



## Healthcare Mission to India

24-28 February 2014



UK Trade  
& Investment



Department  
of Health



**BUSINESS  
IS  
GREAT**  
BRITAIN & NORTHERN IRELAND



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## Foreword

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**Una O'Brien**

Permanent Secretary  
Department of Health

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.

The UK delegates represent organisations providing world-class healthcare services 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 in London 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 Chris Born, a former Chief Executive of an NHS Trust in England, who has recent experience in working with Indian companies and state governments.

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

# Healthcare UK Profile

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## Healthcare UK



### **Chris Born**

Healthcare Specialist  
Healthcare UK  
UK Trade and Investment



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Chris is an experienced NHS chief executive who worked for the NHS for nearly 25 years. This included leading two Primary Care Trusts, responsible for commissioning local health services worth over £300m for 210,000 patients. He has led a major £0.5 billion programme to redevelop health services in Bristol and run an NHS Trust providing mental health services. He was also Regional Director of Strategic Development for the Department of Health in the South West.

Chris works as a consultant specialist with Healthcare UK at UK Trade and Investment (UKTI) to ensure the UK provides an integrated offer of NHS and commercial support to health services in other countries. He has supported programmes in the Middle East, Libya, India and China. Based on local research, he has developed detailed UK offers for primary and elderly care.

Chris also provides executive coaching to doctors and directors. In 2011, Chris was Managing Director of NHS Global for the Department of Health to promote the value of the UK's National Health Service (NHS) overseas. NHS Global has now been integrated with Healthcare UK.

Chris is especially interested in the development of primary care services and how they can relieve the pressures on specialist hospital services.

## Company Profiles

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### BT ( India ) Pvt Ltd



**Anil Sharma**

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**Dinesh Verma**

Senior Director  
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#### Company Overview:

BT is a global provider of networked ICT services with an experience of 60 years in healthcare. BT is working on some of the world's large and complex healthcare transformation projects. These projects include the N3 Secure national broadband network and the NHS Spine, which is a highly secure database of patient information and a powerful messaging system and the largest public health platform in the world.

BT Health team comprises many specialties. BT can bring together people with the right experience and skills to make your project successful. These include specialists in networking, communications, mobility, infrastructure, security, applications, interoperability, analytics and systems integration and specific healthcare specialists in clinical design assurance and clinical safety management.

BT Health has more than 100 people based in Asia Pacific alone who bring a global perspective and a first hand experience of what works well for healthcare professionals and patients in other countries.

#### Objectives of the Visit:

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.

BT would like to understand the challenges and opportunities in the healthcare market in India, whilst also highlighting our global portfolio for the healthcare market which includes eHospital, Telehealth, Mobility, Interoperability and Analytics and identify any opportunities to enable international health customers to deliver excellence in healthcare.

Further information on BT Health can be found at [www.bt.com/health](http://www.bt.com/health).

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**Clatterbridge Cancer Centre, NHS FTJhoots Pharmacy Group,  
National Association of Primary Care (UK), Waring Health Ltd**



**Dr James P Kingsland OBE**

Non-Executive Director, Clatterbridge Cancer Centre  
Chairman, NHS FTJhoots Pharmacy Group  
President, National Association of Primary Care (UK)  
Director, Waring Health Ltd | james.kingsland@nhs.net

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**Company overview:**

Jhoots Pharmacy is an independent, community pharmacy chain with over 40 branches nationwide. The company is at the forefront of developing new models of care delivery provided through local pharmacies. The group has created an innovative social enterprise in the West Midlands and facilitates a range of education and training programmes for community care workers.

The Clatterbridge Cancer Centre is one of the largest NHS Foundation Trust networked cancer centres in the UK. From nine operating sites across Merseyside and Cheshire we serve a population of 2.3m people offering pioneering chemotherapy, radiotherapy and proton therapy treatments. We bring together high-quality clinical services, research and academic excellence to drive forward the development of new leading-edge drugs and therapies.

The National Association of Primary Care is the leading membership organisation representing Primary Care in UK. The voluntary membership includes all four contractor services as

well as community nursing and AHPs. It provides a strong collective voice for primary care in supporting health service policy development and implementation.

**Objectives of the visit:**

Representing the interests of four organisations including his Directorship in a newly formed consultancy company, Waring Health Ltd, whose first international education and training contract has been secured with Libya. These organisations are exploring opportunities for providing up-skilling and teaching services within their disciplines.

Jhoots wish to build on current discussions in India about providing community pharmacy services in a wider integrated system of primary care. CCC NHS FT are exploring international opportunities for supplying their expertise in non surgical cancer services and education and training programmes. The NAPC have developed an International Care Delivery Alliance (ICDA) which provides a platform for sharing best practice and experience in Primary Care delivery across the world.

## Company Profiles

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### CyberLiver Limited



**Mr Ravi Kumar**

Executive Director

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www.cyberliver.com

*CyberLiver*

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#### Company overview:

CyberLiver's mission is to make people aware of their Liver Health and bring solutions to keep their Liver free of diseases by Enabling citizens and patients to help take better care of the Liver through innovative use of technology and providing products and services to help prevent Liver Ailments from causing severe damage.

#### Objectives of the Visit:

CyberLiver's objective for the mission is to explore and identify the opportunity areas for CyberLiver products and services. We are interested in identifying potential partners who could be acting as potential distributors and resellers in India and around the region.

We are mainly interested in building relationships with people and appropriate agencies during this trip so that we can follow up.



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**Dr. Chayan Datta**

General Practitioner  
chayandatta@nhs.net  
www.villagemclittleborough.nhs.uk

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**Biography:**

I am now a Part Time General Practitioner and have been in General practice since 1979. I have been a GP trainer, Post Graduate GP Tutor and Programme Director for GP trainees for the Pennine Trust under the NW Deanery.

I am involved with the Royal college of General Practitioners (UK) as an International Development Advisor and have been a lead for setting up a Diploma course for Primary care Physicians in collaboration with the West Bengal Government.

I was one of the co-authors of the White paper on Development of Primary care in India which was produced under the chairmanship of Sir M Walport of Wellcome trust.

As an individual I can help institutions to set up the basic Primary care training programme using the West Bengal Model.

**Objectives of the Visit:**

High quality education and training, continuous professional development and accreditation are absolutely essential.

Primary Care needs to be evidence based as much as hospital care and I would like to see this training carried out in a structured way. This will help improve the basic knowledge of the young inexperienced profile of Primary care Physicians and deliver a "quality of standard care" to their patients in the community.

The curriculum that I had developed with contributions from some colleagues and is now being used by the Institute of Family Medicine in West Bengal can be adapted to meet the demographic needs of the different regions of India.

I would like to offer my academic and extensive General Practice knowledge and expertise in the field of Primary Care by helping institutions set up courses specifically aimed towards doctors in Primary care which is sadly lacking in India.

## Company Profiles

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### Ernst and Young LLP



**Mrs Joanna Smith**  
Global Health Executive  
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**Ms. Shyama Nagarajan**  
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**Mr Thampy Koshy**  
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### Company overview:

Around the world, governments and not-for-profit organizations are continually seeking innovative answers to complex challenges. They are striving to provide better services at lower costs and to ensure sustainable economic development, a safe environment, more transparency and increased accountability.

EY combines private sector leading practices with an understanding of the public sector's diverse needs, focusing on building organisations' capability to deliver improved public services. Drawing on many years of experience, we can work with healthcare providers and commissioners to help strengthen organisations, deliver value for money and achieve lasting improvement. Our Global Government & Public Sector Centre brings together teams of highly skilled professionals from our assurance, tax, transaction and advisory services. We are inspired by a deep commitment to help you meet your goals and enhance public value, today and tomorrow.

### Objectives of the Visit:

Our objectives for involvement in the mission are to:

- Understand local strategies for the provision and development of healthcare capability and capacity – both within acute and community services
- Understand the challenges associated with the implementation and execution of these strategies and plans
- Identify potential opportunities for collaboration and support both for EY and the NHS organisations that we partner with
- Share experiences from across the EY Global Health Network and Global Government and Public Sector
- Network and share knowledge with other mission attendees

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## Hallmark Care Homes



**Mr Ram Goyal**

Project Manager  
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www.hallmarkcarehomes.co.uk



**Mr Rajan Gupta**

Project Manager  
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www.hallmarkcarehomes.co.uk

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### Company overview:

Hallmark Care Homes, established in 1997, is a multi-award winning care provider with care homes across England and South Wales.

Hallmark is recognised in the industry for their innovative designs and the quality of living environments they provide for their residents. Most recently, they were honored with a prestigious Pinders Design Award for the third year running.

Dedicated team members are chosen for their compassionate natures as well as their qualifications and experience. Hallmark provides relationship-centred care, placing the needs of the individual at the very centre of what they do. Carers build a relationship with every resident, learning about their lives, to create a picture of the whole person.

Hallmark are dedicated to developing quality living environments and providing the highest standards of care, which enable residents to enjoy life to the full, in happy, comfortable and safe surroundings

### Objectives of the Visit:

The purpose of the visit is to seek an understanding of where the Indian healthcare market is currently and to see if our expertise and experience could be used to create business opportunities for Hallmark.

## Company Profiles

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### Hampshire Hospitals NHS Foundation Trust



**Dr Savita Rangarajan**  
Consultant haematologist  
Network Director  
Savita.rangarajan@hhft.nhs.uk



**Paru Naik**  
Health project/programme manager  
p.naik@nhs.net

southern  
haemophilia  
network

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#### Company overview:

The Southern Haemophilia Network (SHN) comprises two Comprehensive Care Centres and seven District General Hospitals which have successfully collaborated to provide high quality care to patients in a local setting.

The service is delivered by clinicians who specialise in bleeding disorders and the patients receive care delivered by the most appropriate clinician for their needs which may be a doctor, nurse or therapist or combination of professionals. The SHN is the first network of its kind in the UK.

An academic arm of the SHN, the Southern Academic Coagulation Consortium (S.A.C.C.) brings together like minded academics, from the network, London, Oxford, Cambridge, Cardiff, Bristol and international collaborators, who are experts in their field, to deliver cost effective, high quality research in collaboration with their patients and the NHS/industry. S.A.C.C. is supported by a team of clinicians working in specialised diagnostics in London and Basingstoke and a trained trials team.

#### Objectives of the Visit:

The main objective is to further strengthen relationships with key officials in the Indian government to move forward plans to develop a Comprehensive Care Centre for haemophilia patients in Mumbai and a state of the art diagnostics laboratory.

Dr Rangarajan has already established many useful links with the local hospitals and academic institutions including the allocation of space for a Comprehensive Care Centre.

In addition, an academic collaboration will enable opportunities for the London universities currently in the S.A.C.C to set up MSc/medical, nursing and therapy programmes.

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## Hull and East Yorkshire Hospitals NHS Trust



Hull and East Yorkshire Hospitals **NHS**  
NHS Trust

### Prof Sunil Bhandari

Consultant Nephrologist/Honorary Clinical Professor  
Deputy Head of School of Medicine (Yorkshire)  
Director of Clinical Studies, Hull York Medical School  
Sunil.bhandari@hey.nhs.uk www.hey.nhs.uk

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#### Company overview:

Hull and East Yorkshire Hospitals NHS Trust (HEY) is a large tertiary teaching hospital with 1237 beds providing 50 clinical specialities supporting a regional population of 1.2 million.

Our Trust aims to be one of the best providers of healthcare in the UK, delivering excellence in patient care through world-class translational and applied health services research into clinical practice and our culture of innovation to drive forward excellence in patient outcomes in Hull which has been awarded City of Culture 2017.

#### Key Strengths

- Collaborative partnerships and alliances with the Universities of Hull and York, Hull York Medical School and AHSN
- Future creation of a clinical trials unit providing an environment to further enhance our established international research and education links and create new ones
- Planned development of the HEY Academy, a centre of national excellence for other groups to collaborate with

- Imaging technology
- Surgical techniques
- Education and training including simulation
- Optimal anaemia management of chronic kidney disease

#### Objectives of the Visit:

Foster collaborative alliances with key people in the various Indian establishments to create a network of research and innovation opportunities. Population Health Sciences Research with a particular focus on health inequalities, ageing and 'bench to bedside' clinical and lab priorities.

Establish Hull and East Yorkshire Hospitals NHS Trust as a resource for India to utilise in:

- Clinical research, informatics and healthcare delivery training
- Developing potential avenues to progress educational training in areas such as simulation and communication skills
- Developing links for researchers to generate international studies in key areas such as infection, nephrology, cardiology and imaging

## Company Profiles

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### International Federation of Healthcare Professionals UK (IFHP Ltd)



#### **Prof Dr Piyish Goel**

Chairman/Director International Operations  
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#### **Dr Gurinder Sambhi**

Director India Operation  
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#### **Company overview:**

IFHP's panoramic vision is to bring together experts across the industry to share and discuss healthcare issues of importance for patients, clinicians, governments and society at large. Our focus is on escalating numbers of patients and cost of treatment and issues relevant to the global healthcare industry and to find out solutions for how to reduce high cost and formulating methods of information sharing amongst the service providers and people. Our revelation is to contribute to world wide healthcare, making a difference to millions of lives who suffer due to inaccessible resources.

IndDEC British Centre of Clinical Excellence, is the training arm of IFHP UK delivering European standards in Clinical training enhancing clinical skills and knowledge of clinicians and setting super speciality clinical operatories, delivering accessible quality patient care. IndDEC is operational in India, Egypt, Dubai, UK and Greece.

#### **Objectives of the Visit:**

- Increase global interest amongst health professional and established action groups in achieving competencies, standards, and governance in professional practice
- Protect the public by establishing and assuring a minimum acceptable standard of quality and performance in healthcare
- Improve and strengthen institutions and programs of professional development through a process of peer external review
- Promote continued professional development of the healthcare workforce
- Promote the global exchange and understanding concerning core competencies and accreditation in the professional preparation of healthcare delivery and health education
- Explore the contemporary and future uses of technology in professional practice, training and development
- Stimulating dialogue among global key stakeholders in healthcare research, education and practice
- Creating closer links and coalition amongst peer global partners and people, contributing both conceptually and practically to establish an evidence based global health care system

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## North West Coast Academic Health Science Network (NWC AHSN)



### Mr Philip Dylak

Director of Innovation, Nursing & AHPs  
Philip.Dylak@nwcashn.nhs.uk  
[www.nwcahsn.nhs.uk](http://www.nwcahsn.nhs.uk)



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### Company overview:

NWC AHSN is one of 15 networks established by the NHS in England during 2013. The role of AHSNs is to promote the rapid and wide spread of innovation by networking and linking health services, academic centres and industry together in new ways, bringing together the clinical, technological, intellectual and manufacturing resources required to meet new or unmet healthcare needs, and address existing healthcare needs in safer, more efficient and effective ways.

### Objectives of the Visit:

The North West Coast area contains some of the UK's (if not the world's) most innovative health care organisations, in the fields of clinical services, research and education, product development and supply, service planning and design and digital health.

With some notable exceptions, however, the North West Coast area has not established the level of international engagement achieved by its colleague organisations in certain other parts of the UK. Our objective is to highlight the many benefits which will accrue from the development of effective links between India and the North West Coast.

The NWC AHSN is the body best placed to facilitate the creation of these links.

# Company Profiles

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## Nottingham City Council



### Mr Chris Henning

Director of Economic Development  
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www.investinnottingham.co.uk



**Nottingham**  
**City Council**

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### Company overview:

Nottingham City Council is a progressive local authority dedicated to ensuring a safe, clean, ambitious environment in which businesses can flourish.

Nottingham is a creative, connected, cost-competitive city at the heart of the UK, with a vibrant £12 billion economy building on a heritage of innovation to deliver growths.

Our young, well-educated population drives the growth of high tech engineering, pharmaceuticals, life sciences, data analytics, digital media, logistics, professional services and emerging sectors in creative and clean technology.

Home of extensive infrastructure developments, with £800 million being invested in expanding an integrated transport network where key commercial and population centres are connected by tram, road, rail and superfast broadband.

### Objectives of the Visit:

Building on Nottingham's strengths in the Healthcare and Life Sciences sectors, this is the first of a planned number of visits to India designed to showcase Nottingham strengths to potential investors, partners and businesses.

Nottingham is one of six designated as a Science Cities and offers unrivalled access to a strong science base and academic talent. We are home to one of the largest teaching hospitals in Europe, The Queens Medical Centre and also to BioCity one of the biggest life sciences business incubators in Europe.

We predict that our Science and Healthcare sector is likely to grow by more than 15% and create nearly 20,000 jobs over the next 10 years.

Therefore, this mission forms part of our strategic plan to begin active engagement with potential investors in this priority sector to increase trade and attract investment sector.



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## Public Health England (PHE)



### Dr Seshadri Vasanth

Senior Business Development Manager  
(Research & Innovation)

vasan@phe.gov.uk

[www.gov.uk/phe](http://www.gov.uk/phe)



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### Company overview:

Public Health England (PHE) is an executive agency of the Department of Health with the mission to protect and improve the nation's health and to address inequalities. It was established in 2013 to bring together 5,500 staff from 70 organisations into a single public health service. PHE works closely with public health professionals in Wales, Scotland and Northern Ireland, and internationally.

In 2014, our priorities are:

- Reducing preventable deaths/burden associated with smoking, high blood pressure, obesity, poor diet, poor mental health, insufficient exercise, and alcohol
- Addressing dementia, anxiety, depression and drug dependency
- Protecting from infectious diseases and environmental hazards, including antibiotic resistance
- Supporting families to give children and young people the best start in life
- Improving health in the workplace

- Promoting the development of place-based public health systems
- Developing our own capacity/capability

[www.gov.uk/phe](http://www.gov.uk/phe)

### Objectives of the Visit:

PHE will be represented in this healthcare mission by Dr Seshadri Vasanth, Senior Business Development Manager leading on research and innovation. He will aim to promote collaboration with PHFI and JIPMER, possibly as well with AIIMS and any other public/private sector organisations if mutual interest(s) could be identified.

## Company Profiles

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### Rajan Healthcare Ltd



**Dr Ajay Rajan Gupta**

Director

ajaygupta@hotmail.co.uk



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#### Company overview:

Rajan Healthcare Ltd is working with Indian partners in developing an Indo-UK Healthcare Facility where UK based businesses and healthcare companies can open units in India.

Rajan Healthcare is collaborating with UK based companies to support their presence and set up in India.

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## Royal College of Physicians



### Dr Fraz Mir

Associate International Director  
Fam31@cam.ac.uk  
www.rcplondon.ac.uk



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### Company overview:

The RCP London is an independent professional membership organisation and registered charity, representing over 29,000 physicians in the UK and internationally. We support our fellows and members during every stage of their career and thus improve the quality of patient care. By setting and monitoring the standards of medical training, we ensure that patients are seen by fully trained, capable doctors.

Our evidence-based guidelines and audits support our fellows and members in improving and scrutinising clinical care. Our education programmes provide physicians with the knowledge and skills they need for high performance. We also take a wide role in the public health arena through campaigning for change, advising government, and taking part in national debates on medical, clinical and public health issues.

We are very keen to further develop links with India given the strong relationship that already exists between the two countries.

### Objectives of the Visit:

- To develop postgraduate clinical and research links with the Indian Govt's AIIMS project
- To highlight the MRCP diploma as an excellent, robust and validated postgraduate qualification for Indian medical trainees
- To further develop the profile and awareness of the RCP's role as an institution that drives and supports excellence in teaching, training, setting clinical standards and producing clinical guidance
- Establish as many local contacts (both in the private and public sector) in India as possible that the RCP can work with in the future

## Company Profiles

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### TPP



**Mr Steven Cobb**

Account Manager  
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**Grace Finnigan**

Account Executive  
grace.finnigan@tpp-uk.com  
www.tpp-uk.com



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#### Company overview:

TPP are dedicated to delivering world class healthcare software through our innovative products; SystmOne, SystmOnline, SystmConnect and SystmInsight. Our philosophy is to join up healthcare based on a shared medical record, improving access to clinical data and empowering patients to take part in their care. We are known for our outstanding achievements over the last 16 years in the UK, providing electronic medical records using our centralised database for over 30 million patients. SystmOne is currently used by more than 200,000 staff who perform an average of 120 million transactions every day.

We are now looking to expand our offering to deliver connected care to new markets abroad, tackling global problems such as 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 medical records.

#### Objectives of the Visit:

TPP wish to identify potential business opportunities both on a state wide level and with private companies who provide healthcare across multiple care settings.

We also wish to collaborate with local partners who would be able to support market entry and ensure knowledge transfer.

The mission will also provide a valuable opportunity to network with key decision makers and gain new contacts.

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## University of Southampton



### Professor Jonathan Drennan

Professor of Healthcare Research

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[www.southampton.ac.uk/healthsciences/](http://www.southampton.ac.uk/healthsciences/)



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### Company overview:

The University of Southampton is one of the top universities in the UK and has an international reputation for research and teaching.

The Faculty of Health Sciences provides education to healthcare professionals at both undergraduate and postgraduate levels.

We provide programmes in nursing, midwifery, physiotherapy, occupational therapy, podiatry and health sciences.

In addition, we have world-class academics undertaking research in three key areas: cancer, palliative and end-of-life-care, innovative and essential care and, rehabilitation and health technologies.

### Objectives of the Visit:

- Explore market opportunities in India for postgraduate taught and research programmes in health sciences
- Enable the Faculty of Health Sciences at the University of Southampton to familiarise itself with healthcare systems in India
- Identify the potential to partner with higher education institutions offering health science programmes in India
- To highlight and promote the innovative health education and health research programmes offered by the Faculty of Health Sciences at the University of Southampton
- To identify a partner that will enable the Faculty of Health Sciences to cooperate with healthcare providers in India

## Company Profiles

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### Vernacare



**James Hardie**

Regional Manager, Middle East & India  
james.hardie@vernacare.com  
www.vernacare.com



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#### Company overview:

Vernacare are a leading infection control organisation, our innovative single-use system and award winning products have made us global leaders in human waste management across the healthcare sector.

We pioneered the single-use system more than 50 years ago which is now used in 94% of UK Hospitals and in over 50 countries, to help reduce the risk of cross-infection and save nursing time, whilst minimising the environmental and cost impact of alternative re-usable systems.

Today we produce around 150 million units per year, manufactured to the highest standards using over-issued clean newspaper.

Employing over 200 people and working alongside our global network of international partners we aim to provide the highest standards of support and assistance to our varied customer base around the world.

#### Objectives of the Visit:

Our primary objective is to meet healthcare professionals and those involved in the supply chain of medical products into Indian healthcare organisation.

Another objective is to qualify the opportunity for our products in India and consider profitable routes to market.

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## Yecco



**Mrs Janet Jadavji**

CEO

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www.yecco.com



**Mr Janak Gheewala**

IT Architect

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### Company overview:

Yecco is a software company specialising in the design and build of systems in the health and social care field.

Yecco has a digital patient platform used by patients to keep a record of their health conditions and gives access to those needed such as clinicians and family members. This ensures that the patient can manage their own health as well as dependants such as children and elderly family members and access this from their mobile phone or internet. We are able to connect Yecco to patient record systems, medical devices and monitors.

Yecco designs and builds hospital digitalisation systems offering consultancy to community, hospital, health and social care resources.

Our team has doctors, social care and IT professionals that work together; we collaborate with other companies to offer full solution.

Yecco can be localised country to country and we work within and outside the UK.

### Objectives of the Visit:

To provide and develop a business in India with hospitals, community facilities, to find software companies that may wish to partner, to engage with stake holders on their plans for health and social care provisions and talk to those interested in digital health, medical devices and social care.

## Company Profiles

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### Yorkshire & Humber Academic Health Science Network



**Mr Kevin Kiely**

International Executive  
 k.j.kiely@medilink.co.uk  
 www.yhahsn.org.uk




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#### Company overview:

The Yorkshire and Humber Academic Health Science Network (AHSN) is one of 15 new innovative health partnerships set up to create and harness a strong, purposeful collaboration between patients, healthcare providers, industry, and academia to achieve a significant improvement in the health and wealth of the population.

The Yorkshire & Humber AHSN brings together NHS Provider Trusts (acute and community) in a single partnership to enhance healthcare delivery through the rapid adoption of new technologies and shared learning (national and international). The Y&H AHSN is providing systems wide leadership in international collaborations.

**Clinical Priorities:** Dementia, Musculoskeletal, Cardiovascular, Cancer, Diabetes, Diagnostics, Aging.

**Cross Cutting Strengths:** Telehealth, Robotics, Woundcare, Orthopaedics, Imaging & Diagnostics, Informatics, Genetics. Paediatric Medicine.

#### Objectives of the Visit:

To better understand opportunities for collaboration between NHS organisations and partners in India. This could involve opportunities for NHS institutions to provide traineeships, patient services, service review/quality audits, collaborative research, or to learn from developments in India with a view to future partnership working. The aim would be to create relationships with specific hospitals and companies in India.



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## 3DiFM



**Darren Bush**

Vice Chairman

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<http://www.3difm.com/>



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### Company overview:

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.

### Objectives of the Visit:

- Explore new opportunities for our EARTH concept
- Promote our Planning, Design, Construction and Commissioning services for Primary, Secondary and acute Healthcare Buildings
- Promote the Health Facilities Briefing System (HFBS) used for "whole of life" planning, design and management of health facilities

## About UKTI

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**UK Trade & Investment is the Government department that helps UK based companies succeed in an increasingly global economy.**

Our range of expert services are tailored to the needs of individual businesses to maximise their international success. We provide companies with knowledge, advice and practical support.

UK Trade & Investment also helps overseas companies bring high quality investment to the UK's dynamic economy – acknowledged as Europe's best place from which to succeed in global business. We provide support and advice to investors at all stages of their business decision making.

UK Trade & Investment offers expertise and contacts through a network of international specialists throughout the UK, and in British Embassies and other diplomatic posts around the world.

We can assist at all stages of the business planning cycle, from inception to completion. For an overview of what UK Trade & Investment does to foster companies' growth please visit:

[www.ukti.gov.uk](http://www.ukti.gov.uk)



**UK Trade  
& Investment**

## About Healthcare UK

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**Founded jointly by the Department of Health, UK Trade and Investment and the National Health Service (NHS), Healthcare UK brings together the unrivalled expertise of the NHS, Britain's extensive commercial healthcare industry and renowned academic sector to respond to the needs of the health systems internationally.**

Over the past 65 years the UK has invested billions of pounds constantly improving the quality of healthcare available to the people of the UK. Through Healthcare UK, overseas governments and healthcare providers can now access the significant benefits of that investment.

Drawing on UKTI's network of professional advisors in more than 100 countries, Healthcare UK facilitates:

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- Partnerships between individual healthcare organisations and NHS providers, commercial companies and national agencies
- Professional exchange programmes and delivery of healthcare education and training

For further information and to discuss how Healthcare UK could assist you, contact:

**+44 (0) 207 215 5000**

**[healthcare.uk@ukti.gsi.gov.uk](mailto:healthcare.uk@ukti.gsi.gov.uk)**

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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.

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.

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