



NAT+HEALTH[®]
Healthcare Federation of India

INTEGRATION
COLLABORATION
RE-IMAGINATION

REFLECTIONS FROM 2019

President's Message

As the curtain comes down on an eventful 2019, I would like to wish all of you a wonderful 2020 ahead of you.

It's also time for us to reminisce about the year that went by very quickly. The year started with the change of guard at NATHEALTH. Late March this year, I took over from the stoic Mr. Daljit Singh as President of the organisation. Around the same time, we had Mr. Siddhartha Bhattacharya take over as Secretary General and what a lightning rod he turned out to be. Ms. Anwesa Pandey joined as Deputy Secretary General and Ms. Vrinda Chaturvedi continued in her role.

It, indeed, has been a very eventful year for us. We set out with the goals of redefining the mission of NATHEALTH and gaining convergence of stakeholders in charting a path towards sustainable value creation core to its purpose. We stood committed to be the credible voice of healthcare and work as a team with many of the other leaders in the field like FICCI, CII, AHPI, ASSOCHAM and others. We also wanted to be the thought leader and work with the various arms of the government like NHA, NITI Aayog, MOHFW on various aspects of healthcare, including the most radical move by the government in establishing 'Universal Health Care' for the economically vulnerable in the form of Ayushman Bharat.

We looked at these goals through the prism of the 5 major tracks in healthcare under the various leaders and assistance from the knowledge partners. We also provided valuable suggestions to the government, including the model of an ideal Ayushman Bharat Hospital in a Tier 2 and Tier 3 city. The year also saw the fruition of many MoUs signed to further the cause of healthcare which included NHA, NASSCOM, Well Tech, Start-Up Nation Central (Israel), Roche Diagnostics, creation of elder care vertical in partnership with industry leaders like Max Antara, Genesis Rehabilitation Services India (GRSI) and our home care provider partners.

We also wanted to look at pooling and deploying strategic CSR funds for some of our social activities, promote ethical practise of medicine and drive advocacy to rebuild the diminishing trust between healthcare industry and the society.

There were a few changes in the leadership team in view of the move by our senior VP, Mr. Rajit Mehta of Max Healthcare who moved to an alternate position. Starting with Ms. Preetha Reddy who has worked very hard and closely with secretariat led by Siddhartha in achieving our goals. Along with her, we were fortunate to have support from Dr. Harsh Mahajan, Mr. Badhri Iyenger and Dr. Ashutosh Raghuvanshi who provided strong leadership to the NATHEALTH 2.0 mission.

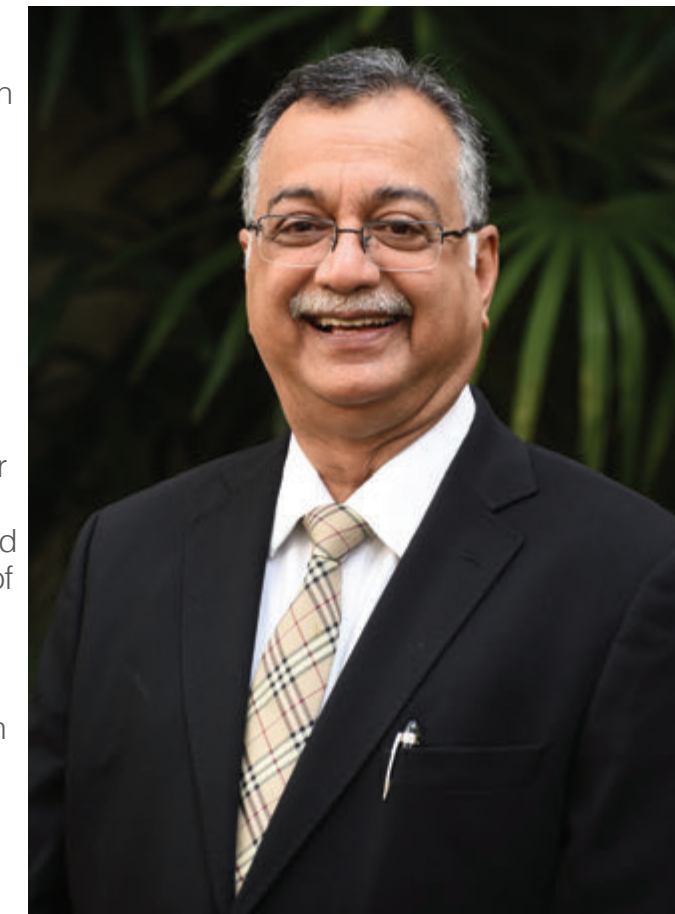
We had the usual Leadership Team & Governing Council meetings as per schedule in addition to the many meaningful interactions with NITI Aayog, NHA, Ministry of Health, MeitY, Ministry of Chemicals & Fertilizers and Health Ministers and HOD in State Governments.

The icing on the cake was the stupendously successful 6th Annual Event hosted on 28th and 29th November, 2019 along with the Health Care Start-up Carnival, jointly hosted with the NHA which has been one of the most talked about events in the healthcare space. We also released the NATHEALTH Diagnostics Report during the same annual event. The event showcased the solidarity of industry and the strong desire to collaborate on industry key issues from leaders like Dr. Naresh Trehan, Dr. Devishetty, Dr. Arvind Lal, Dr. Harsh Mahajan and many others who supported the vision of NATHEALTH in creating a unified voice to improve healthcare. We also achieved our goal of trying to get CSR ATG exemption status under 12A/80G for the organisation, thanks to the huge efforts of Dr. Mahajan.

We are working closely with other healthcare organisations to promote the ethics code for the medical profession which will certainly go a long way in getting rid of the trust deficit that has crept between the patients and doctors. The President Council meeting, attended by most of the past presidents of organisation, was a fountainhead of collective wisdom of many doyens of the industry including Dr. Prathap Reddy, Dr. Arvind Lal, Mr. Sushobhan Dasgupta, Mr. Rahul Khosla and Mr. Daljit Singh. Many issues were passionately discussed during this meet including the role of advocacy to build mutual trust between the healthcare industry, society and the government. Work is in progress on this front with the help of a well-known communication and advocacy agency and you will hear more about it in 2020.

All in all, it was a very fruitful year but we have miles to go before we rest on our laurels. Before I sign off for the New Year, I would like to thank each and every member including the LT, GC, members of the Secretariat led by the dynamic Secretary General, Mr. Siddhartha, our knowledge partners, collaborators, federation partners, PR and media agencies for helping us achieve many of our goals. During 2020 and beyond, we look forward to working very closely with all of you to build upon our many gains from 2019 and ensuring that we deliver on our vision of a quality healthcare system accessible and valuable for all Indians. We are attaching this New Year Dossier that captures glimpses of NATHEALTH during 2019 and we wish you and your families the best of the festive season and a wonderful new year.

—**Dr. H. Sudarshan Ballal**
President, NATHEALTH



Dr. H. Sudarshan Ballal, President, NATHEALTH

Communication and Advocacy



Communication

EMERGING AS A THOUGHT LEADER

Thought Leadership Series

NATHEALTH, as a thought leader of the healthcare sector of the country, is uniquely positioned to shape the dialogue and catalyze the evolution of a high quality, affordable health system across India, that match up to the best in the world.

To leverage thought leadership position in the sector, NATHEALTH has started the Forum Leaders Article Series, which strongly believes in engaging various stakeholders in a constructive dialogue on core issues. The apex healthcare body aims to facilitate opinion articles authored by the doyens and influencers of the healthcare sector in order to shed light on key areas like pricing mechanisms in Ayushman Bharat, wellness centers, medical devices costs, cohesive alliance of private and public partners among others. In the last quarter, many insightful articles were drafted and placed in the media capturing the challenges & opportunities in the healthcare ecosystem.

NATHEALTH and ASHRAE brainstorm in Delhi for hospitals' sustainability

NATHEALTH focuses on the aging population

NATHEALTH's Elder Care forum will receive leadership support from elder care experts Genesis Rehabilitation Services India (GRSI) and Max Antara Senior Living.

NATHEALTH exploring bilateral collaborations in digital health with Netherlands

Press Trust of India | New Delhi
Last Updated at June 24, 2019 19:40 IST

NASSCOM partners NATHEALTH to boost digital health in India

NATHEALTH to support NHA to implement Ayushman Bharat

Budget 2019 reactions: Focus on 'Healthy India' is the key takeaway: NATHEALTH

Ayushman Bharat: NATHEALTH To Support NHA To Execute The Program

Higher funding in Healthcare needs to be a Top Priority: NATHEALTH

NHA to collaborate with Healthcare Federation for better implementation of Ayushman Bharat

Advocacy

POLICY RECOMMENDATIONS TO FURTHER IMPROVE THE INDIAN HEALTHCARE ECOSYSTEM

Recommendations on DNB Programs

In light of the paucity of specialist doctors in the country, NATHEALTH suggested a slew of reforms that can address this problem.

To start with, private sectors are in better shape to create a desirable ecosystem, as far as increasing the number of DNB seats is concerned. NATHEALTH also endorses inclusion of new courses in various streams like non-surgical, non-interventional specialties like dialysis, non-invasive cardiology, diabetology and others to increase the number of seats.

Other important recommendations include:

- Signing MoUs with accredited private hospitals having excellent track record in conducting DNB programs in district/charitable hospitals
- Restructuring of fees for the DNB program with government to provide concessional student loans to meet the course fee
- Recognizing DNB board fellowships in non-surgical, non-interventional specialties to increase the number of specialties

Recommendations on Medical Devices (Safety, Effectiveness and Innovation) Bill

As per the proposal submitted by NATHEALTH, the overall industry will face tough challenge basis the new regulator is created without adequate planning. Subsequently, it may bring in complex process of multi-ministerial approval delays and new authorization process, thus hampering local innovation, local manufacturing opportunity and jeopardizing the efforts put forth so far by Government of India over decade.

Hence, on behalf of health industry, NATHEALTH urges the government to consider regulation based on classification of medical device, and keeping in view the existing regulations available in India for 'high-end' medical devices and diagnostics. Further, NATHEALTH urges the government to ensure avoiding duplicity in process that are detrimental to patient access and safety.

Recommendations for DNB Program



Suggestions for DNB Program

The objective of increasing the number of DNB seats can be met with greater participation from the private sector. The challenges mentioned below are some common bottlenecks that have been identified in the private sector and allow for opportunities which can be explored to create a desirable ecosystem for the private hospitals to be inclined to invite more DNB students.

Eligibility for Accreditation:

1. **DNB accreditation is currently granted to each individual hospital unit, based on it fulfilling the eligibility criteria independently.** This limits the number of eligible units and subsequently the total number of DNB seats in a hospital chain.
 - a. Although individual units might not qualify by themselves, they can qualify if they can rotate their DNB students in different units of the same hospital group. E.g.: Manipal Bangalore has a large main unit hospital but multiple smaller satellite units which do not qualify independently, but have the capacity as a chain to expand the intake of DNB students significantly
 - b. Infrastructure like libraries can be created at a central location within the hospital group and not replicated for each satellite unit thus leveraging common assets and reducing costs. Virtual libraries can also be explored as a qualifying criteria.
2. **Hospitals need to wait for 2 years before they can apply for DNB accreditation.** Shorter wait time can provide for faster increase in seats.
3. **The bed to number of specialties allowed for DNB should be revisited to allow for more specialties per unit bed in pvt. Hospitals.** Especially in underserved areas, smaller units should be able to host DNB programs by such efforts. Suggested amendments in bed strength & specialties permitted:
 - a. Category 2 (150-200 bedded hospitals – at least 5 specialties should be allowed instead of the current 3 specialties)
 - b. Category 3 (100-150 bedded hospitals – at least 4 specialties should be allowed instead of the current 2 specialties)
 - c. Suggested to have a new category (75-100 beds) with 3 specialties
4. **Hospitals need to employ full time doctors for the DNB program.** Since most hospitals prefer to work on a contractual/visiting doctor model, a revisit to this norm to pace up to the industry is needed. About 50% of the faculty could be part time.

Recommendations on Medical Devices (Safety, Effectiveness and Innovation) Bill



Recommendations on Medical Devices (Safety, Effectiveness and Innovation) Bill

Recommendations to the Government at NATHEALTH 6th Annual Summit

On the two-day 6th Annual Summit, NATHEALTH suggested a number of ideas intended towards unlocking the potential of Ayushman Bharat, investments, quality and healthcare innovation.

Important recommendations include:

- Positioning healthcare in India as a credible global brand
- Paying equal attention to preventive and curative care
- Helping hospitals to sustainably grow in metro/tier 1 markets and expanding footprint beyond tier 2/3
- Enabling PPP with a single window for all healthcare industry to achieve Universal Health Coverage (UHC)
- Promoting value medical tourism and home healthcare services as part of the overall industry
- Using CSR funds to further the critical segments like preventive health, skilling and digital technologies
- A combination of investment and tax reliefs in order to build infra assets and provide best-in-class healthcare services across the country
- Promoting a comprehensive digital health landscape to increase access and improve efficiency across industry

Recommendations to the Government at NATHEALTH 6th Annual Summit



INTEGRATION
COLLABORATION
RE-IMAGINATION

**Reimagining Collaboration to strengthen India's
Healthcare Growth Trajectory**

Key Recommendations

NATHEALTH
Health Care federation of India

Recommendations on Digital Health Online Consultation Platforms

NATHEALTH looked into the issue of doctors' registrations getting banned on online consultation platforms and came up with suggestions of its own to strike a balance between using internet for patient-doctor bond and doctor's marketing activities.

To start with, disallowing doctors to register online with the fear that this will be used for marketing and promotional activities, will tantamount to a serious setback to Digital India aspirations. It will cut off digital access to a large set of population unable to get access to a high quality medical expert physically in foreseeable future. Likewise, NATHEALTH recommends that Medical Council of India should set up a core expert committee to evaluate digital health, and the myriad opportunities and risks it presents.

In case of online platform listing and norms, NATHEALTH suggested the following:

1. Advertising of services, including listing on aggregator platforms, (without explicit doctors' consent, as maybe happening now), should be restricted.
2. Information of doctors that is hosted by individual institutions or individual doctors with consent should be allowed, under a clear ethics framework which individuals understand and attest.
3. Aggregators cannot use doctor availability information as a business model by routing search results into revenue streams.
4. Ratings of any doctor should not be allowed as per medical council mandates.
5. Overarching theme should be to help public identify availability and other credentialing details of doctors.
6. Data privacy and patient confidentiality should be maintained to safeguard the gathered information.

Recommendations on Digital Health Online Consultation Platforms

**Online Consultation Platforms
Digital Health
Key Recommendations**

NATHEALTH

Pre-Budget Recommendations

To create a robust healthcare ecosystem in the country and take Pradhan Mantri Jan Aarogya Yojna (PMJAY) under Ayushman Bharat Mission to the next level, NATHEALTH requested the government to make health insurance coverage mandatory to all citizens.

In its pre-budget recommendations, NATHEALTH has suggested introduction of a healthcare infrastructure upgradation fund and sought 'National Priority' status for healthcare sector. Other recommendations include incentives to medical value tourism, zero rating GST on healthcare services and health insurance premiums, incentivizing capacity building, promotional policies for private providers, and exemption of custom duty on medical cyclotron among others.

Recommendations on Service Tax Retraction for Home Care Service Providers and Inclusion Under Clinical Mega Exemption Statute

According to the Service Tax Department, the services rendered by the home-healthcare company do not fall within the definition of "Healthcare Services". Therefore, services like Physiotherapy, Nursing, Lab Tests, Newborn Baby & Mother Care, Elder Care, Doctor Visit and Equipment Renting came under the scrutiny of service tax authorities.

NATHEALTH believes that home-healthcare sector is crucial for the overall health industry. It not only caters to elderly population of the country, but also ensures better medical outcomes for patients as well as better management of chronically sick individuals. This prompted NATHEALTH to draw the concerned department's attention towards the scope of services offered by the company as well as definition of 'healthcare service' as per the Mega Exemption Notification. Going by the elaborate definition, it's understood that 'home-healthcare services' is also a part of healthcare services.

NATHEALTH made the suggestion of modifying the definition of healthcare services to include home-healthcare services.

Pre-Budget Recommendations



Pre-Budget Recommendations *Industry Request Summary* 2019-2020

Recommendations on Service Tax Retraction for Home Care Service Providers and Inclusion Under Clinical Mega Exemption Statute



Recommendations on Service Tax Retraction for Home Care Service Providers and Inclusion Under Clinical Mega Exemption Statute

Recommendations on Channelizing CSR Obligation of Diagnostic Companies into Non-communicable Disease (NCD) Programme

One of the important elements on which the NCD programme focuses is the provision of “free diagnostic facilities”. However, as per the existing CSR guidelines, Diagnostic companies are apprehensive if any in-kind support of capability/services could actually be accounted towards the CSR obligations. In simple words, diagnostic companies are not sure whether the market comparable service fee could be treated as meeting the CSR obligations.

NATHEALTH supports the comparable market service fee for free test/support by Diagnostic companies to come under the purview of CSR obligations. To clear the ambiguity, NATHEALTH seeks the intervention of Ministry of Corporate Affairs (MCA) to appropriately clarify the issue.

Recommendations on Costing Exercise of Ayushman Bharat Prepared by Department of Health Research

NATHEALTH is committed to collaborating with the Ayushman Bharat scheme for ‘Universal Health Care’. It also appreciates the costing exercise done by the Department of Health Research and agrees with its overall objectives, bottom-up approach and standardized methodology.

However, NATHEALTH noticed that the overall design of the program is slightly tilted towards public hospitals, because of which package rates for services provided in private hospitals may not be as robust as intended. Also, costing methodology can be better tested or put in use if it draws on inputs taken from previous hospital costing exercises in India.

NATHEALTH suggested that a scientific costing and pricing is the need of the hour. It will strike a balance between private and public hospital package rates for varied services, and pull the private sector to work with the government on realizing the dream of Ayushman Bharat.

NATHEALTH-NASSCOM-OPPI Joint Position on National Digital Health Blueprint

NATHEALTH, in association with NASSCOM and OPPI, organized workshops to discuss the provisions of National Digital Health Blueprint (NDHB) and provide a consolidated feedback.

NATHEALTH lauded the efforts of the Ministry of Health and Family Welfare (MoHFW) in creating a comprehensive, nationwide integrated e-Health system under National Digital Health Blueprint. NATHEALTH is convinced that it will surely kick-start digital adoption for affordable, accessible and quality healthcare for the citizens.

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Recommendations on Skill Building in Health Sector

NATHEALTH considers skill development of health professionals to be one of the prominent aspects towards making healthcare affordable and accessible for all.

The health sector has immense opportunity to drive the economic development but it also has a set of challenges to deal with. Like, with the disease burden shifting to non-communicable diseases (NCDs), skill building is largely required in areas of preventive care and public health. Also, lack of a better work opportunities in the home country can propel our healthcare human resources to shift to abroad.

Keeping these challenges in mind, NATHEALTH came up with some valuable suggestions:

- NATHEALTH prefers a white paper to be made, with a competency framework to assess demand-supply gap and build innovative Public-Private-Partnerships (PPPs).
- Top-notch practices in healthcare and technology will certainly boost skill delivery programs.
- Working with relevant stakeholders will lead to improved quality and availability of skilled-allied health workers.
- Regular advocacy of health skilling programs will add great value in the eyes of general public.

Recommendations on Skill Building in Health Sector

Recommendations on Skill Building in Health Sector

Publications



Print & Online Coverage

The year 2019 was quite a busy year for NATHEALTH. Its various partnerships, agreements, policy suggestions and events got featured in some of the most prestigious print and online media. Print included a series of press release, articles and contents whereas online included content on digital & social media websites.



NATHEALTH: Powered By A Critical Need

NATHEALTH is the genesis of a movement to bring the healthcare ecosystem in one place. It is the forum that will facilitate the shift in mindset, delivery and decision making.

Indian healthcare is in a truly unique juncture at this point. At one end, we have taken giant strides to establish ourselves as a highly skilled and efficient medical ecosystem with excellent clinical outcomes driving a powerful value proposition. But this is counterbalanced by a massive disease burden, tangible dichotomies in healthcare delivery and massive infrastructure crunch.

To solve this paradox is our most immediate challenge. It will take our combined efforts, it will take our commitment and continuous engagement. Most importantly, it will take a spirit of collaboration and partnership from all stakeholders.

Healthcare industry participants in India have come together to work along with policy makers to create an environment that will power the next wave. NATHEALTH is the genesis of this movement. It is the forum that will facilitate the shift in mindset, delivery and decision making. In celebration of our 7th anniversary, we will recommit to our vision in building a better and healthier India by unifying the voice of the ecosystem and harnessing its true potential.

NATHEALTH
Healthcare Federation of India

In celebration of our 7th anniversary, we will recommit to our vision in building a better and healthier India by unifying the voice of the ecosystem and harnessing its true potential.

NATHEALTH recommends expanding PM-JAY to provide health insurance to all

IN HEALTHCARE
QUARTERLY NEWSLETTER BY NATHEALTH
APRIL - JUNE 2019

6th Annual SUMMIT 2019
28th - 29th November 2019
The Lalit - New Delhi

STARTUP CARNIVAL

INTEGRATION COLLABORATION RE-IMAGINATION

THE WEEK
NHA-NATHEALTH Startup Carnival Showcases Amazing Innovations

NATHEALTH exploring bilateral collaborations in digital health with Netherlands

Outlook
THE NEWS SCROLL
28 NOVEMBER 2019 Last Updated at 5:51 PM | SOURCE: PTI

Working closely with govt to ensure universal health coverage: NATHEALTH

Policy Dialogues



MEETINGS, ROUNDTABLE AND CONCLAVE

NATHEALTH-National Health Authority (NHA) Roundtable

NATHEALTH set up a roundtable with NHA, the implementing agency for Ayushman Bharat- Pradhan Mantri Jan Arogya Yojna on 12th February, 2019. This collaboration is an important step towards delivering safe, sustainable and people-centric care. The roundtable discussion focused on improvement of quality of healthcare and increasing private investment in health infrastructure in the country.

The meeting saw all the participants agreeing upon NATHEALTH's support in setting up of a mechanism to provide technical experts and inputs.

NITI Aayog - NHA Dialogue

Under the aegis of the Annual General Meeting, a high-powered leadership dialogue between NITI Aayog, NHA and health industry stakeholders was organized on the topic 'India's Healthcare Priorities-The Road Ahead' on March 22. The host of this roundtable discussion was Fortis Memorial Research Institute Auditorium, Gurgaon.

The goal of this strategic leadership dialogue revolved around how to minimize the glaring gap between bed capacity and population. Also, the meeting touched upon how healthcare sector can increase its contribution to the Indian economy than being just 1% of the GDP at present.

Prominent panelists included Dr. Vinod Paul, NITI Aayog as Chief Guest; Dr. Dinesh Arora, NHA; Ms. Preetha Reddy (Apollo Group), Dr. Sudarshan Ballal, Manipal; (Hony) Brigadier Dr Arvind Lal, Dr. Lal Path Labs; and Dr. Harsh Mahajan, Mahajan Imaging.

National Health Authority (NHA) Roundtable



National Health Authority- Ayushman Bharat (PMJAY) & Healthcare Federation of India (NATHEALTH)



A New Momentum to Ayushman Bharat- PMJAY

Highlighting the critical role of both public and private sector providers for Ayushman Bharat - Pradhan Mantri Jan Arogya Yojna (PMJAY), its implementing agency National Health Authority (NHA) is set to collaborate with NATHEALTH- Healthcare Federation of India.

NITI Aayog - NHA Dialogue



India's Healthcare Priorities

The Road Ahead -Round Table Discussion

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

NATHEALTH, 22nd March 2019

Fortis Memorial Research Institute Auditorium, Gurgaon

Joint Delegation with FICCI

NATHEALTH participated in a joint delegation with FICCI and other health stakeholders on 27th June, 2019 at the NHA office.

The purpose of this gathering was to discuss the scalability of Ayushman Bharat scheme, particularly on package viability and rates in tier 2 and 3 cities. The topic of 'Digital Health Innovation' was also raised, in terms of how to take it forward along with selection/screening of start-ups.

Dr. Indu Bhushan, Dr Sudarshan Ballal (Manipal Hospitals), Dr. Harsh Mahajan (Mahajan Imaging), Mr. Prabal Chakraborty (Boston Scientific), Ms. Shobha Mishra Ghosh (FICCI), Dr. Girdhar Gyani (AHPI), Ms. Vinita Sethi (Apollo), Mr. Siddhartha Bhattacharya (NATHEALTH) and Ms. Vrinda Chaturvedi (NATHEALTH) made their presence felt at the meeting.

Innovation Conclave

NATHEALTH participated in the 6th edition of NASSCOM's flagship healthcare initiative on 19th September, 2019. The topic of the conclave was 'Redefining the Healthcare Landscape- The Digital Shift'.

It saw an ensemble gathering of senior decision makers from the government, hospitals, pharmaceutical companies, medical device companies, start-ups/innovators, academia and other relevant stakeholders from the healthcare ecosystem, to discuss the innovation and adoption of technologies in healthcare.

NATHEALTH Round Table on Preventive Health, Primary Care Delivery Innovation to deal with Non Communicable Disease Burden

The NATHEALTH roundtable session, organized on 23rd October in New Delhi, saw two eminent personalities of the healthcare industry- Dr. Rajeev Sadanandan, Chief Executive Officer, Health System Transformation Platform and EX Health Secretary, Kerala and Dr. Severin Schwan, Chief Executive Officer, Roche Group- sharing the same platform. They discussed how NATHEALTH can shape its agenda to bring an improved healthcare ecosystem. The insightful discussions stretched upon:

- Integrating the continuum of care through comprehensive financing and robust primary care solutions
- Focusing on digitalization healthcare innovation & ideas

NATHEALTH is thankful to Roche Diagnostics for all the support and partnership session.

Joint Delegation with FICCI

NATHEALTH
Healthcare Federation of India

Meeting with Chief Executive Officer, Ayushman Bharat- PMJAY, National Health Agency – Dr. Indu Bhushan

Date & Time : 27th June, 2019 at 12:00 PM
Venue- NHA Office

Participants:
Dr. Indu Bhushan, Dr Sudarshan Ballal (Manipal Hospitals), Dr. Harsh Mahajan (Mahajan Imaging), Mr. Prabal Chakraborty (Boston Scientific), Ms. Shobha Mishra Ghosh (FICCI), Dr. Girdhar Gyani (AHPI), Ms. Vinita Sethi (Apollo), Mr Siddhartha Bhattacharya (NATHEALTH), Ms. Vrinda Chaturvedi (NATHEALTH)

Key Deliberations and Decisions

Ayushman Bharat tier 2 & 3 cities

- Shared the concept model for Ayushman Bharat hospital based – on package viability and rates in tier 2 and 3 cities jointly prepared by NATHEALTH & AHPI
- This is an example where industry has come forward with financial and domain experts- understanding the viability gap for a Denovo hospital at current package rates and volume mix and the need to arrive at viable model
- There is a need to make Ayushman Bharat scheme successful- how can it scale?
- To finance Ayushman Bharat is the important initial step.
- FICCI is doing study on -How to deal with Challenges at the hospitals- identifying successful models- it will weave into Ayushman Bharat model
- Industry suggested that there was a need to subsume the different state level government schemes into one national scheme- Ayushman Bharat
- State government need to partner with Central Government and industry

NATHEALTH Round Table on Preventive Health, Primary Care Delivery Innovation to deal with Non Communicable Disease Burden



Innovation Conclave

NASSCOM
Center of Excellence-IoT & AI
A Health Initiative with IITM, IISc, IISER, IISER, IISER & IISER

NASSCOM

LHIF
LIFE SCIENCES & HEALTHCARE INNOVATION FORUM
6th Edition of #LHIF
'Redefining the Healthcare Landscape - The Digital Shift'

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NATHEALTH 6TH ANNUAL SUMMIT

The NATHEALTH Annual Summit is a rare platform with inspiring keynotes, intense deliberations and participate panel discussion to drive a stronger and purpose-driven healthcare narrative in India. This year was the 6th Annual Summit, a two-day conclave (28th-29th November) on “Reimagining Collaboration to Strengthen India’s Healthcare Growth Trajectory” in New Delhi.

The summit revolved around predefined four pillars of healthcare, namely Investment in Healthcare, Digital Health, Skill Development and Mainstreaming Health Innovations. This grand event saw a gathering of thought leaders from the industry, decision makers from the government, domain experts, academicians, innovators, enterprises and start-ups, to name a few.

Event Theme Agenda: Day 1

- Digital Solutions: Driving transformation in the Healthcare industry to enable next wave of accessibility and affordability
- Creating an ecosystem to increase investments in healthcare
- Public and private investments in the next 5 Years
- Importance of right skilling and addressing current skill gaps to enable next generation healthcare reforms in India
- Enabling a supportive environment to address medical workforce challenges: Steps taken by government to impart skill training and movement of healthcare specialists in rural and pre-urban areas
- Launch of NATHEALTH Landscape Report on Diagnostics and Deliberations

Event Theme Agenda: Day 2

- Innovation and Entrepreneurship: A perspective on healthcare in Ayushman Bharat era
- Innovation and Ayushman Bharat: A drive to integrate Start-up India and Swasth Bharat
- The story of start-ups
- Incubation and acceleration to drive research and development
- Is AI and Digital in healthcare a reality or a dream?
- Going global in healthcare



NATHEALTH REGIONAL PROGRAMS

Western Chapter Roundtable

To deliberate on the opportunities and challenges of the Healthcare sector in Western region of the country, NATHEALTH organized Western Chapter Roundtable in Mumbai on 15th March, 2019.

The event saw the participation of healthcare leaders like Mr. Ranjit Shahani (Ex Dy. Chairman, Novartis India); Mr. Gautam Khanna (CEO, Hinduja Hospital); and Mr. Amit Mookim, Managing Director, South Asia, IQVIA.

In the meeting, the healthcare leaders also stressed on the importance of taking collaboration with the State government to the next level.

Eastern Chapter Roundtable

Keeping in mind to revive the regional agendas, a roundtable by the name of Eastern Chapter was organized for the east zone in Kolkata on May 21.

Regional agendas of the East Chapter consisted of increasing the level of engagement with the government, credibility of healthcare, pricing & costing exercise within Ayushman Bharat scheme, and importance of data and IT integration.

The delegates present at the roundtable event also stressed on sharing a concept note on funding models. The idea was to come up with an optimum model by looking evaluating both successful and disaster models.



Western Chapter Roundtable



Eastern Chapter Roundtable

Digital Health Conference, Northern Region

A Digital Health Conference was organized by NATHEALTH in collaboration with the Netherlands Embassy on 24th June in New Delhi.

The conference was aimed at exploring digital innovation in healthcare and attracted participation from med-tech companies, IT companies, researchers & academicians, innovators & start-ups, hospitals and medical practitioners.

The delegation members introduced themselves and spoke on their specialization areas. There was also an opportunity to learn some of the successful PPP models of Netherlands and India in Med-Tech/ eHealth.

Digital Health Conference, Southern Region

A similar health conference was organized by NATHEALTH, in collaboration with the Netherlands Embassy, on 26th July in Bangalore. The agenda of the conference was to understand how both countries can work in partnership to address common challenges faced by the sector and co-create solutions.

Key takeaways from the conference are mentioned as under:

- It helped in formulating a joint proposition towards resolving and co-creating the solutions together.
- Experts from various sectors exchanged ideas and explored how they can mutually benefit from each other's experience.



Digital Health Conference,
Southern Region



Digital Health Conference,
Northern Region

Collaborations, Partnerships & Co-creation of Programs at National, Regional or State Level



MoU with Well Tech

NATHEALTH entered into a Memorandum of Understanding (MoU) with the global start-up accelerator, Well Tech on 11th June, 2019 in Bangalore. Together, the two organisations are looking to provide health start-ups with access to capital, technology support and industry partnerships among others.

The aim is to scale up the Indian healthcare ecosystem nationally as well as internationally to serve millions of patients and customers. This collaboration has the potential to go a long way to create a robust start-up ecosystem by encouraging innovation in clinical outcomes, transparency, patient safety and supply-chain management.

MoU with The National Association of Software and Services Companies (NASSCOM)

NATHEALTH signed a Memorandum of Understanding (MoU) with NASSCOM on 26th June, 2019 in Bangalore. The joint initiative aims to act as an interface between the industry and government on various policy and regulatory topics with a view to improve the regulatory environment in India.

Further, it focuses on five areas of collaboration, namely Digital Adoption by Healthcare Industry, Universal Healthcare, Policy Advocacy Initiatives, Thought Leadership and Tech-enabled Innovation.

NATHEALTH Meeting With Ms. Preeti Sudan, Secretary (H&FW)

NATHEALTH delegation was led by Ms. Preetha Reddy for a meeting with Ms. Preeti Sudan, Secretary (H&FW) on 9th April 2019.



MoU with Well Tech



MoU with NASSCOM



NATHEALTH Meeting
With Ms. Preeti Sudan,
Secretary (H&FW)

MoU with National Health Authority (NHA)

Keeping in mind the goal of Universal Health Coverage through Ayushman Bharat, its implementing agency NHA and NATHEALTH jointly agreed to sign a Memorandum of Understanding (MoU) on 26th July, 2019.

This strategic partnership between NATHEALTH and NHA is committed towards meeting the following objectives:

- Identifying the best healthcare innovations and start-ups in the country
- Assessing healthcare innovations through varied perspectives such as clinical, technical, impact, sustainability and scalability
- Enabling an ecosystem for healthcare innovations to engage with Ayushman Bharat PM-JAY
- Providing 'go-to-market' support across Tier I, II and III cities, and rural areas
- Starting a dialogue on 'How to Create an Enabling Regulatory Framework for Mainstreaming Innovation'

MoU with Genesis Rehabilitation Services India (GRSI)

NATHEALTH and GRSI, a leading operator of senior care and rehabilitation services in India, agreed to sign a Memorandum of Understanding on 31st August, 2019. Through this joint initiative, both the organizations are committed towards establishing a dedicated 'Senior Living Vertical' for creating comprehensive support system for elder care.

The aim of this partnership is to enhance life expectancy of elders by giving them social, psychological, financial and medical support.

MoU with Roche Diagnostics India

NATHEALTH is committed towards facilitating healthcare access for patients, with a special focus on diagnostics and preventive medicine.

By signing a Memorandum of Understanding (MoU) with Roche Diagnostics India, NATHEALTH looks to spread awareness and acceptance of advanced screening and diagnostic solutions, especially cancer diagnosis and treatments



MoU with NHA



MoU with GRSI



MoU with Roche Diagnostics India

MoU with Start-Up Nation Central

During the 6th Annual Summit of NATHEALTH on 29th-29th November, India's apex healthcare body signed a Memorandum of Understanding with Start-Up Nation Central (SNC), an independent non-profit organization in Israel.

This agreement will help both the partners to exchange best of breed expertise in digital health, scale innovations and connect the domain experts across India.

MoU with The Indian Chamber of Commerce (ICC)

NATHEALTH and The Indian Chamber of Commerce (ICC), both having a common goal of advancing capacity building initiatives for healthcare management and development of healthcare infrastructure, signed a Memorandum of Understanding (MoU) on 4th December, 2019.

This joint agreement will facilitate in the development of training platforms for healthcare professionals, be it doctors or allied health workers. The aim of this equal partnership is to create a pool of trained manpower for providing healthcare services.



MoU with Start-Up Nation Central

Advisory Team- President Council Meeting



President Council Meeting For Discussing Strategies

Held on 25th July, 2019, the President Council meeting was attended by Leadership Team, past Presidents and Secretariats, as they discussed strategies for NATHEALTH to provide a new momentum to the healthcare sector.

The aim of this gathering was to strategize how NATHEALTH can be the unified voice of private healthcare ecosystem. It ranged from strengthening the collaborations in the area of Digital Health and Innovation to participating in the policy-led dialogues with the government.



Drive Towards Sustainability,
Scale and Impact



Drive Towards Sustainability, Scale and Impact

There is a ready pool of members who can contribute to the foundation as part of their CSR initiatives. NATHEALTH is an ideal CSR partner under 12A/80G. Following are the ways by which NATHEALTH and its members will be giving back to the environment:

- By contributing to NATHEALTH Strategic CSR Fund, one can get access to the broader Ecosystem Partners in healthcare.
- NATHEALTH will create a pull and involve government at the highest level in central, regional & state levels for scalability, impact and sustainability.
- NATHEALTH pooling industry CSR will help establish critical scale, quality, efficiency, communication and improve industry image.
- By finding co-funding & technical partners across the world, NATHEALTH is likely to get either financial or technical resources under 12A/80G.
- It will help NATHEALTH and its collaborators grow, sustain and create long-lasting impact.


**GOVERNMENT OF INDIA
MINISTRY OF FINANCE
INCOME TAX DEPARTMENT
CIT(EXEMPTION), DELHI**

Name and Address of the Applicant HEALTHCARE FEDERATION OF INDIA 26,1ST FLOOR, INDUSTRIAL ESTATE OKHLA PHASE -3 NEW DELHI 110020 ,Delhi India				
PAN: AAAAH7986F	Application No: CIT(EXEMPTION), DELHI/2019- 20/12AA/10914	Registration No: CIT(EXEMPTION) DELHI/12AA/201 9-20/A/10462	Order No: ITBA/EXM/S/12 AA/2019- 20/1019233926(1)	Date: 22/10/2019

Order for registration under section 12AA of the Income Tax Act, 1961

- I. An application in Form No. 10A seeking Registration u/s 12AA of the Income Tax Act, 1961 was filed on **04/06/2019**.
- II. The trust/ society/ non profit company was constituted on **21/05/2012** by the trust deed/ memorandum of association/ instrument indicating its objects.
- III. After considering the material available on record, the applicant trust/ society/ non profit company is hereby granted registration with salient activities as **Advancement of any other object of general public utility** and the provisions of sections 11 and 12 shall apply in the case from the **Assessment Year: 2020-21**.

S.No.	Conditions
1	As and when there is a move to amend or alter the objects/rules and regulations of the applicant, prior approval of the Commissioner shall be sought along with the draft of the amended deed and no such amendment shall be effected until and unless the approval is accorded.
2	In the event of dissolution, surplus and assets shall be given to an organization, which has similar objects and no part of the same will go directly or indirectly to anybody specified in section 13(3) of the Income Tax Act, 1961.
3	In case the trust/institution is converted into any form, merged into any other entity or dissolved in any previous year in terms of provisions of section 115TD, the applicant shall be liable to pay tax and interest in respect of accreted income within specified time as per provisions of section 115TD to 115TF of the Income Tax Act, 1961 unless the application for fresh registration under section 12AA for the said previous year is approved by the Commissioner.
4	The Trust/ Institution should quote the PAN in all its communications with the


Note: If digitally signed, the date of digital signature may be taken as date of document.
 CIVIC CENTRE, MINTO ROAD, MINTO ROAD, NEW DELHI, NEW DELHI, Delhi, 110002
 Email: DELHI.CIT.EXMP@INCOMETAX.GOV.IN, Office Phone:011-23234643

12A


**GOVERNMENT OF INDIA
MINISTRY OF FINANCE
INCOME TAX DEPARTMENT
CIT(EXEMPTION), DELHI**

Name and Address of the Applicant HEALTHCARE FEDERATION OF INDIA 26,1ST FLOOR, INDUSTRIAL ESTATE OKHLA PHASE -3 NEW DELHI 110020 ,Delhi India				
D. No- 12656				
PAN: AAAAH7986F	Application No: CIT(EXEMPTION), DELHI/2019- 20/80G/10209	Approval No: CIT(EXEMPTION) DELHI/80G/2019- 20/A/10367	Order No: ITBA/EXM/S/80G/201 9-20/1022039141(1)	Date: 10/12/2019

Order for approval under section 80G(5)(vi) of the Income Tax Act, 1961

- (i) An application in form 10G of the Income Tax Rule, 1962 for grant of approval under section 80G (5)(vi) of the Income Tax Act, 1961 was filed by the applicant on **04/06/2019**.
- (ii) On verification of the facts before me/hearing before me, I have come to the conclusion that the applicant trust/ society/ non-profit company satisfies the conditions for approval under section 80G of the Income Tax Act, 1961. The applicant is hereby granted approval subject to conditions mentioned in para (v).
- (iii) The exemption is valid from assessment year **2020-21** till it is rescinded.
- (iv) The applicant shall forfeit the benefit provided under the law through this approval if any of the conditions mentioned herein is not complied with, abused or violated in any manner.
- (v) The approval is granted subject to the following conditions:-

S. No	Conditions
1	No change in the deed of the applicant trust/society/non profit company or any of its bye-laws shall be affected without the due procedure of law and the approval of the Competent Authority as per provisions of law and its intimation shall be given immediately to this office and to the Assessing Officer.
2	Any change in the trustees or address of the applicant trust/society/non-profit company shall be intimated forthwith to this office and to the Assessing Officer.
3	The applicant trust/society/non profit company shall maintain its accounts regularly and also get them audited as per the provisions of section 80G(5)(iv) read with section 12A(1)(b)(10)(23C) of the Income Tax Act, 1961.


Note: If digitally signed, the date of digital signature may be taken as date of document.
 CIVIC CENTRE, MINTO ROAD, MINTO ROAD, NEW DELHI, NEW DELHI, Delhi, 110002
 Email: DELHI.CIT.EXMP@INCOMETAX.GOV.IN, Office Phone:011-23234643

80 G

Leadership Engagements



Leadership Team Meetings in 2019

Working dedicatedly on redefining India's healthcare priorities, NATHEALTH started the year 2019 with its first Leadership Team Meeting on 14th January. It touched upon a host of topics such as:

- Putting special emphasis on health innovations
- Need to strengthen communication activities
- Exploring funding options to scale up NATHEALTH activities
- Identifying key people in government who own health agenda
- Collaboration with government to set up quality standards among many others
- Developing partnerships with universities in India and abroad as Incubators
- Strengthening communications activities and ensuring to capture and post all articles getting published from within NATHEALTH community

The second Leadership Team Meeting was held on 7th May and it touched upon:

- Recap of Action Items from the 14th January Leadership Team Meeting
- Key developments since last Leadership Team Meeting
- Review of 'Strategic Agenda- Progress and Priorities Ahead'

The other two Leadership Team Meetings of the year 2019 were held on 25th July and 10th September respectively.



Governing Council Meetings in 2019

Every year, the NATHEALTH Governing Council fulfills three primary roles: establishing policies, making significant and strategic decisions, and overseeing the organisational's activity.

This year, NATHEALTH's first Governing Council Meeting was held on 12th February. The purpose of the meeting was to have a broad discussion on optimization of healthcare financing models, improving healthcare quality, comprehensive primary care and digital healthcare technology.

On 22nd March, 2019, the second Governing Council Meeting was organised with the intention of electing Vice-President, Secretary and Treasurer of the society, apart from forming partnerships with the government in the form of policy dialogues and MoUs.

The other two General Council Meetings took place on 25th July and 23rd October respectively.



NATHEALTH 2.0 Strategy



NATHEALTH 2.0 Strategy

NATHEALTH 2.0 Strategy is a go-forward plan, taking India's healthcare ecosystem to new heights in 2019. Revealed during the first Governing Council Meeting in February 2019, the aim of this 'fit-for-purpose' vision is to help build sustainable integrated healthcare models without compromising on access or quality.

Also, by adopting this thought or strategy, NATHEALTH looks project Health sector as an economic driver for India's emergence in the global arena.



Internal NATHEALTH Survey



Nathealth Member Engagement Survey

The NATHEALTH survey was carried out to help improve positive engagements between NATHEALTH members. It was kicked off in a systematic manner as NATHEALTH Secretariat based its survey on two accounts:

- Members' engagement and expectations from NATHEALTH
- How members' expertise can be utilized for the larger group

The outcomes of the survey was all encompassing. It provided a roadmap for NATHEALTH members to perform to the best of their abilities. The results helped initiate various actions such as:

- Creation/Revival of Regional Chapters Roundtables
- More focused engagement with the government regarding partnerships and meaningful dialogue opportunities
- Strengthening the communication and advocacy through its Thought Leadership series and policy submissions

The next survey is set to be carried out in March 2020. NATHEALTH looks forward to new challenges and opportunities that awaits the coming year.



NATHEALTH LEADERSHIP
TEAM 2019-20



Dr. H. Sudarshan Ballal
President, NATHEALTH
Chairman - MHEPL- Manipal Health Enterprises Private Ltd.

Ms. Preetha Reddy
Senior Vice President, NATHEALTH
Executive Vice Chairperson, Apollo Hospitals Group

Dr. Harsh Mahajan
Vice President, NATHEALTH
Founder and Chief Radiologist, Mahajan Imaging

Mr. Badhri Iyengar
Secretary, NATHEALTH
Managing Director, South Asia - Smith & Nephew Healthcare Pvt. Ltd.

Dr. Ashutosh Raghuvanshi
Treasurer, NATHEALTH
MD & CEO, Fortis Healthcare Ltd.



Dr. H. Sudarshan Ballal
President, NATHEALTH



Ms. Preetha Reddy
Senior Vice President, NATHEALTH



Dr. Harsh Mahajan
Vice President, NATHEALTH



Mr. Badhri Iyengar
Secretary, NATHEALTH



Dr. Ashutosh Raghuvanshi
Treasurer, NATHEALTH

Building Secretariat Capacity



Siddhartha Bhattacharya
Secretary General, NATHEALTH

Joined full time, effective January 1, 2019, Mr. Siddhartha brings over twenty years of leadership experience in health, technology and technology enabled services sector across India and USA. Siddhartha has leadership experience in both Public and Private Sectors in India where he has been responsible for strategic advisory services, operational delivery and technology leadership in the health sector.

Anwasha Pandey
Deputy Secretary General, NATHEALTH

Joined in April 2019, Ms. Anwasha has over 15 years of diversified work experience with Multilateral, International and National organizations and human rights groups. Her last stint was with National Council of Applied Economic Research, a leading policy think tank that shapes public opinion and generates evidences.

Vrinda Chaturvedi
Manager (Administration), NATHEALTH

Ms. Vrinda has been associated with NATHEALTH since February 2014, and she brings all her managerial experience in planning and coordinating administrative procedures & systems.

Gulshan
Executive, NATHEALTH

Recently joined in August 2019, Mr. Gulshan looks after the office administration.



Siddhartha Bhattacharya
Secretary General, NATHEALTH



Anwasha Pandey
Deputy Secretary General, NATHEALTH



Vrinda Chaturvedi
Manager (Administration), NATHEALTH



Gulshan
Executive, NATHEALTH



NAT+HEALTH[®]
Healthcare Federation of India

INTEGRATION
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RE-IMAGINATION

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