

HOSPITALBANAI

A comprehensive (360°) healthcare sector/business advisory company

WHO WE ARE?

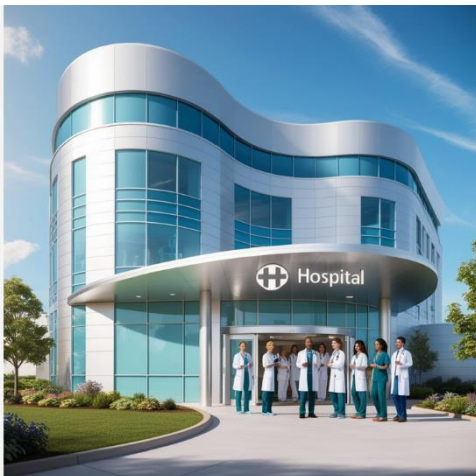
We are a group of professionals with long experience & expertise in various fields, those required to plan, design, implement/construct, operating/managing, marketing/sales of any types of hospital/healthcare project. We also have significant expertise in the areas of biomedical equipment, hospital/healthcare project sales/marketing, healthcare educational/institutional set up, healthcare research/survey, healthcare financing, investment along with healthcare IT, staffs training/capacity development etc.

The professionals included in our team are –

- Professional hospital/healthcare project consultant who are Doctor by profession
- Hospital/healthcare project Architect & Interior Decoration Experts
- Hospital/healthcare project Civil Engineering Consultant, Mechanical/Electrical/Plumbing (MEP) Consultant, Humidity/Ventilation/Air Condition (HVAC) Consultant
- Biomedical Equipment Specialist
- Healthcare Sales/Marketing Expert
- Oracle Certified Programmer & hospital IT expert
- All types of hospital/healthcare project licenses, certification, permission expert
- Chartered Accountant, Advocate, Ex banker
- Laboratory Technician, Nurses, Pharmacist
- Healthcare Researcher

OUR VISION:

- A high quality, technologically advanced, patient centric healthcare system in Bangladesh.
- Adequate sophisticated medical & surgical treatment facilities for our people which are now inadequate (Medical: ICU/CCU/NICU/PICU, Dialysis, Chemotherapy. Surgical: Cardiothoracic surgery, Neurosurgery, Plastic/reconstructive surgery, Bariatric surgery, Head/neck surgery, Assisted Reproductive surgery, Urology).
- Regional level availability of above mentioned sophisticated, clinical services, so that people dependency on Dhaka reduced.
- Better, efficient, professional hospital/healthcare sector management, operation, sales/marketing in country.



- Bangladesh become self-reliant on medical equipment, devices, kits, reagents, medical furniture now import.
- International standard super specialty, multi-specialty hospital establishment in regional & national level.
- International standard Medical College, University, Nursing College/university establishment in Bangladesh.

WHAT WE DO?

Hospital Healthcare project Consultancy/establishment:

- Project feasibility study, complete project technical narrative & detailed budget preparation
- Project funding/financing related bank/investors document preparation, networking, technical support
- Project implementation team formation, Consultant selection process, initial office setting up
- No Objection Certificate (NOC), Trade License, Fire Safety, hospital building design approval before starting construction
- Detailed Architectural, Interior Decoration, Civil, MEP, HVAC designing
- Detailed construction management support
- All types of supplier selection process, finalization, supply chain management
- Building/infrastructure decoration, finishing
- Medical equipment, furniture (general, medical) purchase process, IT equipment, networking,
- Detailed process of all human resource recruitment, capacity development



- Writing technical, managerial, operational, administrative, marketing guideline, Quality Assurance (Standard Operation Policy/SOP)
- Biomedical equipment, IT product purchase process, installation, related training
- Hospital Waste Management, X Ray License, diagnostic laboratory license, hospital/institution license
- Detailed technical, operational, marketing, financial set up, accounting system & management support
- Buying & selling support for any types of hospital/healthcare project
- Any other support, if required

Healthcare management:

- Management Committee formation, organogram preparation, staffing
- Technical, operational, sales/marketing, financial, administrative, policy management

- Specific management support, detailed planning, technical guidance for diagnostic laboratory, Operation Theatre Complex, Out Patient Services (OPD), individual clinical services department/center, Nursing services, store/stock management, Finance/Accounting, Field Marketing, Quality Assurance etc.
- Taking partial or full management, operational, marketing, business responsibility of hospital/healthcare project, if required



Healthcare capacity building:

- Job advertisement preparation for all posts
- CV short listing, interview call
- Staff recruitment process & selection finalization support
- Detailed technical, managerial, operational capacity development training for each staffs & team
- Key Performance Indicator (KPI) preparation for each staff
- Witten assessment, evaluation, promotional policy, criteria

Healthcare Education:

- Establishment of Medical Assistant Training Center (MATS), Nursing Institute/College, Private Medical College
- Detailed feasibility, planning, technical, operational plan of these projects
- Bringing new technology, concept, knowledge, courses on Medical Education, from outside if found suitable client

Healthcare Survey & Research:

- Any types of survey/research activities in community health, Public Health, Clinical Health
- Case Control, Observatory, Cross Sectional, Costing, Impact, project Feasibility, Clinical Trial & other types of healthcare study
- Joint study with any university or for foreign NGO, multinational donor agency, MNC etc.
- Research & Development (R&D) on new hospital/healthcare project design, laboratory, community health, health tech, drugs, biotechnology concept, theory invention & establishment



TYPES OF PROJECTS WE OFFER:

Clinical services delivery projects Hospitalbanai can offer:

- A low cost (normal type) diagnostic center
- A standard or specialized diagnostic & consultation center
- A Nationwide low-cost chain diagnostic center (with investment cost of two/few centers)
- Individual pharmacy project
- Nationwide chain pharmacy project

- Advanced Genetic & Molecular Laboratory



- A General hospital of 200/300/400/500 beds
- A specialized medical center hospital (ICU, CCU, NICU, PICU, Dialysis center, Asthma center, Diabetic center, Oncology & Chemotherapy center all other medicine related services but no surgical facilities)
- A Specialized Cardiac center & hospital
- A Specialized Nephrology & Dialysis center
- A Specialized Diabetic & Hormone healthcare center/hospital
- A Specialized Pediatric hospital
- A Specialized Hemato – Oncology center with Chemotherapy
- A specialized Neurology & Mental Rehabilitation center
- A specialized Asthma center & Chest disease hospital
- A specialized Gastroenterology & Hepatic healthcare center/hospital
- International standard Physiotherapy & physical rehabilitation center
- A specialized Surgical center hospital (sophisticated Neuro & brain surgery, Orthopedic & spine surgery, Open heart surgery, Cardiothoracic surgery, Gastroenterology & hepatic surgery, plastic & reconstructive surgery, Oncology & palliative surgery, Urology, Bariatric surgery)
- A specialized Orthopedic & spine surgery center hospital
- A specialized plastic, reconstructive surgery, Cosmetic & Bariatric surgery center
- An international standard Medical Infertility center hospital (with all assisted reproductive surgical facilities available)
- A super specialized/multi specialized hospital (300/400/500/above beds)
- First ever only for female hospital (a new concept)
- A specialized Gynecology & Obstetrics center hospital
- Geriatric care center & hospital
- Specialized Organ Transplantation Center (with foreign collaboration)
- Hospital automation, digitalization with help of AI (Artificial Intelligence)
- A super specialized hospital & healthcare park



Medical Education delivery related healthcare projects Hospitalbanai can offer:

- Medical Assistant Training Center (MATS)
- Nursing Institute
- Nursing College
- A private Medical College (along with hospital)
- Specialized Public health institute & training center (new concept)
- Specialized healthcare professional training center (Autism workers, Nurses, Technicians) – new concept

- Specialized medical & healthcare research & survey institute
- Applied pharmaceutical, biomedical, biological sales training & survey institute (new concept)

Biomedical, Biological products manufacturing projects Hospitalbanai can offer:

- Medical syringe, needle & other medical consumables products manufacturing plant
- Pharmaceutical products manufacturing plant (of any products lines)
- Manufacturing plant of any biosimilar, biotechnological products (with technical collaboration with relevant foreign company)
- Medical furniture manufacturing factory
- Any medical equipment's manufacturing plant (with technical collaboration with a relevant foreign manufacturing company)
- Diagnostic reagent manufacturing plant (technical collaboration with foreign company)



Healthcare social services Hospitalbanai can facilitate & implement:

- A rural based primitive primary healthcare delivery center
- An urban based primitive primary healthcare delivery center
- A safe delivery center for rural women
- A community Doctor chamber & (normal type) low-cost diagnostic center
- Village rural dispensary chain along with vaccination center
- Water & sanitation project for rural poor
- A specialized Mother & Childcare center (rural or urban based)
- Any types of community based social healthcare works sponsored by any domestic or foreign corporate houses or business
- Safe home with healthcare center for senior citizens
- Safe home with healthcare for orphans

What Hospitalbanai can do for existing hospital/healthcare project?

- Reorganization of managerial, executive, clinical service, supporting, marketing staff structure and functions
- Detailed management, technical, operational support, guidance, consultation works for improving any types of existing hospital/healthcare project (managerial capacity, operational efficiency, sales/marketing performance, commercial viability, long term strategic business plan)
- Practical, hands-on healthcare marketing/sales training to improve performance of sales force of any hospital/healthcare project
- Practical, innovative pharmaceutical sales training, sales excellence & research
- Practical, innovative sales/marketing technical consultancy for any types of Biomedical, Biological products

TYPES OF SERVICES WE OFFER:

Project planning:

- Project commercial viability study
- Project technical/operational feasibility study
- Project brief technical concept preparation/project design
- Project detailed technical narrative report
- Project detailed financial, monitoring & evaluation (M&E) plan
- Project detailed implementation & operational plan (Including Gantt chart, phase wise project technical operational plan)
- Detailed project construction, human resources, Biomedical equipment, technical operational & other plans

Project implementation. Construction:

- Land acquisition & development (if required)
- Detailed project Architectural design planning & design finalization
- Civil construction planning & construction along with supervision
- Detailed Mechanical, Electrical, Plumbing (MEP) planning, implementation & supervision
- Detailed Humidity, Ventilation, Air Condition (HVAC) planning & implementation & supervision
- Detailed interior decoration planning, designing, furniture layout, purchase, installations along with all other decorative works



Human resources & biomedical equipment:

- Human resources recruitment process, finalization of selection, appointment
- All process for biomedical equipment's, diagnostics, medical furniture's, Oxygen plant purchase, installation including technical training for relevant technicians
- Periodical any required practical, technical training design & implementation
- Practical, simulation based on spot team wise capacity building training
- Individual staff/team special engagement & coaching to improve performance

Operation & management:

- Team building, coordination mechanism, task-oriented capacity building training of staffs to ensure efficient discharge of duties & responsibilities
- Regular management support to operate newly inaugurated project
- Regular follow up & monitoring of newly inaugurated project
- Preparation of various types of clinical, administrative, managerial, commercial & other types form, template for operational uses

Service quality & excellence:

- Detailed writing of Standard Operational Procedure (SOP) for each type of clinical services delivered or each clinical & non clinical department
- Formulation of Key Performance Indicators (KPI) for each clinical, non-clinical, sales/marketing & all other departments
- Detailed project clinical service delivery Quality Assurance plan, methods, technical detailed process
- Preparation of detailed Infrastructure, Administrative, Financial, clinical services quality scan module with detailed process description. These scan modules are required for maintaining smooth function and efficiency of project



Project financing:

- Company annual financial statement, asset, liability, funding feasibility study
- Preparing & helping for all types of process documentation after due diligence
- All technical collaboration with funding agency & fund recipient

Sales/marketing:

- Sales, revenue target set up. Preparation of detailed marketing operational plan for achieving that.
- Quarterly, half yearly, annual sales/marketing plan, technical guidance module
- Detailed technical, clinical, practical, operational capacity development of sales/marketing team. Periodic evaluation, coaching & guidance



Licensing & legal:

- | | |
|--|---|
| ▪ Company formation | ▪ Pathology/diagnostic laboratory permission |
| ▪ VAT, TAX certification | ▪ X ray, CT scan permission from Atomic Energy Commission |
| ▪ Trade license | ▪ Model Pharmacy license |
| ▪ Building design approval from Rajuk | ▪ Hospital waste management license |
| ▪ Fire Safety license | ▪ Hospital/clinic license |
| ▪ No Objection Certificate (NOC) from DGHS | |

BIOMEDICAL EQUIPMENTS:

For project implementation:

- Preparation of all required medical equipment (diagnostic/laboratory, ICU/CCU/NICU/PICU, Dialysis, Operation Theatre, medical furniture, Physiotherapeutic, Radiology/Medical Imaging and other)
- Preparation of detailed technical quotation of all medical equipment/devices
- Quotation collection, vendor invitation, interview
- Short list preparation
- Mode of payment determination
- Ensuing supply & installation
- Facilitating technical capacity building session of relevant staffs



Medical Buyer
Diagnostics X-ray to change, for the ...



Friendly Like Me
high-capacity imaging equipment



Labcompare
Diagnostic Medical Imaging E...



For foreign principal:

- Product feasibility study, market research of products
- Setting up of office
- Selecting distributor or if required be their own distribution in Bangladesh
- Marketing/sales networking, strategy, policy formulation
- Capacity building training of sales person
- Operation & marketing guideline preparation
- Facilitating networking in private & public sector



Facebook
Diagnostic Laborat...



Primedeq
Medical Diagnostic Centre and L...



Laboratorydeal
medical lab equipment list



Wincom Company Ltd.
Automated Clinical Chem...



For Bangladeshi importers:

- Taking sub – distributorship role for any suitable, renowned products of which Bangladeshi distributor or importer cannot sell and knock us for nationwide sales effort

HEALTHCARE MARKETING:

For project establishment:

- Detailed organogram, staffing, recruitment
- Detailed technical, operational, clinical, field aspects, Doctor aspects capacity building of marketing people including team building, coordination, networking, referral

- Detailed written technical manual, operational guideline (Standard Operational Procedure/SOP), clinical guidelines, Networking/referral guidelines
- Monthly, quarterly, half yearly, annual sales target for individual, teams, prepare forecasting, periodic guidance, policy/strategy adjustment
- Preparation of all types of marketing & promotional materials



For existing hospital/healthcare project:

- Those projects who are not doing well in sales/marketing, finding out cases
- Working out list of positions, their competency, investment requirements
- Prepare organogram, command structure, internal coordination mechanism
- Detailed technical, clinical, operational training of newly recruited sales person
- Detailed operational guideline writing
- Target fix up for individual, team for monthly/quarterly/half yearly

For other franchise:

- Product/products feasibility study for any foreign company products
- Market research/survey for any products of any company
- Suggest suitable products/product line for any domestic/foreign company
- Detailed sales training
- Detailed written sales operation & promotional guidelines delivery

HEALTHCARE IT:

- Preparation of any kinds of customized, tailor-made software for laboratory, outdoor, indoor, pharmacy, operation theatre, Doctor, Nursing services, store/stock, accounting department, sales/marketing team and any other service if required
- Capacity development training of all relevant staffs on these software
- Any types of servicing, maintenance as required for any type's software
- Networking setting among departments, software integration, digital automation as required
- Android and iOS apps Development (if required)
- Web Application Design and Development, web based and Client Server Application Design Development (if required)

Our software strengths:

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|---|---|
| ▪ User friendly | ▪ Online data storage facilities to prevent data losing |
| ▪ Attractive interface | ▪ Customized software based on clients' requirements |
| ▪ Application of latest technology | ▪ Largest integrated system (24 modules) in BD |
| ▪ Support to lower version computer | ▪ Online/Offline support 24x7 |
| ▪ Database driven software with quick performance | |
| ▪ Highly secured system | |

Our module/software for project:

- Hospital Management System
- e-Office Management
- Online Project Monitoring
- Online HRM with Admin and Payroll
- Online Sales, Inventory and Account Management System
- Online Inventory Management
- Finance & accounting
- Vehicle Management
- House Keeping
- Food and Beverage Management
- Out – patient billing for hospital
- In patient billing for hospital
- Pathology/Imaging Management for hospital and diagnostic
- Pharmacy management system (Inventory and Procurement)
- Blood Bank
- Lab Interface System (LIS)
- Point of Sale (POS)
- Mobile Application
- Export, Import, LC
- Trading Inventory with Accounts



WHY WE STAND SEPARATE IN HEALTHCARE CONSULTANCY?

- We focus on client's mission, vision, expectations from us and prepare project design, technical/operational details of projects according to client's expectations.
- We do not suggest our clients for big budget, risky project (if client don't have huge budget), we do project design which can ensure best possible Return On Investment (ROI) using the client budget/fund.
- We support client for realizing funds (if required) through all of our technical, operational, networks.



- We work for clients dream realization, as his/her family member.
- We firmly stand with honesty, integrity, commitment, reputation. If a client project vision is not commercially viable project, we just explain that to him/her and say we do not require consultancy fees. Please do not do this project.
- We only engage with highly reputed renowned Architect, Civil Engineer, MEP/HVAC, Interior Decoration consultants for project infrastructure design & construction.
- We only engage with renowned international brands/companies or leading & renowned domestic medical equipment, devices and related products supplier.
- We take full responsibility not only for making hospital/healthcare project but also all types of training, coaching, technical/operational/managerial support/guidance for that project if required.

- We provide maximum amount of staff capacity development, system/process support to our client's company staffs, so that they can take responsibility & operate the project successfully.

INNOVATION & DEVELOPMENT IN HEALTHCARE:

- We have prepared our long & detailed project lists in hospital/healthcare, medical equipment, healthcare research, healthcare marketing etc. through not observing or following what type projects went well in Bangladesh before, we have prepared our project lists considering what projects required most for transforming & advancing healthcare sector, systems & service delivery in Bangladesh.
- We focus on newer venture for manufacturing medical equipment Bangladesh currently import.
- Apart from project list/design for our clients, we do have our own long-term plan, vision, mission for our healthcare sector.
- We try to think, write, prepare design which are unique, newer but relevant to our clients dream & country requirement.



Few new project concepts:

- First ever only for female hospital
- Nationwide serial diagnostic center (with establishment investment costs of only one/two centers)
- Be entrepreneur in healthcare sector while you are studying (Entrepreneurship in student life!)
- Comprehensive, globalized medical tourism
- Only for minority hospital
- International Certification center on health sciences
- Comprehensive Physiotherapy & Physical Rehabilitation center
- Comprehensive Advanced Genetic & Molecular Laboratory
- International standard Infertility center
- Fully functional major organs transplantation center
- Specialized surgical center for all sophisticated surgeries

OUR MESSAGE FOR CLIENTS:

- We don't tell clients "You require to do 300/500 beds hospital". We try to understand & feel our clients dream & expectations on his/her projects.
- We have more than 100 different types of project design already prepared, ranging from 20 lac Bangladeshi taka to over 2 billion US Dollar (over 20000 crore BDT).
- We can adjust, plan & design project with any budget amount.
- If we cannot be like family members, trusted & respected by our clients, we feel a bit discomfort for doing works for that client.
- We believe client & hospital/healthcare project consultant formal term should not be like CEO/Chairman vs hired Consultant. This creates gap & harm project.

- We do not believe in marketing using Facebook, LinkedIn post, You Tube video, other digital marketing method. We hope that our clients would be sure on our honesty, integrity, professionalism, technical ability before they call us.
- We greatly focus on our reputation & respect in the market much more than work or consultancy fees.
- We do not do all works for money, if it seems to us, that doing any particular project might harm our integrity, we would not do that.
- Our shareholder & partners are sound professionals with notable position in our own field, where we are being engaged.
- This company might be first (or among very few) of its kind in hospital/healthcare Advisory/Consultancy services in Bangladesh.
- For progressing healthcare sector/systems, this company was long overdue, we would try to help our domestic clients, our foreign partners/companies, Govt through our level best to increase quality, sophistication, advancement of our healthcare sector.
- We do not follow history, tradition much, we follow our heart, our desire to try to change our healthcare system, future.

FEW OF OUR CLIENTS:



OUR ADDRESS:

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