



UK Trade  
& Investment

## UKTI Trade Mission to India

Mumbai and Chennai

6-9th May 2013

Led by Minister Kenneth Clarke QC MP



HealthcareUK

INNOVATION  
IS  
GREAT



I am delighted to be leading this mission of UK organisations, spanning private companies, the NHS and academic institutions, to India, one of the most dynamic countries for healthcare development.

The UK and India face many similar challenges in delivering high quality and cost effective healthcare to a diverse population. Our meetings with senior members of state governments, local healthcare organisations and potential commercial partners will be a chance to share experiences and forge collaborations for the benefit of both countries.

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The UK delegates represent organisations providing world-class services in the areas of primary care, healthcare IT and emergency care in the private and public sectors, as well as in healthcare education and consultancy. They will be looking to build on the productive relationships already established and develop joint ventures, partnerships, technology transfer and commercial deals with Indian companies.

The UK Government has signalled its ambition to foster strong healthcare partnerships around the world by establishing Healthcare UK, a joint initiative between UK Trade and Investment, the Department of Health and the NHS. Healthcare UK will support UK companies and institutions to work with overseas governments and healthcare providers. Healthcare UK is represented on this mission by its newly appointed Managing Director, Howard Lyons.

On behalf of our healthcare sector, I look forward to meeting with you over the coming days.



**The Rt Hon Ken Clarke QC MP**

### **Biography of Kenneth Clarke**

Kenneth Clarke QC MP was appointed as Minister without Portfolio for the Cabinet Office in September 2012, previously serving as Lord Chancellor and Secretary of State for Justice since 12 May 2010.

He was born in 1940 and educated at Nottingham High School and Gonville and Caius College, Cambridge.

He is a barrister-at-law, having been called to the Bar by Gray's Inn in 1963 and becoming QC in 1980.

He has previously served as Chancellor, Home Secretary, Secretary of State for Health, and Secretary of State for Education and Science. In Opposition he served as shadow Secretary of State for Business, Innovation and Skills.

He is married with one son and one daughter.

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## A4e India



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The A4e Group is a leading public service provider, serving tens of thousands of people across Europe, Australasia and Asia. Our core mission is to improve people's lives.

A4e India, a 100% subsidiary of the A4e Group is a private ltd organisation with a social purpose – to improve people's lives. Our core business in India is the design, management and delivery of work readiness and skills training programmes to move people in to employment and promote sustainable employment.

We have developed and continually transfer international best practice to ensure scalable, quality assured and locally led delivery through a Prime Contracting Model. A key pillar of this model is to work with a blend of public, private and NGO partners within each state.

### Who we are looking to meet

Those who can further our aims to:

- Gain better understanding of the Indian healthcare market (growth and development, future plans and initiatives, and scope for collaboration in areas of skills training)
- Establish and extend business contacts and networking
- Explore business partnerships and potential opportunities



improving people's lives

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## BMJ Group



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BMJ delivers the highest standard of medical information and resources to improve outcomes for patients and the provision of healthcare worldwide. We are proud of our heritage spanning over 170 years but also believe in looking forward.

Today we reach a global audience in over 35 countries by providing a wide range of evidence-based medicine products, in print, online and at events. These combine to offer the medical community a comprehensive information support system that improves patient outcomes and the decisions people make every day.

Our reputation is defined by the trust that clinicians, researchers, health care workers and patients place in the information and services that we provide. By developing and nurturing new ideas, BMJ is changing the way in which medical information is made useful for doctors and patients.

### Who we are looking to meet

I am looking to meet new customers and discover new business opportunities through which the BMJ can help improve healthcare standards in research, performance, efficiency and quality in India.

My personal aim is to improve my understanding of the Indian healthcare market.

The BMJ logo consists of the letters 'BMJ' in a bold, blue, sans-serif font. The 'J' has a distinctive hook at the bottom.

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## Boomerang Consultancy



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Boomerang are an ISO 9001 and 14001 certificated Management Consultancy company that specialise in Healthcare. Our team have comprehensive experience, both at an operational and strategic level, working, in the past on major healthcare IT programmes such as the UK National Programme for IT (NPfIT).

Our team have delivered many ICT applications and solutions such as primary care systems, tele / video conferencing and N3 Voice and Data connections into a variety of healthcare settings such as Acute, Ambulance, Mental Health and Primary Care Trusts along with high risk and highly secure locations such as Prisons, Police Stations, The Prescription Pricing Authority (Now the NHSBSA) and Military bases.

Areas of expertise include Healthcare ICT, Procurement and Commissioning and ISO Consultancy.

### Who we are looking to meet

We are looking to meet with:

- ICT Companies in the health sector within India who we could align with to help them deliver their applications / solutions
- Healthcare providers to make them aware of our services especially around delivering projects on time, to budget and to a high standard
- Professional Service Companies who would like to commission the services of a Consultancy Company with comprehensive NHS experience

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## Brit Health Care

### CEO Dr. Rajnish Mohindroo

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Brit Health Care (BHC) is a partnership of eight forward thinking UK-based GPs.

The fundamental mission of Brit Health Care is to bring the kind of primary health care readily available to UK citizens to the rest of the world. The company plans to develop the British National Health Service model of providing Primary Health Care – most often via a walk in centre – and make it readily available through a network of clinics in India.

The company has established its first Health Centre in Greater Noida. They will shortly launch their second centre in Chennai. The company intends to develop a network of clinics in a hub and spoke model which will deliver primary care services, home care services, palliative care, diagnostics and pharmacy services within the network.

### Who we are looking to meet

I would like to meet Indian companies who are interested in supporting the mission of Brit Healthcare in developing primary healthcare in India.

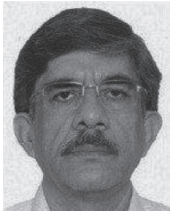
### CEO Dr. Rajnish Mohindroo

Dr. Mohindroo is a General Practitioner in Wolverhampton with special interest in ENT, he is a GP tutor and examiner of medical students at Keele University. He is also the clinical director of Showell Park Health centre which provides Walk in services to patients in Wolverhampton.



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**BT**



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BT is one of the leading networked IT services providers to global and regional multinational companies in India. Globally, we supply managed networked IT services to multinational corporations, domestic businesses and national and local and central government organisations, including the UK's National Health Service (NHS).

Healthcare is a key market for BT and an area in which we have more than 60 years experience. We have worked with the NHS to help put in place a significant capability - N3 secure broadband; clinical information system and central informatics services in the Spine – to enable the transformation of the business of healthcare.

**Who we are looking to meet**

BT aims to strengthen relationships, and build new contacts on the mission with both the Indian private and public healthcare sector. BT is committed to the Indian market, with an established presence in New Delhi, Mumbai, Pune, Gurgaon, Chennai and Bangalore.

**Dinesh Verma**  
**Senior Director of Healthcare -**  
**India, BT Health**

Dinesh leads BT's healthcare and pharmaceutical team in India, based in New Delhi.





**Loy Lobo**  
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**Loy Lobo**  
**Director of Strategy & Innovation, BT Health**

Loy is an experienced strategist and innovator in healthcare. At BT Health Loy is responsible for incubation of innovative products and services that meet the current and emergent needs of customers globally.

**Linda Cairney**  
**Director of International Market Development, BT Health**

Linda Cairney is Director of BT Global Health's International Market Development. Linda's specialist teams provide professional services and innovative solutions including ehospital, telehealth, analytics and interoperability.



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## DMC Healthcare



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DMC Healthcare has provided primary care services in the UK for over forty years. Since our inception in 1967, we've grown from a small GP practice in East Dulwich to a company that employs over 200 people and treats over 100,000 patients each year.

In recent years, we've diversified our service offering to include specialist consultant-led community services, clinical pathway redesign, seamless back office solutions and effective pharmacy management services to the NHS.

Our vision is to build on DMC Healthcare's reputation of excellent patient care to become a fully diversified provider of clinical and non-clinical healthcare services and solutions, with quality and an unrelenting focus on patient satisfaction at the heart of everything we do.

### Who we are looking to meet

- Establish new contacts with primary care providers and healthcare organisations (both public and private) in India
- Gain knowledge of the Indian primary care landscape
- Meet with organisations looking to offer training and technology solutions to healthcare organisations in India.

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## Downtown Engineering Consultants



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**Director**

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Downtown Engineering Consultants Limited is a young organisation, but with strong links to established strategic partners for the provision of architectural and engineering design, particularly for healthcare. From the head office in London, offices have been established in Delhi and Kochi in India to facilitate healthcare developments with expert British designers, including MHC Architects in Sheffield and SB Architects in London.

From a programme of community clinics to general hospitals, from specialist units to medical cities, Downtown can provide the expertise to develop the healthcare needs throughout the Indian States. Within our UK consortium there are strategy specialists, healthcare planners, architects, biomedical engineers and the people who can deliver first class quality healthcare facilities.

### Who we are looking to meet

We want to talk to anyone thinking of developing new, or expanding or refurbishing healthcare facilities in India – University Hospitals, Government Hospitals, Private Healthcare Companies or Primary Healthcare providers. We want to understand the needs of the country, and particularly the four states of South India, how healthcare provision is changing and where we can best direct our expertise for the benefit of the Nation.



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## Hurley Group



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The Hurley Group is London's largest provider of General Practice services. We deliver care from Primary Care sites, minor injury units and urgent care centres based in hospitals. The Group has a strong track record of delivering high quality clinical care to some of London's most deprived communities. As an NHS organisation we know how to deliver exceptional care and value for money within a state funded healthcare system. We also have an understanding of how to scale care models across populations through the use of technology and workforce development. We are keen to share what we have learned and learn from others.

Our areas of particular interest are the provision of Primary Care, Urgent Care and technology initiatives (such as multi-channel delivery of care and connecting clinicians in virtual support networks).

### **Who we are looking to meet**

Organisations with an interest in primary care models and scalable telehealth solutions.



hurley group

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## King's College Hospital NHS Foundation Trust



**Jacob West**  
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With a history dating back to 1840, King's is one of the largest and busiest teaching hospitals in the UK. King's has an annual turnover of \$1 billion, 7,500 staff and 1,000 beds.

- The largest provider of healthcare training and education in the UK
- Member of King's Health Partners (KHP) a world renowned Academic Health Sciences Centre
- Consistently awarded top ratings for the quality of care provided to patients and for our management processes and systems
- Some of our specialty areas include:
  - Liver (largest transplantation centre in Europe)
  - Haematology (world-renowned expertise)
  - Fetal medicine
  - Neurosciences
  - Cardiac services
  - 1 of only 3 major trauma centres in London
  - UK's leading speciality stroke centre

### KCH Management Ltd

KCHM is the commercial consultancy, marketing and business development Company of King's College Hospital and provides healthcare expertise both in the UK and internationally to Government bodies and the private sector.

### Who we are looking to meet

To make contacts in the Indian healthcare sector for partnerships in relation to:

- Healthcare management
- Education and training

**KCH** Management  
 Ltd 

**King's College Hospital**   
 NHS Foundation Trust

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## London Ambulance Service



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As the provider of the largest and busiest emergency ambulance service globally that is free at the point of delivery, the London Ambulance Service (LAS) is seeking opportunities to develop our commercial services portfolio on an international basis.

Maintaining exceptionally high standards of governance, patient care and service delivery in a capital city pre-hospital setting with over 1.6 million emergency calls per annum, the LAS is strategically placed to provide bespoke services to organisations in the pre-hospital and emergency medical service (EMS) landscape. In support of these aims LAS seeks to development contacts in the pre-hospital emergency medical service, emergency preparedness and incident response fields.

We have also developed successful partnerships with UK universities and teaching hospitals to implement high quality, nationally recognised pre-hospital training solutions and we are keen to do the same in India.

### Who we are looking to meet

- Ambulance services in the public or private sector who are looking for international partnerships, or organisations allied to this service
- Collaborations with state governments to improve pre-hospital patient care
- Developing academic programmes in partnership with Indian institutions



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## PCTI



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PCTI is the dominant provider of technology solutions that improve the management and transfer of clinical and nonclinical electronic documents, streamline workflows and increase connectivity and collaboration throughout the UK healthcare market.

PCTI has a wealth of healthcare experience and has provided software solutions for over 6000 GP Practices and 75 NHS Organisations. The systems deployed are responsible for maintaining detailed records for over 20,000,000 patients and managing over 3,000,000 items of patient correspondence every week for 180,000 healthcare professionals.

After 20 years of success in delivering patient centric, paper free solutions for healthcare organisations, PCTI is actively seeking suitable International partners to enter in to new geographic health markets. Within the UK PCTI has successfully operated a channel

partner model through two key organisations who have effectively sold, deployed and support almost 3,000 health organisations.

### Who we are looking to meet

- key contacts involved with Healthcare IT, in particular an organisation interested in electronic document management, transfer and collaboration solutions
- Potential distribution channels and partnership opportunities
- Organisations interested in patient centric, paper free solutions

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## Royal Free Hospital



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The Royal Free Hospital in London is one of the most prestigious Medical Institutions in the World and is a founder member of University College London Partners Academic Health Science Centre. The organisation's forte is to translate cutting edge research and innovation into measurable health outcomes and improved patient care experience. The hospital is a tertiary care centre and major specialities include:

- Liver Disease and Liver Transplantation
- Renal Disease and Renal Transplantation
- Immunology HIV and Infectious Diseases
- Cardiology
- Vascular Services
- Cancer Services
- Haematology, Bone Marrow Transplantation and Haemophilia services
- Plastic and Reconstructive Surgery

Royal Free International promotes and develops International collaborations and partnerships in the following areas:

- Hospital development in association with other organisations

- Hospital operational management consultancy services
- Education, training and development for all staff including specialised International Postgraduate Development Programmes
- Medical research partnerships
- Private patient services

### Who we are looking to meet

We welcome organisations who wish to work in partnership with us to develop leading Institutions. We also welcome clinicians, researchers and Multidisciplinary Hospital Teams who wish to be part of this vibrant, International Medical and Scientific Community.



**Royal Free London**   
NHS Foundation Trust



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## RUN Healthcare



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RUN Healthcare is an all-rounder in healthcare management solutions.

- We specialise in Healthcare Management and Consulting, Healthcare IT & HIS Implementation and Advanced Clinical Training.
- We manage and deliver projects related to Managing Hospital Operations, Commissioning services, Strategy formulation.
- We organise Advanced Clinical Training for aspiring individuals, organisations or students. We also deliver short and long term training courses to healthcare organisational staff.

### **We are looking to meet**

We are aiming to establish contacts and discuss possible business opportunities with Hospital administrators, Decision makers, Individual Healthcare Practitioners, Groups of Doctors, Educational Institutions.

We have an extensive understanding and experience in the Indian Healthcare Market and will be more than happy to invite local tie-ups, partnerships and are open to any collaborative working ideas.



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## Serco Health



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Serco Health works in partnership with world-class healthcare companies across the globe, to transform healthcare provision. Supportive partnership is at the core of our DNA. Our guiding philosophy is to make lives 'Better Together' by putting the people we care for at the heart of everything we do.

We design our solutions based on the experience of real people involved in healthcare, putting patients first, but also listening carefully to everyone from porters to paediatricians, from hospital caterers to nurses.

Whilst Serco deliver a range of clinical and support services around the world we are particularly excited by the opportunities to deliver high quality family medicine services in India.

Serco Health is part of Serco, a FTSE 100 international service company that combines commercial know-how with a deep public service ethos.

### Who we are looking to meet

I am interested to meet people connected with the field of primary care, family medicine, home based care and telemedicine. Specifically, I would like to meet:

- government representatives to discuss their primary care & family medicine ambitions as well as preventative programmes that they might commission
- insurers who are looking to refer patients to primary care
- entrepreneurs who are active in primary care or who share our interest in the field who would like to explore working with Serco in India as we develop and implement our plans
- healthcare providers in the fields of pharmacy, diagnostics and hospital care who might like to partner with Serco

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## Sheffield Hallam University, Faculty of Health and Wellbeing



**Ruth Allarton**  
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Sheffield Hallam University is renowned as one of the UK's leading centres of healthcare education. The University educates more than 7000 Allied Health Professionals, Nurses, Health Economists, Healthcare Leaders, and Bioscientists.

Our Department of Allied Health Professions is pioneering the modernisation of allied health education and training for the UK Department of Health. Six Allied Health Profession specialisms available at Sheffield Hallam include: Physiotherapy, Occupational Therapy, Paramedics, Operating Theatre Practitioners, Diagnostic Radiography and Radiotherapy and Oncology.

Our Faculty has been active in India for more than 15 years. We are also able to offer significant additional international expertise in working with organisations to develop workforces able to establish and evolve efficient and effective models of healthcare delivery.

In addition to UK-based Bachelors, Masters, and Doctoral degrees, Sheffield Hallam offers bespoke training, a portfolio of electronic, CPD Byte Size takeaways, and CPD consultancy to facilitate staff development.

### **Who we are looking to meet**

My aim is to meet members of the Indian Healthcare and Education communities with an interest in the education and continuing professional development of Allied Health Professionals, Medical Leaders, and Nurses. These could include:

- Government representatives
- Professional Associations
- Healthcare providers (Hospital Groups, Multi-site Clinics)

**Sheffield  
Hallam  
University**

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## TPP



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TPP are a UK based IT company, dedicated to delivering world class healthcare software through their innovative product, SystemOne. Our philosophy is to join up healthcare across communities based on a single patient record ethos, improving access to clinical data and empowering patients to take part in their care. We are known for our outstanding achievements in the UK, providing electronic patient records on a single instance database for nearly 30 million patients. Our product is currently used by more than 150,000 NHS staff who perform an average of 120 million transactions on our servers every day.

After 15 years of success in the UK, TPP is now looking to expand their offering to deliver connected care to new markets abroad, tackling global problems of the rise in non-communicable diseases and ageing populations. We believe we are the only software company in the world to offer truly integrated electronic patient records.

We believe that the deployment of SystemOne could strengthen healthcare services in India and equip staff with the resources to tackle the challenges identified. We are confident that however primary health is delivered, SystemOne can provide the foundations to enable clinicians to provide the best care for their patients.

### Who we are looking to meet

- Make contacts in the Indian healthcare sector
- Meet with key decision makers in healthcare, specifically with regards to IT and primary care
- Speak to leading Medical Universities
- Meet with potential local, national and UK partners



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## 3DiFM



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3DiFM do a lot more than design and build hospitals – we build teams to deliver the whole package. Our Enterprise Alliance for Reciprocal Trade in Health – EARTH, is a complete and sustainable Primary Healthcare model, which gives rural communities affordable fast track access to high quality healthcare in India.

Our EARTH partnership designs, builds, equips, staffs and operates hospitals and rural outreach clinics in a ‘hub and spoke’ arrangement. EARTH Rural Clinics are connected to Primary Care Hospitals by high quality integrated data links, which provide ‘state of the art’ telehealth and telemedicine from hub services.

EARTH brings together India and the UK in a way, which promotes unique trade opportunities for supply chains working in education, construction and health.

Our EARTH mission is to help deliver the Government of India’s 12th Five Year Plan for Health, to build 300 new hospitals and social infrastructure.

### We want to meet to discuss:

- Investment and Funding Opportunities
- Design, Construction and Commissioning of Primary Healthcare Buildings
- Supply and Commissioning of Hospital Equipment
- Training of Medical and Surgical Staff and Clinical and Non Clinical Support Staff

### Darren Bush

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### BalbirPanesar

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Healthcare UK has been established to provide a focal point for healthcare partnerships between UK organisations and healthcare providers around the world.

As a joint venture between the Department of Health, the NHS and UK Trade and Investment, Healthcare UK has in-depth knowledge of the expertise available in the UK in both the commercial sector and the NHS.

It is strategically placed to bring together consortia of UK organisations to deliver comprehensive solutions to healthcare requirements, however complex. It keeps the UK healthcare sector appraised of the evolving requirements of health services across the world, enabling compelling and culturally appropriate propositions to be formulated.

Healthcare UK is looking forward to the opportunity to create enduring and productive partnerships between British organisations and healthcare providers in India.



## Howard Lyons, Managing Director, Healthcare UK

Howard has over 30 years' experience of public and private sector healthcare throughout the UK and in more than 65 countries worldwide, advising on health services management and strategic health sector reform.

He spent the first ten years of his career working in the NHS as a senior manager in London Teaching Hospitals. Since leaving the NHS to work in international healthcare with major British companies, he has managed large hospitals in the Middle East and undertaken a wide range of consulting assignments for public and private sector clients as well as for some of the leading development agencies such as the World Bank, Department for International Development, Inter-American Development Bank and the United Nations.

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UK Trade  
& Investment



Department  
of Health



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UK Trade & Investment offers expertise and contacts through its extensive network of specialists in the UK, and in British embassies and other diplomatic offices around the world. We provide companies with the tools they require to be competitive on the world stage.

UK Trade & Investment is responsible for the delivery of the Solutions for Business product "Helping Your Business Grow Internationally." These "solutions" are available to qualifying businesses, and cover everything from investment and grants through to specialist advice, collaborations and partnerships.