



2023 **NEWSLETTER**

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

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NEWS LETTER

IMPACT

September 2023





ADVOCACY INITIATIVES

- Meeting with Shri Avinash Joshi, IAS, Additional Chief Secretary, Government of Assam, General Administration & Health & Family Welfare Departments & Additional Principal Resident Commissioner, Assam Bhawan
- Meeting with Dr. Siddharth Singh, IAS, Commissioner & Secretary, Govt. of Assam, Medical Education & Research Department cum Project Director, AHIDMS
- · Meeting with the Government of Assam & IIT Guwahati to discuss advancements in healthcare
- Meeting with Dr. Lakhsmanan S, IAS, Secretary, Industry, Commerce & PE Department Government of Assam, Dr. Geetima Das Krishna, Head North East Desk, Invest India



LIGHTHOUSE INITIATIVES

• NATHEALTH with INVEST INDIA, organized the East Region Roundtable in Guwahati



CSR CHARTER UPDATE

• NATHEALTH signs MOU with NABH for its Patient Safety Campaign



COMMUNICATIONS

STRATEGIC COMMUNICATIONS

- Meeting with AHPI North East Chapter
- Meeting with FINER to expand reach in North East
- Meeting with Invest India Team & BioNEST IITG TIDF

INTERNAL COMMUNICATIONS

- Secretariat meeting with NATHEALTH President Dr. Ashutosh Raghuvanshi
- Providers Forum meeting
- Education Forum meeting
- MedTech forum meeting
- Core team meet to discuss leadership framework for Functional and Regional forums
- Meeting with e-pharma players
- Senior Care Forum leaders meeting
- Diagnostics Forum meeting
- Diagnostics Core Team meet discussed quality linked reimbursement and diagnostic package inclusion in public insurance schemes
- Diagnostics Core Team meet discussed remote validation of reports, and regulatory framework with minimum licensing standard



ADVOCACY INITIATIVES

Meeting with Shri Avinash Joshi, IAS, Additional Chief Secretary, Government of Assam, General Administration & Health & Family Welfare Departments & Additional Principal Resident Commissioner, Assam Bhawan

NATHEALTH convened a meeting with Shri Avinash Joshi, IAS, Additional Chief Secretary to the Government of Assam, overseeing the General Administration & Health and Family Welfare Department. The discussion revolved around NATHEALTH and Invest India's



collaborative initiative, emphasizing the invaluable platform it has provided for stakeholders to come together and work towards advancing a modern healthcare system.

Shri Avinash Joshi highlighted that Assam's healthcare system is envisioned not only to meet the healthcare needs of the people but also to contribute to the overall growth and prosperity of the region. He emphasized the immense potential for growth and transformation within Assam's healthcare sector through collaborative partnerships. The goal is to establish a robust healthcare ecosystem, positioning Assam as a hub for healthcare excellence and ensuring top-tier services for its residents. The overarching aim is to harness innovation, enhance accessibility, and maintain quality care throughout the state, with the launch of diverse PPP models representing a pivotal step towards a healthier and more prosperous Assam.



ADVOCACY INITIATIVES

Meeting with Dr. Siddharth Singh, IAS, Commissioner & Secretary, Govt. of Assam, Medical Education & Research Department cum Project Director, AHIDMS

NATHEALTH recently held a meeting with Dr. Siddharth Singh, IAS, Commissioner & Secretary of the Government of Assam, overseeing the Medical Education & Research Department and serving as the Project Director of AHIDMS, and the Invest India team. The discussion was centered on the multifaceted development of the state, with a particular focus on several key areas which included:

- Research & Development,
- Establishment of a resilient Cancer Care delivery system,
- Exploration of various Public-Private Partnership (PPP) models to leverage private sector expertise,
- Enhancing the skills of the nursing workforce for global recognition,
- Creating a robust healthcare model, and
- Fostering meaningful engagement between startups and the healthcare industry.

This meeting reflects a commitment to advancing healthcare and innovation in Assam.

Meeting with the Government of Assam & IIT Guwahati to discuss advancements in healthcare

NATHEALTH organized a meeting to discuss collaborations for the Assam Advanced Healthcare Innovation Institute (AAHII), a joint venture between the Government of Assam & IIT Guwahati. The institute is a Centre for Excellence





ADVOCACY INITIATIVES

that is proposed for research and development - to develop latest technological interventions in Indian healthcare. This partnership holds great promise for addressing healthcare needs and driving innovation in the region.

The Assam government and IIT-Guwahati entered into an agreement to set up a state-of-the-art healthcare institute that will leverage advanced technologies to transform medical science. Under the partnership, a research institute and post-graduate medical college, offering degrees, and a 350-bedded multi-specialty hospital will be set up in the existing IIT-Guwahati campus with an outlay of Rs. 546 crore.

Meeting with Dr. Lakhsmanan S, IAS, Secretary, Industry, Commerce & PE Department Government of Assam along with Dr. Geetima Das Krishna, Head North East Desk, Invest India

NATHEALTH convened a crucial meeting with Dr. Lakhsmanan S, IAS, Secretary of the Industry, Commerce & PE Department, Government of Assam, accompanied by Dr. Geetima Das Krishna, Head of the North East Desk at Invest India.



The discussion primarily centered around the availability of land, rural infrastructure, and policy reforms designed to attract investors to the state. Dr. Lakhsmanan emphasized that Assam holds immense potential, particularly for pharmaceutical and medical device companies considering the establishment of manufacturing units. He highlighted the state's upcoming interest area status due to investor-friendly policies.

In a promising move, he facilitated a connection between NATHEALTH and the Director of AMSCL, setting the stage for further discussions and collaborations.



LIGHTHOUSE INITIATIVES

NATHEALTH & Invest India organized the East Region Roundtable in Guwahati













NATHEALTH, in collaboration with Invest India, organized the East Region Roundtable in Guwahati to understand the healthcare requirements, ecosystem, and opportunities for investment in the region. The event brought together key stakeholders, including government officials, healthcare providers, industry experts, and community representatives, focused on fostering dialogue and collaboration to enhance healthcare services in Assam.

More than 70 experts comprising of Indian Medial Association, Association of Hospital Providers of India North East Chapter, IIT Guwahati, Assam Cancer Care Foundation, Assam Medical Services Corporation Limited along with representatives from the Government of Assam and leading diagnostic, hospitals, pharma and MedTech organizations delved into several crucial discussions.

Dr Siddharth Singh, IAS, Commissioner & Secretary Government of Assam, Medical Education & Research Department cum Project Director, Dr. Lakhsmanan S, IAS Secretary Industry, Commerce & PE Department, Government of Assam, Mr. Manvendra Pratap Singh, IAS, and Dr. Geetima Das Krishna, Head of Northeast Desk-Invest India were a part of the event.



CSR CHARTER UPDATE

NATHEALTH signs MOU with NABH for its Patient Safety Campaign

NATHEALTH and NABH signed an MOU to establish a formal collaborative framework with the primary objective of enhancing patient safety and healthcare quality in India. This endeavor encompasses a wide range of initiatives, including campaigns, awards, educational materials, and stakeholder engagement, all geared toward advancing patient safety within the healthcare ecosystem.

Key highlights of the MOU:

- Patient Safety Campaigns
- Content Creation and Awareness
- Patient Experience Award
- White Paper and Awareness Module



Additionally, during this significant event, NABH introduced groundbreaking dialysis standards, setting a new pinnacle for excellence in this crucial healthcare domain.

NATHEALTH extends gratitude to its mentor and guide, Dr. Narottam Puri, Dr. Atul Mohan Kochhar, and the NATHEALTH Leadership Team, for their invaluable guidance throughout this remarkable journey.

NATHEALTH also thanks the Clinical Content Committee comprising of Air Marshal Dr. Pawan Kapoor, Dr Akash Sud, Fortis Healthcare Ltd., Dr. Ashok Kumar Maharana and Dr. Deepak TS, Healthium Medtech Pvt Ltd and Dr. Nishant Agarwal, Charnock Hospital, Baxter, Healthinium, Metropolis, for their support.



STRATEGIC COMMUNICATIONS

Meeting with AHPI - North East Chapter





NATHEALTH recently convened a meeting with the AHPI – North East Chapter, forging a collaboration aimed at promoting the healthcare sector's agenda in the North East region. This partnership brings together key stakeholders dedicated to enhancing healthcare standards. The meeting included discussions with Dr. Harsha Bhattacharjee, President of AHPI – North East 1, and Mr. Rohit Upadhyay, Secretary of AHPI – North East 1.

This chapter (AHPI North East 1), encompassing members from Assam, Meghalaya, Tripura, and Sikkim, serves as a pivotal association representing all hospitals in these North Eastern states.

Discussion with FINER to expand reach in North East

NATHEALTH held a meeting with Ms. Mayuri Bora, Assistant Director at Federation of Industry & Commerce of North Eastern Region (FINER) & Mr Amitabh Ray, Chief Manager, FINER, Guwahati, Assam.



Established in 1992 with its headquarters located in Guwahati, FINER holds the distinguished status of being the North East's foremost and oldest apex business association. Its robust membership base comprises over 400 entities spanning various sectors, encompassing both large corporations and small to medium enterprises.



STRATEGIC COMMUNICATIONS

Functioning as a non-governmental, non-profit organization, FINER operates under industry leadership and management, serving as a powerful advocate for the regional business community. It plays an active role in influencing policy decisions and collaborates closely with State Governments across the North East, Central Government Ministries, and Government Agencies. Through its proactive engagement, FINER contributes significantly to shaping growth strategies and promoting economic development throughout the region.

Meeting with Invest India Team & BioNEST IITG TIDF

NATHEALTH hosted a meeting with Invest India Team & Dr. Swapnil Sinha, CEO, Bionest IITG TIDF to understand the challenges faced by Startups in Healthcare with respect to technology.



The IITG-BioNEST Bio-Incubation Centre, with support from the Biotechnology Industry Research Assistance Council (BIRAC), a division of the Government of India, is strategically situated within the IIT Guwahati campus. Its overarching vision is to nurture innovative research and entrepreneurial endeavors in the fields of Healthcare and Industrial Biotechnology. The primary focal point of this facility lies in incubating a diverse group of entrepreneurs, facilitating the commercialization of a wide range of healthcare products. These products span across traditional and modern Biomaterials, Industrial Biotechnology, and cutting-edge frugal Diagnostics. The ultimate aim is to establish a pioneering presence, particularly within the Northeastern region of India.

The dialogue aimed at forging collaborative opportunities with NATHEALTH, further aligning these efforts with the broader healthcare industry.



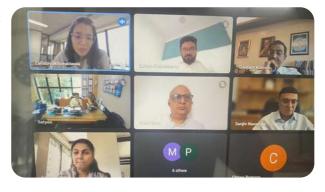
NATHEALTH Secretariat meeting with NATHEALTH President Dr. Ashutosh Raghuvanshi



NATHEALTH convened meeting with NATHEALTH President Dr. Ashutosh Raghuvanshi to address several key areas including updates on patient safety initiatives, strategies to address uncovered medical fees, potential collaborations aligned with NATHEALTH's goals. This meeting provided a platform for in-depth discussions on critical aspects of NATHEALTH's operations and strategic priorities.

Western Region meeting

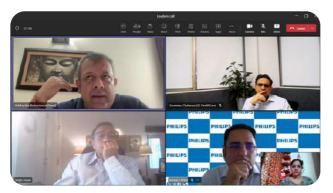
NATHEALTH's key members were a part of its Western Region meeting. The session commenced with a discussion on the current status of the region's initiatives. Priority agendas were focussed on as well.

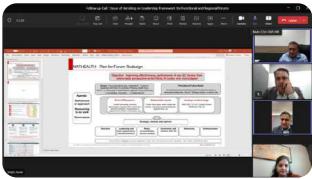


Further, plans were discussed for scheduling a national CXO Roundtable Conference in the coming months. Next steps and future strategies were also spoken about.



Core Team meet to discuss Leadership Framework for Functional & Regional Forums





NATHEALTH convened a meeting led by Karan Singh and Amit Mookim, with its Core team to discuss Leadership Framework concerns for Functional and Regional forums. The agenda included evaluating the current structure, planning future actions, and aligning the framework with NATHEALTH's 2023-24 core themes and priorities.

Key discussion points:

- Evaluation of the current structure and potential changes.
- Deliberations on future actions to be taken.
- Ensuring alignment of the framework with NATHEALTH's core themes and priorities for 2023-24.

Senior Care Forum leaders meeting

NATHEALTH held its Senior Care Forum leaders meeting with primary focus on key priorities and a strategic roadmap for senior care initiatives. It was emphasized to summarize the white paper's insights and ensure that the paper's findings and recommendations are addressed in policy discussions.

Simultaneously, NATHEALTH is seeking avenues for robust partnerships with Government entities, to successfully implementing senior care programs at a national level. To execute these priorities effectively, a specialized task force will be entrusted with the responsibility of developing comprehensive packages aimed at integrating out-of-hospital care for senior citizens within existing government insurance schemes.

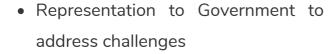


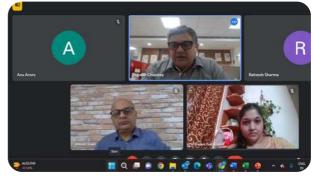
Diagnostics Forum meeting

The meeting focused on a range of critical topics concerning the healthcare landscape. The discussions moved around enhancing the quality of healthcare through reimbursement mechanisms and the inclusion of standalone diagnostic packages within public insurance schemes. Additionally, the meeting addressed the critical need for standardization and the promotion of digital health initiatives.

Diagnostics Core Team meet discussed quality linked reimbursement and diagnostic package inclusion in public insurance schemes

The meeting shed light on the immediate next steps required to take the cause ahead. Discussions featured topics such as:





- Building pf a robust regulatory & compliance system (at stakeholder level)
- Standardizations in investigations (especially for disease related groups)
- Privatization & empanelment
- NMC equivalent body; as well as need for audits

NATHEALTH would like to thank Dr. Nilesh Shah, who has volunteered to support in the creation of the framework and proposed solutions.

Diagnostics Core Team meet discussed remote validation of reports, and regulatory framework with minimum licensing standard

The meeting's focus steered towards topics like tele-pathology, under which validity of pathology, privacy, security, and availability issues were discussed. Also, the session spoke about the regulations on setting up of new labs, and





the duration of physical availability of a pathologist in a lab. Further, relevance was placed on creating a Registry of Pathologists for digital validation of the pathologist in the report. A discussion with Dr. Om Manchanda will now follow, as also the Core Team shall include representatives from Philips and Roche.

Providers Forum Meeting

NATHEALTH held its Provider's Forum meeting to gain a deep insight into the healthcare sector's challenges. The meeting aimed to chart a strategic roadmap towards establishing the region as a prominent medical hub while also offering recommendations to encourage private investments in the area.

Key discussion points:

- Updates on CGHS Rate Revisions
- AB PMJAY Reform Initiatives
- Addressing DnB Arrears
- Monitoring Regulatory Changes in Clinical Establishment and Purchasing Schemes
- Tailoring MVT Strategies to State Interests and Engaging Appropriately.

The meeting placed an emphasis on outlining the next steps to drive progress. A Core Team meeting was highlighted as a crucial event to focus on various aspects, including prioritizing key issues, compiling relevant resources, defining a structured framework for addressing these issues, and identifying essential actions and subsequent steps for effective implementation.

Treasurer Meeting

NATHEALTH held its Treasurer meeting recently, which discussed pertinent revenue strategies. Along with going through the current revenue pathways, the meeting also highlighted futuristic strategies for increased revenue. MIS



Review, digital marketing, whitepapers, CSR initiatives were also discussed.



Education Forum meeting





The Education Forum meeting recently convened by NATHEALTH aimed for a comprehensive discussion on vital topics for advancing healthcare education and leadership. The primary focus was to addressing issues such as bolstering medical education capacity, introducing a Digital Health Foundation Course led by the Koita Foundation team, collaborative research and development within the NATHEALTH Community-Forum, and defining NATHEALTH's role in guiding the agendas for research and learning and development. Also discussed was developing strategies for funding a L&D Program to ensure sustainability and success.

Digital Forum meeting



NATHEALTH recently conducted a meeting of its Digital Forum to discuss the industry's viewpoint on digital health within NMC Guidelines, and to understand the approach to data privacy within the Data Protection Bill. During this meeting, the Forum explored innovative approaches, reviewed ongoing efforts, and discussed upcoming strategies and next steps.



MedTech Forum meeting





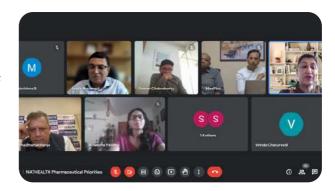
NATHEALTH recently hosted the MedTech Forum meeting, focusing on essential updates and regulatory matters in India's medical technology sector. The meeting introduced a paper titled "Reimagining the role of MedTech in India," inviting member input and broader participation. ADL presented MedTech 2.0 report scope. Basis which, NATHEALTH invites MedTech players to:

- Volunteer & be a part of the task force for report execution
- Join and support MedTech 2.0 Paper in various roles (contact the Secretariat for more details)

The meeting also featured a discussion on regulatory issues including NMC guidelines, and Clinical Establishment Act.

Meet to discuss Pharma Priorities

NATHEALTH convened with key pharma players to discuss priorities of the pharmaceutical sector and the regulation of E-pharmacy, as well as the strategic approaches to address these issues.



Key discussion areas included:

- Patient safety
- Addressing financing and strategic purchasing
- Partnerships of omnichannel players and e-trailers
- Position paper
- Nuclear medicine







Meet with e-pharma players

NATHEALTH recently hosted a meeting bringing together prominent players in the E-pharma sector to delve into the sector's top priorities, challenges, and chart a strategic way forward.



The meeting saw the participation of notable companies such as Docon Technologies Private Limited/Pharma Easy, Apollo Pharmacy, Linux Lab, Tata1 mg, Practo, and Praxis, represented by their key executives.

Key points discussed:

- Frequent regulatory changes, like price controls, create operational challenges for pharmacy retail, hindering quick adjustments.
- Building a primary relationship with pharmaceutical companies for ensuring critical product availability in crisis situations; robust supply chains.
- Need for regulation in e-prescriptions, telemedicine, online pharmacies.





PROACTIVE COMMUNICATIONS & PR CAMPAIGNS

WIN IN THIS RAPID-FIRE TECH R

Climate-conscious investments in health



extra year, environ-mental factors cause about 13 millionglobal deaths, constituting one-fifth of total fatalities and under-

deaths, constituting one-fitth of total fatalities and underlining the threat that environmental issues pose to health.
But less than 2 per cent of
multilateral climate funding
is directed towards tackling
these challenges. The relationship between climate change and health is intricate.
Transport and industrial expansion emit pollutants that
drive air pollution, and extreme weather events leading
to widespread illnesses and
displacement. This interdependence also opens avenues
for health co-benefits, by establishing a spurgy between
addressing climate change
and advancing health
outcomes.

Around 4.5 percent of

addressing climate change and advancing health outcomes.

Around 4.5 percent of global greenhouse gas (GHG) emissions stem from the healthcare industry, primarily driven by supply chains (60-70 per cent), energy sources (10-15 per cent), and healthcare facilities (15-20 per cent). So addressing climate change within healthcare promises considerable health advantages, encompassing shifts towards plant-based dist, enhanced housing with better ventilation and waste management, promotion of low-emission transportation modes and adoption of renewable energy sources and energy-efficient appliances.

TWIN-TRACK APPROACH

Healthcare enterprises com-bat climate change through a two-pronged approach in-volving mitigation and adapt-ation. Mitigation includes re-ducing GHG emissions and environmental impact by emenvironmental impact by em-bracing energy-efficient tech-nologies, renewable energy



sources, waste reduction, and eco-conscious transporta-tion. Adaptation strategies concentrate on infrastruc-ture resilience, averting cli-mate-linked diseases, imple-menting heat action plans and guaranteeing access to clean water. Investors encounter di-verse approximative in this

werse opportunities in this evolving domain. Modern healthcare models that amalgamate mitigation and adaptation strategies offer investment potential, aligning with sustainability demands and providing prolonged financial gains. By prioritising environmentally conscious practices and technologies, investors wield the power to mould a more sustainable and robust healthcare sector.

Opportunities for climate-conscious investments abound across various healthcare segments — within hospitals and diagnostics, possibilities be in digital therapeutics, virtual care, home healthcare services, and Al-driven diagnostics, and Al-driven diagnostics had been allocated device sectors offer room for co-friendly packaging, health-monitoring devices, green chemistry models, loT energy trackers and sustain-ble supply chains. Such investments are pévotal, hoding the potential to establisha mutually reinforcing cycle that leads to a healthier planet and a more resilient bealthcare sector for future generations.

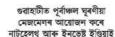
Foundation and Partner, Quadria Capital Views are personal.



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ভবাৰ্কী, মাহাদেৰ খন্তৰ ববে এক ভকছপুৰ্ণ মাইলৰ খুঁট বিচাপে নভেট ইতিয়াৰ সংযোগত নাটকোপে সংলকাৰে গুৱাহাটীত ভাবতৰ ব অঞ্চলৰ ঘূৰণীয়া ভোজানোৰ আলোচন কৰে। পুৰ ভাৰতত আইলাকে খাবে অহাদেশৰ হাচালাকৈবা, বাহাদেশৰ পৰিবেশতক স্বৰ্কনিয়ালৰ সংগোধনাকৰ বুজিবলৈ এই ঘূৰণীয়া আহাবেলৰ বাংলাকো

গ্ৰকাৰিটালেও স্থাপান্যাহ প্ৰতিপাঁ এই ছুলায় ওলাংকালনাৰী, এই কাৰ বিছিল।

এই অনুক্ৰান্তাই কৰাৰী বিছয়, স্বাস্থ্যকৰ প্ৰচালনাৰী, এই ইন্যালনাৰ স্থাপান্ত কৰাৰ বিছয়, স্বাস্থ্যকৰ প্ৰচালনাৰী, এই ইন্যালনাৰ মান্তি কৰিছে আৰু কৰাৰ কৰিছে ক





Nathealth and Invest India

Nathealth and Invest India organized East Region Roundtable in Guwahati GuWaHati, OCT 2: Nathealth and Invest India successfully organized the East Region Roundtable in Guwahati, focusing on understanding healthear requirements, ecosystem, and investment opportunities in the region. The event brought together key stakeholders, including government officials, healthcare providers, industry experts, and community representatives to enhance healthcare services in Assam. More than 70 experts comprising of Indian Medial Association, Association of Hospital Providers of India North East Chapter, IIT Guwahati, Assam Cancer Care Foundation, Assam Medical Services Corporation Limited along with representatives from Gost of Assam and leading diagnostic, hospitals, pharma and Med-tech organizations delved into several crucial areas, including assessing the existing healthcare infrastructure, evaluating the availability and accessibility of healthcare services, increasing burden of cancer in the region, addressing the need for a skilled healthcare workforce and emphasizing the importance of community engagement in healthcare initiatives. Dr. Siddharth Singh, IAS, Commissioner & Secretary Govt. of Assam, Medical Education & Research Department cum Project Director, AHIDM said, "Assam government is committed to proy ding best medicare services to the people of Assam and is also taking all steps to put Assam on the Medical Tourism map of the entire South and Southeast Asia." NET STAFFER







r Narendra Modi on Twitter, reaffirming the government's commi ment India's health infrastructure. "The locus is on ensuring good







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