR in healthcare. The report is a culmination of these thoughts to explore CSR in healthcare, as it dives deep into the vision behind driving healthcare CSR in India, the stakeholders, their roles, some noteworthy initiatives, the possible challenges, way forward and the next steps.

The edition also features NATHEALTH's 1st Healthcare CSR Awards, which were conducted in association with Sahamanthran, and the results of NATHEALTH & Bridgespan's CSR Best Practices Survey. The Report has been widely circulated within NATHEALTH members and the healthcare industry.

To download a copy, [click here](#).

Top 5 Transformative CSR Best Practices - your guide in the CSR journey A NATHEALTH & Bridgespan survey

To further the cause of healthcare CSR in India, NATHEALTH & Bridgespan conducted a survey to identify the best CSR practices in the healthcare space. This is an essential step in the way ahead for developing healthcare CSR. With Best Practices in place, corporate organizations will have a reference charter, which can be utilized for optimized fund utilization and for best care outcomes.

Major findings of the survey were through the data collected in the survey, which was kept completely anonymized and the results have been published at an aggregate level, as NATHEALTH's CSR Best Practices Guidelines, with the Bridgespan Group as the partner for this initiative.

The survey was filled by: Top Industry Leaders, Industry corporate foundation CSR heads, Companies aspiring to set up CSR practices, Partners looking at participating in the CSR programs, Knowledge partners associated with CSR programs, Academia/Technical partners doing impact assessment, Capacity building partners, Donors/Co-funders of CSR programs, Independent experts.

Best Practices

Why this is important to move from good to great in Transformative CSR

- | | |
|--|---|
| 1 Objective metrics publicly shared and co-owned by CEOs | <ul style="list-style-type: none"> CEO and Board regularly review clearly defined success metrics. Ensures adequate focus and accountability on CSR, given it would be under the radar of top leadership. Metrics defined and shared publicly esp. with shareholders. |
| 2 Focus on new long term big bets, max. 2-3 bets consume | <ul style="list-style-type: none"> Being focused on specific areas enables a higher impact to be created. Defragmentation of resources enables corporate entities to back bigger, large scale and long term programs. |
| 3 Strategic collaborations with like minded partners (e.g. PPPs, Pooled CSR, Coalitions) | <ul style="list-style-type: none"> Large scale initiatives, especially ones aiming for a systemic change, are complicated and expensive for one corporate to support & require collaboration across firms. Sectoral collaborations allow corporates to pool their funds and expertise to support programs. Provides NGOs with higher pool of funds and hedges risk of drying out of funds. |
| 4 Leverage core business capabilities, expertise in people and platforms | <ul style="list-style-type: none"> Corporates need to move beyond capital and leverage their core capabilities & expertise to solve social problems e.g. technological capability etc. Use influence to bring in capital from other corporates for additional capital aligned to the cause. |
| 5 Innovate towards sustainable financial models with CSR acting as seed capital | <ul style="list-style-type: none"> CSR capital should be utilized as a seed fund clubbed with capabilities to create sustainable revenue streams. Business should be able to sustain itself after initial few years to ensure minimum leakages and long term impact. |

How can the journey move ahead?

Collaborative CSR - the way forward

NATHEALTH recently held a CSR Summit under the aegis of its 8th Annual Summit. During the CSR discussions, it was highlighted that CSR in healthcare has been transactional and piecemeal till date, limiting its capacity to bring about systematic change. There is a need for a collaborative approach for using CSR funds to bring about transformative impact in improving healthcare delivery in India. It is now up to the stakeholders to find ways to work together and bring this initiative to life.

NATHEALTH invites you all to provide suggestions and feedback to improve India's CSR agenda in healthcare.

The potential for NATHEALTH to play an anchoring role

A common consensus is to anchor NATHEALTH as a pivot, which can bring all the stakeholders together for sustainable transformation in public health through Collaborative CSR. NATHEALTH can:

- Serve as a motivator for corporate entities to enter the CSR world.
- Act as a scout: Identify the plausible, valuable opportunities for support.
- Advise other contributing groups on the best areas in CSR resources to invest in.
- Be an enabler by building the right kind of partnerships.
- Act as an independent assessor of how the actual programs' functioning.
- Amplify the knowledge gathered by disseminating and bringing the best of CSR contributions on one platform.
- Focus on capacity building with a gender equity focus on women.
- Enable Government linkages with CSR organizations & the private sector; Bridge the gap between the Government, the people needing healthcare, and the funding agencies.
- Ensure favourable regulatory mechanisms to encourage CSR contributions.

The proposed next steps...

While NATHEALTH can play an anchoring role, it is the joint responsibility of each stakeholder to strategically grow the CSR agenda in healthcare. To attain this vision & goal, following are the proposed next steps that can be undertaken collaboratively amongst multiple stakeholders:

- Define short term and long term milestones for healthcare CSR's future.
- Shortlist projects to support through collaborations.
- Align each stakeholder's role to make this happen.
- Drive thought leadership in healthcare CSR.
- Support bold and innovative interventions in healthcare CSR by supporting members and NGOs active in the public health & CSR space.
- Develop white papers; create supporting documents that help in analytics & big data in healthcare CSR.
- Liaison with the Government on policy framework.
- Support NGOs with resources and guidance.
- Continue to recognize corporate organizations, NGOs & other health sector members, who make lasting and impactful contribution for strengthening the healthcare system through CSR interventions.

An invitation to collaborate

NATHEALTH would like to hear from you on ways to create a collaborative structure to initiate the process of elevating the agenda of healthcare CSR. Kindly reach out to us with your feedback & suggestions.

Contact us at:
secretariat@nathealth.co.in
+91 82277 97856
www.nathealth.co.in

Media impact

Forbes
Understanding the role of private healthcare providers in India's march toward Universal Health Coverage
These countries to be a prescience that private hospitals are against public interest and operate only for profit. Therefore, it is important to examine a few aspects of overall brought operational issues and challenges to decide these misconceptions.

THE TIMES OF INDIA
Opinion
NEWS / BLOGS / TECH / Potential of MedTech to bridge the rural-urban gap
TECH
Potential of MedTech to bridge the rural-urban gap
May 20, 2022, 4:59 PM IST / Himanshu Baid in Voices, Tech, TOI

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

BusinessLine
फिसबुक अधिकारिक साइट
एवं कि देखें और पत्रिका के सदस्यों को कोन-सी खबरें आपकी नहीं पान Facebook
A year on from Covid-19's second wave, a mixed bag of learnings
Vinson Kurian | Rutam Vora | Ahmedabad, Thiruvananthapuram | Updated On: May 22, 2022

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
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NATHEALTH Summit - industry and government representatives call for stronger PPP models for a resilient healthcare ecosystem
ANI | Updated: Mar 30, 2022 14:21 IST

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News
NATHEALTH elects a new team at the helm
Our Bureau | Updated On: Apr 01, 2022

To be future ready, the 'new normal' will rest on the foundations of innovation, digitalisation and collaboration, says Shrawan Subramanyam
Wipro GE Healthcare chief

BusinessToday.in
DID YOU MISS THE CRYPTO CONCLAVE? FOR ALL THE HIGHLIGHTS
COVID-19: RT-PCR tests see dip in demand as cases decline
Private diagnostic chains claim the revenues are expected to be down for COVID testing as majority of people are looking at home-based tests.

BY INVITATION Made-in-India medtech

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

SHRAWAN SUBRAMANYAM
The Indian medtech sector is at an inflection point, poised to "aspire" and ready to make a quantum leap. The government is paving 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. For a country where the medtech sector is a combination of large multinationals and small and mid-sized companies, the dependence on imports presents an opportunity in crisis. Strengthening the Indian medtech market calls for addressing the fundamentals — building better resilience for future contagions, self-reliance, and ability to handle patient volumes without compromising on quality, enabling broader access to care, and focus on prevention with improved diagnostics, higher imaging intelligence and reducing radiation risk.

Providing incentive
In 2020, the government announced incentivisation plans worth nearly ₹3,420 crore over five years for manufacturers who invest in key medical devices. The production-linked incentive (PLI) scheme for medical devices provides the much-needed boost to domestic manufacturing, making it globally competitive.

A case in point: At GE Healthcare we recently launched a ₹100-crore unit, under the government's PLI scheme, for local manufacturing of CT machines, cath-lab equipment, ultrasound scanners, patient monitoring solutions, ECG machines and ventilators. We are aspiring for a tomorrow that promises quality healthcare to the last mile. The question is: How do we make it a reality?

The writer is Managing Director, Wipro GE Healthcare, and President, NATHEALTH. Views are personal.

ET Healthworld.com
Press The Economic Times
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Health News / Latest Health News / Industry
NATHEALTH names Dr Shrawan 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 Shrawan Subramanyam, Managing Director, Wipro GE Healthcare Pvt. Ltd and new president of NATHEALTH.
ETHealthWorld | April 01, 2022, 11:50 IST

moneycontrol
IMPECCABLE DESIGN & INIMITABLE LUXURY
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.
SURI SUKANYA DUTTA | APRIL 15, 2022 | 09:03 AM IST

moneycontrol
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 approval seems to be mandatory for a number of policies. The demand for customized policy products and continuous coverage of care has increased in recent times, say experts.
SURI SUKANYA DUTTA | JUNE 14, 2022 | 01:33 PM IST

Media impact

THE WEEK MAGAZINE

HOME INDIA WORLD BUSINESS SPORTS SCITECH LEISURE ENTERTAINMENT HEALTH

NATHEALTH 8th Annual Summit 2022 Call For Re-Building Re-Structuring and Re-Imagining Resilient Healthcare Systems in India

PTI | Updated: March 29, 2022 09:13 IST

(Eds: Disclaimer: The following press release comes to you under an arrangement with Business Wire India. PTI takes no editorial responsibility for the same.)
New Delhi, India – Business Wire India

NATHEALTH today held its 8th Annual Summit on the theme, "Re-building, Re-structuring and Re-imagining resilient healthcare systems in India in a post pandemic era". The summit was designed to bring industry and the government together to discuss, deliberate and lay the roadmap for a stronger, resilient India which is future ready for any uncertainties. Shri. M. Venkaiah Naidu, Hon'ble Vice President, Government of India inaugurated the summit while addressing the participants and the guests. Eminent dignitaries: Shri Amitabh Kant, CEO, NITI Aayog, Shri. Rajesh Bhushan, Secretary, Ministry of Health and Family Welfare, Dr. VK Paul,

FORTUNE INDIA

India 40 Under-40 Most Powerful Women The Next 500 Budget 2022 Employers of the Future

GST increased tax burden on hospitals, diagnostics

A study shows that essential medicines and life-saving drugs account for a major proportion of embedded taxes for hospitals.

By JOE MATHEW, Mar 30, 2022 | 3 min read

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ACROSS ENVIRONMENTS

Business Markets Stocks Economy Companies Tech IPO Capital ET Sector

UFCPACIFIC2022 Global Health: Not a Single Health Crisis Conference, 12 Healthcare Execs Offer a 6- to 8-yr timeline to deal with the pandemic

Home > News > Trends > HEALTH

Analysis: Co-morbidity clause removed for 60-plus to get COVID-19 booster shots. Will it draw more people to vax centres?

The highest number of 60-plus population is in Uttar Pradesh, followed by Maharashtra and Tamil Nadu. In these three states, there are over 1 crore people above 60 years. All other states and UTs have below 1-crore population in this age group.

SUMI SUKANYA DUTTA | MARCH 15, 2022 | 04:15 PM IST

Business Standard

MARKETS COMPANIES OPINION SPECIALS TECH IPO PORTFOLIO THIS CORONAVERSUS SPORTS ELECTIONS

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JUST IN India got 95% more FDI during Modi regime against 10 years of UPA rule PM

You are here: Home > Economy & Policy > News

Indian home healthcare market to grow 2.5x to \$19.9 bn by 2025: Nathealth

The study estimated that the market has a potential to grow an additional \$5 bn with the right impetus

Topics: Healthcare | Home Healthcare

Print Date: 13 March 2022
Last Updated on March 29, 2022 17:27 IST

Forbes LEADERSHIP INNOVATION BILLIONAIRES LISTS STARTUPS PODCASTS VIDEOS

Home / Forbes India Blog / Health / Time to bring the focus back on India's R&D

Time to bring the focus back on India's R&D

As we envision the coming decade with tech that is transformational and will change the face of health care, we must look at investing in future needs

PREPARED BY DR SHRAVAN SUBRAMANYAM

4 min read

UPDATED: Mar 15, 2022 06:41:27 PM UTC

f t in

Business Standard

JUST IN Markets edged rally to fifth day; Sensex up 935 pts, Nifty ticks 16,850

You are here: Home > Current Affairs > Coronavirus > News

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Covid-19 vaccination drive: 12-14-year-olds to get Corbevax shots

Union Health Ministry also opened up vaccination for all those above 60 years, removes the precondition of co-morbidity.

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Indian healthcare sector should tap emerging opportunity in health tech: Amitabh Kant

The Indian healthcare industry has a sturdy digital backbone through Ayushman Bharat Digital Health Mission.

ETHWorld - March 28, 2022, 17:42 IST

f t in

New Delhi: The Indian healthcare industry is innovating and the Government of India is creating new opportunities via digital healthcare platforms, which are being developed. The Ayushman Bharat Digital Health

The Statesman INDIA WORLD BUSINESS SPORTS ENTERTAINMENT OPINION LAW LIFESTYLE

Home / India / VP Naidu calls for reinventing health systems post Covid

VP Naidu calls for reinventing health systems post Covid

Talking about the need to bring down high out-of-pocket expenditure on health in India, he appreciated various government programmes

Statesman News Service | New Delhi | March 28, 2022 4:59 pm

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News

India to start Covid-19 vaccination drive under Har Ghar Dastak 2.0

BL, New Delhi Bureau | New Delhi, May 31 | Updated On: Jun 01, 2022

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Guidelines issued by Union Health Ministry for surveillance of monkeypox

India will embark on a massive campaign tomorrow onwards as it looks to speed up Covid-19 vaccination coverage across all eligible age groups.

The Union Health Ministry had urged States and Union Territories to...

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CSR: The Emerging Frontier Driving Innovation in Healthcare

Corporate Social Responsibility (CSR) initiatives are driving a major impact in the social sector of the Indian economy. From education to sanitation, and from poverty to hunger, CSR initiatives have the power to transform the nation for the better, by uplifting its people, fortifying infrastructural capabilities, and enabling innovation through private sector funding.

ETHWorld - March 22, 2022, 12:15 IST

f t in

By Sunil Thakur

Corporate Social Responsibility (CSR) initiatives are driving a major impact in the social sector of the Indian economy. From education to sanitation, and from poverty to hunger, CSR initiatives have the power to transform the nation for the better, by uplifting its people, fortifying infrastructural capabilities, and enabling innovation through private sector funding. In FY 2020-21 alone, India's total CSR expenditures were estimated to be above Rs 22,000 crore.

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NEWS / BUZZ / TECH / Breaching the digital frontier for Indian healthcare

Breaching the digital frontier for Indian healthcare

March 28, 2022, 3:01 PM IST | Dr Shraavan Subramanyam and Benish Chohan Matra in Voices, Tech, TOI

f t in

Digital is the future in all sectors of the economy and society and healthcare is no exception. Digital delivery will become integral to healthcare provision, and something that people have embraced after being driven indoors by the pandemic. For India, this is a solution to the vexed problem of providing healthcare to a massive population confronted by inadequate hospital beds, doctor and nurse coverage ratios.

Digital adoption is a powerful engine for healthcare providers as they gear up to meet the growing requirements of India's population. Providers need to consider fundamental shifts in care delivery, focusing on personalized care, efficiency and resilience of health systems. The standalone/facility-driven approach healthcare needs to be replaced with integrated care management (innovative technologies, clinical analytics and capabilities in work...

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businesswire INDIA

The 8th Annual Summit by NATHEALTH Poised to Provide Solutions for Healthcare Sector in the Area of Digital Healthcare, Supply Chain, Homecare, CSR, and Innovation

NATHEALTH
2022-03-25 8:10PM New, IST

Healthworld.com From The Economic Times

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Home / Health Files / Dr Preetha Reddy

Health Files Fresh takes, in-depth analysis and opinions from our esteemed panel of industry experts

Women are important pillars of society, yet continue to have poorer health outcomes

Going forward, as a responsible nation, we should strive to see female working professionals and homemakers making their own health a priority. This would be a leap towards 'Breaking the Bias' and nurturing equality.

Dr Preetha Reddy | Mar 03, 2022, 12:04 PM IST

Dr Preetha Reddy
Ved Chatterjee, Apollo Hospitals

Media impact

Amplification of the post-event content around **#NATHEALTHAnnualSummit2022** was done to create awareness around the happenings during the summit with the help of snippets from the sessions and factoids and infographics from the reports launched

Awareness around the benefits of booster shots was driven through the campaign on **'Reasons to get a booster shot'**. The messaging aimed to create awareness & push people to get their booster doses. The messaging aimed to create awareness & push people to get their booster doses

Drove promotions for NATHEALTH Digital Community through mailers and social media posts

Information dissemination around **Ayushman Bharat Digital Mission & ABHA Cards**

Through quote creatives of the NATHEALTH leadership team, NATHEALTH's messaging was populated on the social media handles

Reach & engagement on Facebook, LinkedIn & Twitter



Total Followers:
5,236

Impressions: 9,073

Engagement: 821



Total Followers:
5,940

Total Impressions:
65,131

Total Engagement:
3,029



Total Followers:
1,338

Total Impressions:
21,374

Engagement: 425

THE FUTURE OF FY 22-23: WHAT'S IN PROGRESS

SECTION HIGHLIGHTS

- **NATHEALTH 3.0 Roadmap**
 - Leadership meetings to formulate roadmap
 - Website transformation and redesign in progress
 - NATHEALTH 3.0 agenda discussed with partners & stakeholders (NITI, NHA)
- **Driving healthcare transformation with partners**
 - PM-JAY Healthcare accessibility roadmap, in collaboration with PwC
 - NITI Aayog meet to boost healthcare infra, with Bain & Co, ADL, PwC
 - Position Paper on MedTech 2.0
 - Scope document on healthcare infra. expansion, with Bain & Co.
 - NATHEALTH & ADL study on skilling & capacity building
- **Cementing public trust with strategic advocacy**
 - One Nation One Dialysis Workshop
 - GST Advocacy
 - Submission on AMR
 - Meeting with Dept. of Pharmaceuticals on health sector development

NATHEALTH 3.0

Accelerating Momentum

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



Focus areas

01

Thought Leadership (original research, white paper & more)

02

Lighthouse, Demonstration projects backed by strategic CSR

03

Seminal conferences, High profile events, Partnerships with other federations

04

Partnership engagement models with government - data and evidence driven

What's in Progress

Roadmap for improved access to quality healthcare services under PM-JAY

A cross-federation initiative, along with PwC, this initiative is closely linked to the Government's paper on Provider Payment and Pricing under AB PM-JAY by NHA. This initiative is launched to kick-start a roadmap for ensuring improved access to quality healthcare services under the flagship health insurance scheme - PM-JAY. To provide complete support of the private sector in making PM-JAY a further success, the Federation has started work on this roadmap.

Along with price comparison studies, this initiative will also shed light on the proposed reforms in PM-JAY in collation with the industry response on the same. The Federation has started planning further industry and Government meets to elevate the agenda for the betterment of India's healthcare delivery system.



<i>Proposed Reform</i>	<i>Response</i> <small>DRAFT</small>
<ul style="list-style-type: none"> • Topic: Move to DRG (Diagnosis related Group) • Details: Reflect the resource intensity being used for treating a patient (and not necessarily based as per speciality or procedure being performed) Need for <ul style="list-style-type: none"> ➢ Quantity and price of drugs, consumables, implants and diagnostics consumed in each patient during the treatment ➢ Length of stay of the patient (both for ICU and Non-ICU admissions) Dependencies <ul style="list-style-type: none"> ➢ ABDM roll out ➢ Collection of data from empaneled hospitals 	<ul style="list-style-type: none"> • Welcome the proposed move to DRG • Concerns: <ul style="list-style-type: none"> ➢ Data dependencies likely to delay the process ➢ Data from empaneled hospitals may not be reflective of Non – Empaneled Hospitals • Suggestion: Use existing data sets to expedite shift towards DRG <ul style="list-style-type: none"> ➢ Bill of Materials shared to Insurance companies during claim process. Leverage data with IRDAI ➢ Previous costing studies done <ul style="list-style-type: none"> ✓ FICCI study: Demystifying healthcare Costs: A scientific Approach (10 high frequency procedures, 150+ parameters) ➢ GIPSA pricing

What's in Progress

NATHEALTH's GST Roundtable in July 2022

NATHEALTH is organizing a Healthcare GST workshop on July 4, 2022. This is as per NHSRC's advise to NATHEALTH, to bring all Government stakeholders on one platform, as part of NATHEALTH's ongoing GST advocacy. There is already a file in motion on the subject within the Finance Ministry (CIBC) and it is important to strengthen the same and take it to a logical conclusion.

NATHEALTH's Leadership Team shall also be present at the event to reinforce the Federation's voice through the GST Study, which was carried out in collaboration with EY).

Charting strategic pathways for boosting India's health infra, education & health delivery

NATHEALTH's Leadership team, along with partners ADL, Bain & Company and PwC, recently met Dr. Vinod Paul, Hon'ble Member (Health), NITI Aayog, Government of India.

Discussion points included:

- Medical Education: PPP, DnB & Nursing/Skilling reforms leveraging digital (Collated summary Industry Feedback).
- Investible Peri-urban Models for New Health Infra Creation - Challenges and Solution Framework - Recommendations.
- Industry response to NHA PMJAY White paper on Provider Payment (Package, payments & Reimbursements) - Recommendations.

Key priorities of NATHEALTH (after internal deliberations and feedback from the recent March 2022 8th Annual Summit), were also discussed. Along with NATHEALTH 3.0 Agenda, which focuses on shaping India's health system by owning and contributing to strategic healthcare agenda.

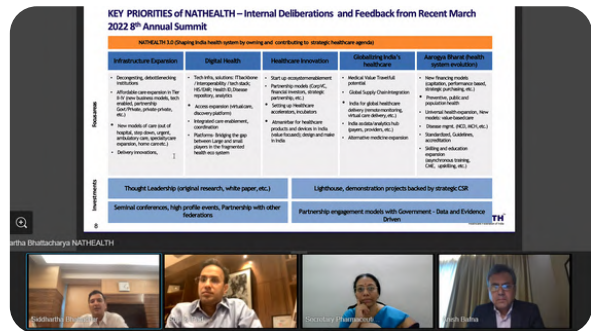
What's in Progress

Future plans for health sector development with DOP

NATHEALTH's Leadership team recently held a meeting with Ms. S Aparna Secretary, Department of Pharmaceuticals (DoP).

Discussion points focussed on:

- Infrastructure Expansion, Digital Health, Healthcare Innovation, Globalizing India's healthcare, Aarogya Bharat (health system evolution).
- Understanding how lighthouse, demonstration projects backed by strategic CSR can work in the Indian set-up.
- Data and Evidence Driven partnership engagement models with Government.
- Collaboration on Thought Leadership initiatives like original research, white paper, etc.

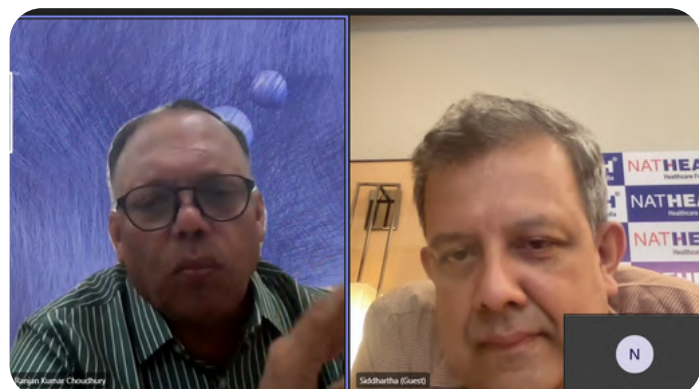


GST Advocacy meet with NHSRC

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.



What's in Progress

One Nation One Dialysis Workshop

NHSRC conducted a workshop recently on “One Nation and One Dialysis”. This was arranged as a part of the Ministry of Health and Family Welfare’s Pradhan Mantri National Dialysis Program (PMNDP) under National Health Mission in Public Private Partnership (PPP) mode, which was announced in the Union Budget 2016-17 to make renal-care services affordable to BPL (below poverty line) citizens and the APL (above poverty line) patients are also provisioned to avail the dialysis services at discounted rates.

NATHEALTH supports the Government’s initiative and is in the process of forming a core group regarding the initiative.

Following are the key takeaways from the workshop:

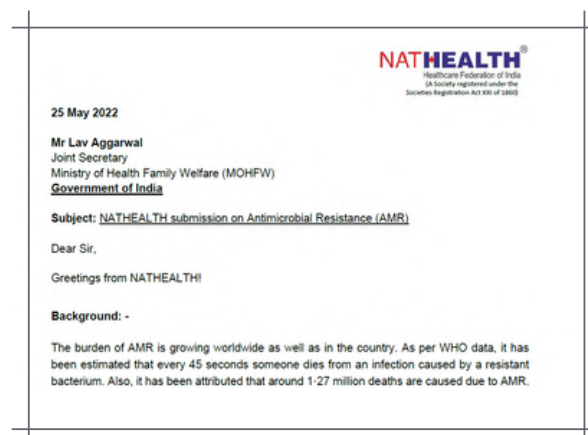
- All districts must have a dialysis facility under PMNDP by 31 st March 2023.
- PMNDP Portal [<https://pmndp.nhp.gov.in/en>] was launched on 5th May this year with objective to:
 - Integrate all operating dialysis centres with registry and facilitating portability within the state (one state one dialysis).
 - To have a robust, scalable IT platform for capturing details of all beneficiaries availing services under PMNDP.
 - To capture dialysis session logs.
 - To enhance transparency, efficiency, and visibility of dialysis services.
- A detailed presentation was made on the portal by NHSRC. The way forward slide included:
 - Improve availability of haemodialysis machines in the dialysis centres.
 - Improve IEC for peritoneal dialysis and its uptake in the community.
- Quality Certification for HD centres are formulated and will be out soon.
- Focus on Quality, Value Based Incentives and Portability were the main indicators given by NHA while mentioning PMJAY packages for dialysis.
- A separate meeting was conducted with all state nodal officers and NHM officials.
- NHSRC would be conducting meeting on hypertension and diabetes in July.



What's in Progress

Antimicrobial Resistance (AMR) Taskforce and Recommendations

Context: Guidelines on AMR along with Antimicrobial Stewardship (AMS) strategies are already published by ICMR and NCDC for quite some time. However, opportunities exist for private and public sector to join hands in the implementation of these guidelines at the state level.



NATHEALTH's suggestions and requests:

In a letter to Mr. Lav Aggarwal, Joint Secretary, Ministry of Health Family Welfare (MOHFW), Government of India, NATHEALTH informed that it had constituted an AMR Taskforce and convened a multi-stakeholder consultation across providers, MedTech players and as well as academicians from across the country. The intent of the letter is to explore opportunities that exist for private and public sector to join hands in the implementation of the AMR guidelines at the state level.

The taskforce feels that AMR needs immediate attention and implementation of national action plan on AMR and ICMR guidelines should be given priority, In this context, the taskforce has gathered few of the implementation ideas as a sincere attempt to place forward perspectives from all industry stakeholders and propose recommendations with welfare of the consumers at the epicentre, on the topics of:

- **General Awareness:** A campaign to be built on AMR.
- **Education and Training:** Training program for doctors should be mandated by ICMR to raise awareness towards AMR.
- **Platform creation:** Encompassing central and state implementing agencies, with industry to discussion on the implementation of ICMR AMR Guidelines and provide support at state level. This will require multi- sectorial efforts which NATHEALTH is willing to spearhead.
- **Strengthening diagnostic capacity:** A list of essential diagnostic tests for containment of AMR should be formulated and setting up of lab infrastructure at district level should be ensured. NATHEALTH Diagnostic Forum encompasses major labs in India, which can help in meeting these requirements.
- **Monitoring and auditing:** Mandating every hospital to report on AMR audits monthly/ quarterly across states.

What's in Progress

Position Paper to Department of Pharmaceuticals 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. NATHEALTH communicated with the DoP, detailed member inputs on the NMDP, on behalf of the MedTech industry as well as the broader health ecosystem. The feedback included certain feedback points too for the DoP's consideration.

Some of the broader areas covered:

Catalysing 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

Section Number	Current Text	Suggested Text	Rationale
1.1	The medical device is a multi-product sector, with the following broad classifications: (A) Electronics Equipment; (B) Implants; (C) Consumables and Disposables; (D) IVD reagents; and (E) Surgical Instruments	As Surgical Instruments are also a subset of Electronics Equipment, we should have five major categories i.e., Consumables/Disposables, Implants, IVDs, Medical Electronics & Assistive Devices	
1.2	The current market size of the medical devices sector in India is estimated to be \$11 bn (1) and	The current market size of the medical devices sector in India is estimated to be \$11 bn (1) and	Statement is very confusing. How a country with just 1.5% global share be in top 20 global market or 4 th largest in

Promoting MVT Heal in India initiative

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

What's in Progress

Advocacy of skilling, capacity building, medical education

To drive the agenda of accessible and affordable healthcare for all in India, NATHEALTH and ADL have launched an initiative to create a report for boosting skilling, capacity building, and medical education in the sector.

NATHEALTH's major role through this initiative will be:

- To understand prevailing challenges in skill development and capacity building of specialists, practitioners and other allied workers in Indian healthcare sector.
- To identify major gaps, analyze critical needs and immediate interventions, gauge undercurrents and insights from Subject Matter Experts and Industry Leaders.
- Recommend actionable and other necessary adaptations to bridge the gaps, help create more conducive frameworks, which should help to further develop DNB courses, tech-enabled skilling for nurses, training of allied health workers, launching more medical colleges and forming PPPs.



Challenges towards capacity building and skill development can be categorized in 3 major sections

Medical and Nursing colleges	Scaling-Up of specialists	Skill Development
Scarce infrastructure	Poorly leveraged Private Sector	Low Awareness
Entry Barriers for private players	Cost Dynamics of existing specialisation programs	Poor Access and Affordability
Cumbersome processes	Promotion of DNB programs	Evolving customer needs and demands
Shortage of qualified professors	<ul style="list-style-type: none"> • Inferior recognition • Systematic reluctance 	Lack of use of digital technology
Unmet Healthcare needs in Rural		

What's in Progress

Supporting India's Infrastructure through Healthcare Expansion in Tier II-IV



To improve healthcare delivery in India and support the Government in the same, NATHEALTH is working on a project for Healthcare Expansion in Tier II-IV geographies, along with its partners and members.

An initial scope document created for this initiative, by NATHEALTH & Bain & Co., highlights some key areas of opportunities and challenges for such an expansion.

The scope document sheds light on:

- Key Challenges: Tier 2+ Delivery Models (pricing, investments, operational costs, financing, demand uncertainty, PPP issues, talent shortages).
- Solution framework showing how to: Achieve quality & efficient care at optimized capital investment with high asset utilization/demand and viable revenue realization.
- Path forward including: A joint group to engage and create solutions & recommendations to address challenges, engage with key stakeholders on solution framework, present recommendations to senior Government stakeholders.

MAJOR PROJECTS UNDERWAY

SECTION HIGHLIGHTS

- **CSR Agenda**
 - Roadmap and eco system formation for financing and delivery
 - RFPs for Knowledge Partners and CSR Implementation Partners
- **PCPNDT Advocacy**
 - In partnership with Ministry of Women & Child Development & 8 organizations
- **Internal communication enhancement**
 - New NATHEALTH Membership Portal
- **US Study trip to kickstart international agenda**

An advocacy blueprint on PCPNDT



NATHEALTH, along with the Ministry of Women and Child Development and 8 core healthcare organization across MedTech hospitals and diagnostics (radiology) have come together and created an advocacy blueprint on PCPNDT. Arthur D. Little (ADL) and EY have come forward to support this initiative.

It 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 the ABDM integration.

NATHEALTH Membership Portal

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. After collating feedback from a few core members, a transition plan shall be put into place that will shift Membership initiatives away from WhatsApp into a better CRM system. This will allow for more refined engagement, along with privacy protection.

The US Education Trip

NATHEALTH is planning a US Education Trip, with a focus on capacity building and knowledge generation. The initiative will also pave the way for NATHEALTH's Global Charter and create further pathways for generating strategic impact on the healthcare systems. It will offer learnings that can be implemented in the Indian context as well.

RFPs floated for Knowledge Partners and CSR Implementation Partners

NATHEALTH has circulated the RFPs and call for nominations on two of its major initiatives: 1) Knowledge Partners for NATHEALTH 3.0 Agenda 2) CSR Implementation Partner for the Vaccine Hesitancy Campaign and 3) CSR auditor. Partnerships are vital for NATHEALTH's towards collaborative growth of Indian healthcare. The Federation is receiving nominations from leading healthcare entities for both the categories.







Quarterly Report | June 2022

Healthcare Federation of India (NATHEALTH)

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