



*Under the aegis of the AGM, NATHEALTH organized a high powered leadership dialogue on March 22, 2019 between NITI Aayog, NHA and the Health Industry Eco System associated with NATHEALTH to explore partnerships and scale Ayushman Bharat initiative for better outcomes*

## India's Healthcare Priorities

The Road Ahead -Round Table Discussion

**NATHEALTH, 22nd March 2019**

**Fortis Memorial Research Institute Auditorium, Gurgaon**

## India's Healthcare Priorities

### Round Table Discussion

#### Scaling Ayushman Bharat for better Outcomes



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## Context



India plans to increase the contribution of the healthcare sector from 1% to 2.5% of the GDP. Major Investments are required in Tier 2/Tier 3 Cities. context. There are several open issues relating to the broad framework of investment, roadmap for setting up 150,000 Health and Wellness Centers and the role Private Sector can play in terms of partnerships and expertise

A roundtable was organised to discuss some of these pertinent issues. The overall challenges/issues were discussed, broadly categorized into three SUB-TOPICS:

- Scaling Ayushman Bharat- particularly expansion in Tier 2/3
- Increasing DNB throughput, funding the skill gap
- Financing primary care and NCD screening

## Acknowledgement

Nathealth acknowledges all the participants who made the roundtable a success. We deeply appreciate the panel – for taking out time from their busy schedule. Their valuable input resulted in very open and frank discussion. We also deeply acknowledge Fortis for hosting this roundtable in their world class Auditorium in FMRI, Gurgaon.

## The Panel

Panellists	
<b>Public stakeholders (Government)</b> <ul style="list-style-type: none"><li>• Dr Vinod Paul (NITI Aayog) (Chief Guest)</li><li>• Dr. Dinesh Arora (NHA)</li></ul>	<b>Private Stakeholders</b> <ul style="list-style-type: none"><li>• Ms. Preetha Reddy (Apollo Group)</li><li>• Dr. Sudarshan Ballal (Manipal)</li><li>• (Hony) Brig. Dr. Arvind Lal (Dr. Lal Path Labs) Special Address</li><li>• Dr. Harsh Mahajan (Mahajan Imaging) Moderator</li></ul>



From the left-Dr Vinod Paul (NITI Aayog) ; (Hony) Brig. Dr. Arvind Lal (Dr. Lal Path Labs); Dr. Dinesh Arora (NHA); Dr. Sudarshan Ballal (Manipal); Ms. Preetha Reddy (Apollo Group); Dr. Harsh Mahajan (Mahajan Imaging) Moderator

## The discussion and meeting flow:

The meeting started with the Secretary General- Mr. Siddhartha Bhattacharya providing opening remarks. Mr. Daljit Singh, President NATHEALTH, set the tone of the discussion and welcomed the chair. Dr Vinod Paul addressed the inaugurations session which led to a very frank and open discussion. He presented India's health scenario and asserted the importance of making India healthy. He urged the industry to join hands and work together for the healthcare of the country. During his entire address he expressed his openness to have a model which is win-win for citizens of India, Government, Industry and all other associated stakeholders. Dr Dinesh Arora asserted the importance of Public Private Partnership. The key takeaways from the entire discussion is categorized into four pillars –

- Arogya Bharat
- Quality and Skilling
- Primary Health Care
- Ayushman Bharat



*Mr. Siddhartha Bhattacharya, , Nathealth*



*Mr. Daljit Singh, Fortis*



*Dr Vinod Paul, NITI AAYOG*



*Dr Dinesh Arora, NHA*

Few glimpses of the event



## Key Discussion Points

### Arogya Bharat :



*“We are with you in every which way, and I am very delighted to take it forward in participation with all of us”- Dr Vinod Paul*

Dr Vinod Paul (NITI AAYOG) started his address with the pre-requisite to expand the Health Sector capacity, particularly near places where people live. He stressed on doubling the bed capacity (~additional 7,00,000 beds to reach 1 bed per 1,500 population) for which ~ 4,000 to 5,000 hospitals are needed in wave 1. He invoked the industry leaders to join hands to achieve the mammoth target on India’s healthcare. He also said that the government was open to towards finding win-win solutions for public and private partnerships.

### Steps undertaken by the Government

Dr Paul detailed the scheme and provided an overview of steps that have been taken to facilitate private sector intervention in achieving the ambitious target. His key points are summarized in the points below:

- 100% FDI in Health sector has been permitted since 2000.
- Advisory has been issued by the government to all the State Principal Secretaries on guidelines to facilitate private investments for setting up hospitals in Tier II/III cities in the following areas
  - Provide **land allocation**
  - Facilitate **clearance and permissions**
  - Compulsory **empanelment** of PMJAY and timely payment of services
  - 40% **Gap funding**
  - Restoration status of hospital as **industry** for getting benefit of VGF
- **Infrastructure Status** provided to Hospitals (RBI -master list) which will ensure Long term loans at lower interest rate, IT and GST benefits and relaxation of credit exposure norms.

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## Quality and Skilling Track

Dr Paul updated steps that have been taken to foster government and private partnerships in medical education. Still there are only three examples of partnerships, where a private entity is working with a district hospital and also serving as a medical college- Chittoor, Bhuj and Sikkim-Manipal models have been very successful but still this model is yet to scale. He insisted that there is a lot of scope to improve participation of the Industry to make India healthy. He reiterated the need of Private sector to come forward to play their part since-

- Private sector holds 70% of bed capacity and delivers 70% in patient care while giving back very few specialists.
- Every bed, whether in public sector or in private sector, should not only be used for care, but also to train our health specialists
- India has 2x short fall of doctors but 10X shortfall of specialists.
- Since Public Sector has already announced 20+ new AIIMS. In addition, Government is pooling Medical seats from ESIC, Armed Forces, Medical College and Railways, Private sector should also come forward to achieve results

He advocated the concept of building a Medical College on top of well-functioning hospitals. He also insisted upon creating colleges with campus structure/environment for undergraduate medical education in a setting that is conducive for learning.

*"I always say that in health you require trust, passion and compassion but the underline, baseline is Economics should work. The market forces need to work, and this is what we have promised to everyone here that market forces whether it is packaging, rationale of costing, it needs to be taken care"-*

*Dr Vinod Paul*

### Steps undertaken by the government

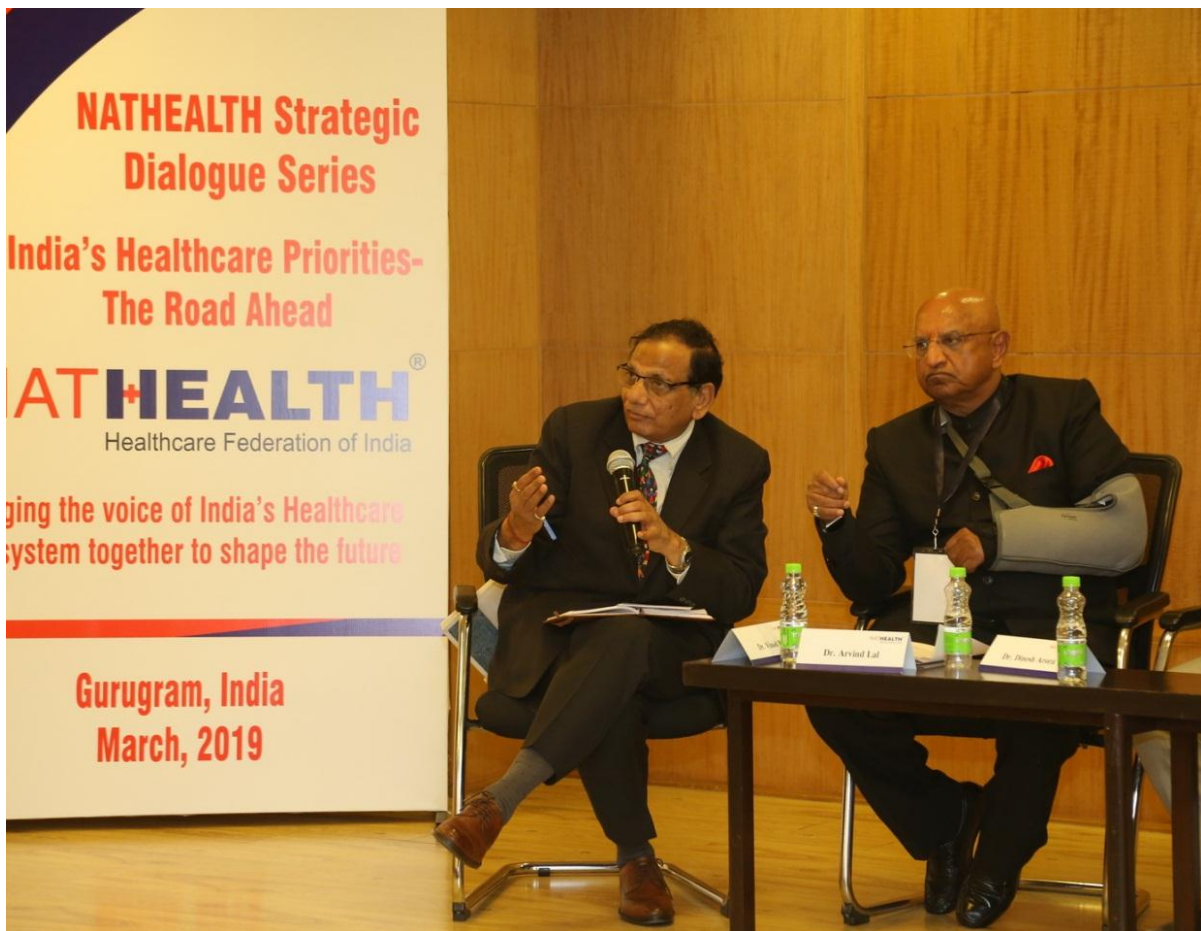
- Government is looking at **amending the MCI norms** so that 2-3 private players can join hands to set up a medical college. He urged the industry to support the bill
- Government has also made ease of business for involving **district hospitals as NBE institution** through a very liberal way and has offered 50% seats to the State Government
- Government seeks request from the state government for their MBBS doctors who could not compete themselves out but serve the nation at grass root level in the PSE and CSE
- Government is also considering directly **sponsoring candidates** with appropriate qualifications to apply so that DNB students can carry their fellowship.
- Government is willing to bring **DNB spend under 80G and CSR** spend.

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## Primary Health Care

Dr Paul mentioned that as per the National Health Policy 2/3<sup>rd</sup> of the budgetary resources will go to building primary health care. Despite this, Ayushman Bharat is often seen as deploying funds away from Preventive Health. He requested the Private sector to come up with innovative ideas with the use technology to serve remote delivery across districts like- Diagnostic Hub & Spoke Models, Mobile Medical Unit Solutions, Elder Care, large scale population screening for ENT/Cancer. He also said that in select states, there may be opportunity to have tele medicine system for few districts. It is possible to ensure ENT check-ups of 100 health and wellness centers, or a set of health and wellness centers can be managed by private players.

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*1Dr Vinid Paul answering questions from the audience*

## Ayushman Bharat Track



*"If our private sector will not associate with this, there is no universal health coverage and PMJAY is a non-starter."- Dr Dinesh Arora*

PMJAY will be an aspirational scheme that will start at 40% population and will scale up gradually. Dr Dinesh Arora informed they have crossed the initial targets of the first 6 months – have 10,000 private hospitals, 2.6 cr beneficiaries and 13.5 lakhs availed treatment under the scheme. He acknowledged the past delay in payment from CGHS, State Insurance, ESIC that got working capital caught in quagmire of red tapes. He assured that AB-PMJAY will redefine these service levels and ensure release within 15 days. Ayushman Bharat will be touching many facets-

- Universal Health Care- people having health without financial hardship
- It has provided cafeteria approach to the patient. Patient has become the king with 5 lakhs in their wallet they can choose from the empaneled hospitals
- Private sector will also have to redefine its philosophy to sort the issues on costing, rationalization etc. within next 4 months (Before September)
- PMJAY will redefine the eco system of the insurance market in the country- they control nearly 90% of the insurance market. A working group is formed with IRDAI for identification of beneficiaries and they are trying to develop a model where public and private can have one system.
- Ayushman 2.0 will have 3 Ds- Diagnostics, Devices and Drugs. NPPA has already been roped in and the costing of all this is being taken into consideration
- OPD is not scheduled to be included under PMJAY and it will come under Health Wellness center.
- Private sector has a role to play not only in Secondary and tertiary care but in primary care as well.
- Off the top 500 Private hospitals only 20 percent are empaneled with PMJAY and off these 20 percent are mainly in Tamil Nadu. More private hospitals should be empaneled.
- Corporate hospitals need to look at efficiency and build Ayushman Bharat efficient beds as opposed to high cost suites

*"We cannot afford to lose this high level of political commitment and current momentum. PMJAY has connected Public and Private Sector under one System in India. It is an irreversible step and we must move jointly in that spirit"- Dr Dinesh Arora*



From the left-Mr Daljit Singh (Fortis); Dr Vinod Paul (NITI Aayog); (Hony) Brig. Dr. Arvind Lal (Dr. Lal Path Labs); Dr. Dinesh Arora (NHA); Dr. Sudarshan Ballal (Manipal); Ms Preetha Reddy (Apollo Group); Dr. Harsh Mahajan (Mahajan Imaging) Moderator; Dr Siddhartha Bhattacharya (Nathealth)

## Key Deliverables:

<b>Arogya Bharat</b>	<b>Quality and Skilling</b>	<b>Primary Care/ Health And Wellness Centers</b>	<b>Ayushman Bharat</b>
<p>Industry to come up with specific examples on existing stimulus package if its working/not working and how can Government do to remove the bottle necks?</p>	<p>Propose model in which Private Sector can commit to the shared goal of fulfilling the DNB specialists and what are their specific asks from Government</p>	<p>Industry to develop innovative solutions on how and what private sector can offer in terms of technological solutions to help scale Health and Wellness centers</p>	<p>Private Sector to share evidences/data on a costing model to run a viable Ayushman Bharat Hospital in different parts of India as without concrete data, Government cannot make it fair and acceptable.</p>
<p>Propose an innovative workable business model that can be developed by linking to PMJAY</p>	<p>Industry to propose a viable model to allow private sector specialists to come and work in the new AIIMS.</p>		<p>Propose ways of creating space/models for developing Charitable/ Not Profit Hospitals in India? Example-100 Anagram Hospitals in India</p>
<p>Propose ways of engaging with the states as healthcare is a state subject</p>	<p>Industry to come back with concrete suggestions on how to convert a well-functioning hospital into a/many medical college(s).</p>		<p>Industry to do an impact analysis of GST on healthcare and come up with a workable solution.</p>

## Some voices from the Industry



*1 Rs a day financing came from the people, but it grew to Aarogyasri, it grew to Yashaswini, it grew to the Chief Minister's schemes. All these models have proven successful over 20 years. Can we figure out a way where we can just do 1 Rs or 10 rupees a day for millions of targeted populations and then bring them into the Ayushman Bharat bucket and scheme”-*

*Ms. Preetha Reddy*



*In addition to producing hospitals, we also need to improve the infrastructure of tier2 tier3 cities otherwise no doctors or professionals will move in there . The government has taken this extra ordinary measure of bringing health care to the masses and we at NATHEALTH representing the industry eco system, promise you , we will work to make this happen for betterment of our country.*

*Dr Sudarshan Ballal*



*Just seeing a nurse in this forum is an achievement for the country and I'm very proud of it.. Challenges on nursing shortages and their quality is similar to those of doctor's . The numbers and the quality, inability of innovation and the nursing act being so outdated -it's from the imperial era.*

*Ms. Thankam Gomez*

## Appendix-Participants

<b>S NO</b>	<b>Name</b>	<b>Designation &amp; Company</b>
1	Ms. Preethi Reddy	Apollo Hospitals Group
2	Ms. Dipali Nayyar Take	Avantor
3	Mr. Asik Das	Health Vista India Pvt Ltd (Portea)
4	Maiandra Das Gupta	Samsung India Electronics Pvt. Ltd.
5	(Honorary) Brig. Dr. Arvind Lal	Dr. Lal Path Labs Ltd.
6	Mr. Sanjay Bapna	InformDS Technologies Pvt Ltd
7	Mr. Sunil Thakur	Quadria Capital Advisors Pvt Ltd.
8	Ms. Ranjita	Abbott
9	Mr. Naveen Chandra	Aditya Birla Health Insurance
10	Dr. Girdhar Gyani	AHPI
11	Ms.Thankam Gomez	ANEI ( Association of Nurse Executives in India)
12	Ms. Vinita Sethi	Apollo
13	Mr. Karan Singh	Bain & Company
14	Mr. Satyam Mehar	Bain & Company
15	Mr. Stefan Nacho	Bill And Melinda Gates Foundation
16	Mr. Bivash Chakraborty	Biomerieux India Private Limited
17	Mr. Bivash Chakraborty	Biomerieux India Private Limited
18	Mr Kshitij Vijayavargiya	Boston Consulting Group
19	Mr. Rajiv Kapahi	Boston Scientific India Pvt Ltd
20	Mr. Prabal Chakrabarty	Boston Scientific India Pvt. Ltd.
21	Mr. Vibhav Garg	Business Analyst, Wipro GE Healthcare Pvt Ltd
22	Dr. Kurt Lackovic	Cancer Trials Australia
23	Mr. Om Manchanda	CEO, Dr. Lal Path Labs Ltd.
24	Mr. Prashant Sharma	Charnock Hospitals Pvt Ltd
25	Mr. Rajiv Mathur	Critical Care Unified Pvt. Ltd.
26	Mr. Kannan Neelakanta	Cura Healthcare Pvt. Ltd.
27	Dr. Anupam Karmakar	D Y Patil Hospital

<b>S NO</b>	<b>Name</b>	<b>Designation &amp; Company</b>
28	Mr. Rishi Suri	Deloitte
29	Mr. Mukul Bagga	Digibridge Healthcare Pvt. Ltd.
30	Mr. Koti Venkata Rao	Erfolg Life Sciences Pvt. Ltd.
31	Mr. Devashish Ohri	Executive Vice President
32	Dr. Nagendra Swamy S C	Federation of Healthcare Associations
33	Ms. Shobha Mishra Ghosh	FICCI
34	Dr Rajeev Nayyar	Fortis Healthcare Limited
35	Dr Ritu Garg	Fortis Healthcare Limited
36	Mr. Ajay Vij	Fortis Healthcare Limited
37	Mr. Daljit Singh	Fortis Healthcare Limited
38	Mr. Saurabh Gupta	Fortis Healthcare Limited
39	Ms. Sudha Jhijaria	Fortis Healthcare Limited
40	Mr. Rajeev Dua	Fortis Healthcare Ltd
41	Naresh Chandra Joshi	Fresenius Medical Care India Pvt. Ltd
42	Mr. Ajey Maharaj	Head - Corporate Communications
43	Md. Zakariah Ahmed	Health Travellers Worldwide
44	Dr. Vishal Sehgal	Health Vista India Pvt Ltd (Portea)
45	Mr. Gautam Khanna	Hinduja Hospital and MRC
46	Mr. Joy Chakraborty	Hinduja Hospital and MRC
47	Dr. Abhishek Sharma	IIFL
48	Ms. Kulpreet Freddy	IMPACT
49	Ms. Vijaydeep Shukla	IMPACT
50	Dr.V.K.Monga	Indian Medical Association
51	Mr. Dilip Kumar	Indian Nursing Council
52	Mr Amol Naikawadi	Indus Health Plus Pvt Ltd
53	Mr. Amit Mookim	Iqvia Consulting and Information Services India Private Limited
54	Mr. Diwaker Rana	KARL STORZ Endoscopy India Pvt. Ltd.
55	Mr. Sundeep Ramgarhia	LoneStar Holdings Private Limited
56	Dr. Harsh Mahajan	Mahajan Imaging



<b>S NO</b>	<b>Name</b>	<b>Designation &amp; Company</b>
57	Dr. Shravan Subramanyam	Managing Director India & Neighbouring Markets, Roche Diagnostics India Pvt. Ltd.
58	Dr. H. Sudarshan Ballal	Manipal Hospitals
59	Dr. Shubnum Singh,	Max Healthcare Institute Ltd
60	Mr. Rajit Mehta	Max Healthcare Institute Ltd
61	Mr. Bhavik Kumar	Medibox Digital Solutions Private Limited.
62	Mr. Gaurav Malhotra	Medicover Healthcare Pvt Ltd
63	Mr. Manish Lamba	Midmark (India) Pvt. Ltd.,
64	Mr. Sanjay Prasad	Mission of Mercy Hospital & Research Centre
65	Mr. Ratan	NATHEALTH Secretariat
66	Mr. Siddhartha Bhattacharya	NATHEALTH Secretariat
67	Ms. Vrinda Chaturvedi	NATHEALTH Secretariat
68	Ms. Ruma Banerjee	Neotia Healthcare Initiative Limited
69	Dr. Ravi Gaur	Oncquest Laboratories Ltd
70	Mr. Ashish Kohli	One Ethicon Surgical Johnson & Johnson Pvt. Ltd.
71	Mr. Sanjeev Vashishta	PathKind Diagnostics (P) Ltd.
72	Mr. Manish Sardana	Poly Medicure Ltd
73	Mr. Praveen Gupta	Premas Lifesciences Pvt. Ltd.
74	Dr. Rana Mehta	PWC
75	Mr. Shirish Ghoge	Roche Diagnostics India Pvt. Ltd.
76	Mr. Amit	SBHA & Associate
77	Mr. Ashish Saxena	SBHA & Associate
78	Mr. Hitesh Arora	SBHA & Associate
79	Ms. Sushmita Bhatnagar	Secretary, Association of Medical Consultants
80	Ms. Sadhana Sheth	Siemens Ltd.
81	Mr. Badhri Iyengar	Smith & Nephew Healthcare Pvt Ltd
82	Mr. Gopi Shankar	State Government of Victoria, Australia
83	Mr. Shishir Agarwal	Terumo India Private Ltd.
84	Mr. Probir Das	Terumo India

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85	Mr. Vineet Gupta	Varian Medical Systems International India Pvt. Ltd.
86	Mr. Pavan Choudary	Vygon India Pvt. Ltd
87	Mr. Suyash Borar	Xceptional Health & Wellness Pvt. Ltd.