

HEALTHCARE CAPSULE

Empowering HealthCare Business Minds



PROGRAM HIGHLIGHTS

- MBA HCM batch had a highly interactive 'Virtual Healthcare Leadership Talk' with Dr. Kanchan Dua, Associate Vice President at EY LLP on 5th September, 2023
- A guest session by Dr. Ram Kishor Pandey, Senior Manager - Clinical Administration at Kokilaben Dhirubhai Ambani Hospital, was held on 20th September, 2023
- 9 students from the junior batch attended the 2nd edition of CAHO SAKCON, at NIMHANS Bangalore on 16th September, 2023. A poster on '**Integration of Lean Six Sigma in Clinical and Operational Excellence**', presented by Dr. Priyanka Shetty and Ms. Nidhi Jaiswal, won a consolation price
- The batch successfully organized a CPR Awareness Drive for students of SBM, NMIMS on 27th September, 2023

INNOVATION & TECH

Cipla, an Indian pharmaceutical giant based in Mumbai, launched a drone-based delivery service in collaboration with Skye Air Mobility to supply critical medicines, including cardiac and respiratory medications, to hospitals in Himachal Pradesh. This innovative approach ensures timely deliveries to chemists and clinics in remote areas while mitigating risks associated with temperature-sensitive cold chain products. Cipla is among the pioneering large Indian pharmaceutical firms adopting drone deliveries to reach stockists in hard-to-reach regions. The company plans to expand this service to challenging terrains such as Uttarakhand and the north-eastern parts of India.

During the initial phase, the drone deliveries covered approximately 50 kilometers in under 25 minutes, proving crucial in adverse weather conditions that disrupt traditional transportation routes in the state. Cipla's Global Supply Chain Head, Swapn Malpani, emphasized how drone-powered distribution strengthens the company's supply chain resilience. Additionally, it's worth noting that despite rumors of stake divestment by the company's promoters, Cipla's top management has dismissed these claims as mere speculation.

By Ms. Riddhi Vartak

(<https://www.thehindubusinessline.com/companies/cipla-launches-drone-delivery-of-critical-medicines-in-hp/article67348012.ece>)



STARTUP SHOWCASE

Viome: Pioneering AI-Driven Preventive Healthcare Solutions

Viome Life Sciences was founded in 2016 by an Indian-American entrepreneur Naveen Jain, who believed that Artificial Intelligence (AI) is a game-changer in revolutionizing healthcare, particularly in preventive health. Viome offers at-home tests, employing AI to analyze biological data from blood, saliva, and stool samples. This analysis provides users with insights into their biological age, cognitive and heart health, as well as dietary recommendations tailored to their unique microbiology. Mr. Jain envisioned a future where healthcare is delivered at home, with medicines derived from natural sources, such as farms. Viome's AI system, Vie, utilizes a range of algorithms to build biology models, continuously improving health recommendations based on customer data, expert knowledge, and scientific literature. The ongoing training of Vie, relies on expert knowledge and unsupervised algorithms to detect subtle patterns that might elude human experts.



By Dr. Deeksha Vashisht

(Source: <https://indianexpress.com/article/technology/artificial-intelligence/naveen-jain-viome-ai-for-preventive-healthcare-8852303/>)

INDIAN EXPRESS

- Global Health Limited, the operator of the Medanta hospital chain, saw its stock shares rise by more than 3% during early trading, driven by domestic brokerage firm Motilal Oswal, which initiated coverage on the stock, giving it a 'buy' rating and setting a target price of ₹840
- Torrent Pharmaceuticals Ltd. and a group of buyout firms led by BPEA EQT & General Atlantic are in advanced talks to acquire Indian pharmaceutical giant Cipla Ltd.
- Norwest Venture Partners set to acquire 40% stakes in Regency Healthcare in a deal accounting upto ₹600 crores
- CVC Capital Partners considered selling its dominant share in the Indian cancer hospital chain HealthCare Global Enterprises Ltd.

GLOBAL EXPRESS

- Gritstone Bio secured a \$433 million contract by the U.S. government to conduct a mid-stage study of its self-amplifying mRNA COVID-19 vaccine candidate
- Virgin Pulse and HealthComp are merging as part of a \$3 billion deal announced by private equity firms New Mountain Capital and Marlin Equity Partners
- Advent International successfully finalized its purchase of a 50.1% ownership in Suven Pharma, a contract development and manufacturing company, at the previously agreed-upon price of ₹495 per share
- AstraZeneca signed an agreement of \$2 billion with Quell Therapeutics to develop cell therapies which cure autoimmune diseases



ON THE HEALTH SEAT

Neha Lal, General Manager - Healthcare, Adani Group

Q. Can you share insights on striking the right balance between high-quality patient care and operational efficiency in healthcare settings?

A. Striking the right balance between high-quality patient care and operational efficiency is a key challenge in healthcare settings. Achieving this balance requires careful planning, continuous improvement, and a focus on both patient outcomes and organizational effectiveness.

Establish a clear mission and values that emphasize both patient care and operational excellence which sets the foundation for decision-making and aligns the entire organization. Strong leadership is essential for creating a culture that values both quality and efficiency.

Map out patient care processes to identify opportunities for streamlining & eliminate unnecessary steps. Apply lean principles to healthcare operations which involves minimizing waste, improving flow, and continuously seeking ways to optimize processes. Develop patient-centered care models that focus on patient preferences, needs, and values. Implement technology solutions like electronic health records (EHRs), telemedicine, and mobile apps that can improve communication and streamline processes.



***Neha Lal,
Healthcare Management
Leader, Startup Mentor***

Q. Start-ups play a crucial role in innovation. What advice do you often find yourself giving to healthcare start-ups to ensure their success in this competitive industry?

A. Starting a healthcare-focused startup can be challenging due to the complexities and regulations of the industry. Develop a thorough understanding of the healthcare industry, including its regulatory environment, patient care workflows, reimbursement systems, and the unique challenges it faces. Identify a pressing problem or pain point in the healthcare sector and build your startup around solving it. Solutions that improve efficiency, patient outcomes, or the overall patient experience have a higher chance of success. Choose a sustainable business model that aligns with the needs of your target customers and design your solution to be scalable and interoperable with existing healthcare systems while ensuring that your startup complies with all relevant laws and regulations, such as HIPAA in the United States. Engage legal experts who specialize in healthcare to guide you through compliance challenges & involve healthcare professionals in the development process as their insights and feedback are invaluable for creating solutions that are practical, user-friendly, and aligned with clinical workflows. Healthcare deals with sensitive patient data & therefore implement robust data security measures to protect patient privacy and comply with data protection regulations. Building trust in data security is essential for user adoption. Establish partnerships with established healthcare organizations, hospitals, clinics, or research institutions & connect with experienced entrepreneurs, healthcare professionals, and industry experts who can provide guidance, mentorship, and insights. Stay updated with the latest trends, technologies, and changes in regulations. Be prepared to adapt your solution as needed to stay relevant.