

CAREER OBJECTIVE: Spearhead operations in healthcare, participation in leadership activities and project management to promote hyperbaric medicine and bring in innovativeness in the delivery and practice of healthcare.

PROFILE AT A GLANCE

- ⇒ Acclaimed performance record of over 25 years spanning clinical, administrative operational and management roles in a variety of positions within healthcare in India and overseas in government and private sectors.
- ⇒ Career onset as a medical doctor in the Indian Navy in 1980 leading to medical and administrative qualifications and experience prior to leaving the Navy voluntarily. Worked in the UK and UAE as a clinical doctor wherein designed and implemented a robust occupational health program for offshore Oil Industry.
- ⇒ On return to India in 1998 took the role of an entrepreneur with a focus on two verticals. The first objective was to establish a successful clinical practice in India's leading hospital and the second to establish and operate a company offering services in the area of healthcare strategy consulting. Having consolidated in both verticals, now exploring opportunities where one can implement the knowledge and experience to bring in innovativeness in the healthcare delivery system .
- ⇒ Hands on experience in designing, implementing and operating a new modality of medical treatment at a corporate tertiary care hospital in India. Limca book or records recognized this achievement.
- ⇒ Building greenfield business in healthcare strategic consultancy with proven ability to complete complex assignments adding significant value to the proposition
- ⇒ Integration of deep domain experience and skills to understand the real challenges of healthcare service providers and develop patient-centric approaches while protecting interests of stake holders.
- ⇒ Experienced in working with organizations to address their challenges, both on strategic and operational lines, across public and private sectors. Track record of not only advising healthcare providers, but also implementing the strategies
- ⇒ Proactive professional with a keen sense of ownership of the operations and strategic ability of taking measured risks to achieve targeted outcomes.
- ⇒ Proven leadership qualities of managing delivery of performance through large teams across multiple locations through multitasking.
- ⇒ Pleasant personality, ability to develop good interpersonal relationships with ease and reliable as a team player. Exceptional communication and conflict resolution capabilities especially in adverse environments.

CURRENT POSITION

Indraprastha Apollo Hospitals New Delhi

Senior Consultant Internal & Hyperbaric Medicine – April 98 to date

- ⇒ Starting with no experience in the nuances of clinical practice leading to well established clinical practice in the largest corporate hospital in northern India in a span of 10 years.
- ⇒ By bringing in management principles the practice has evolved from being individual driven to “managing” the practice giving adequate time towards the parallel activity of healthcare strategy consulting.
- ⇒ The “grass root” touch with clinical practice translates into significant contributions when designing healthcare systems for clients
- ⇒ The hospital policy allows flexibility to “Fee for Service” clinical consultants to manage their own time (as against a salaried employee) and the healthcare consulting is without conflict of interests.

- ⇒ Key Achievement: Establishing a hyperbaric oxygen treatment centre for the first time in the private sector in India. The concept, installation, implementation , management ,operations in protocols and practice guidelines have all been brought in by me. The centre is profitable and gives the hospital an edge in the services it offers in the region.

Advent Healthcare Pvt Ltd New Delhi

Director – August 03 to date

- ⇒ Exposure to niche healthcare consulting with Harvard Medical International as part of the Max Healthcare team soon after return to India led to the establishment of a strategy healthcare consulting company in 2003.
- ⇒ As the leadership team of Advent have successfully implemented projects for clients such as : Multilateral agencies (World Bank, WHO.), Bilateral Agencies (DFID, USAID etc.), Union & State Government (DGHS, CBHI, NRHM, state governments with special focus on North Eastern states), Corporate & NGOs (Tata Group, Max Healthcare, Sri Hari Foundation etc) and created a self sustaining business.
- ⇒ This exposure has given great insight into the government's policies, practice of healthcare, the visions and challenges being faced by different segments of providers, approaches and possible solutions. Understand healthcare in public , private , charitable and as well as a corporate social responsibility in remote areas and in creating plans for medical education institutions
- ⇒ Key Achievement: Ability to complete complex assignments across the country for a variety of clients.

EDUCATION

Clinical Medicine:

- ⇒ MD (Medicine), Naval Hospital, Bombay University (1992)
- ⇒ Certificate in Diving Medicine, University of Aberdeen, UK (1994)
- ⇒ Diploma Marine Medicine, Institute of Naval Medicine, Bombay University (1985)
- ⇒ MBBS, Armed Forces Medical College, Pune University (1980)

Administration and Management:

- ⇒ Ambulatory Care Design and Management Course, Harvard (2000)
- ⇒ Advanced Administrative Course in the Defense Services (1990)
- ⇒ Basic Administrative Course in Armed Forces (1981)

KEY ACHIEVEMENTS .

- ⇒ Recognized teacher for the Diploma in Marine Medicine of Bombay University and the Diplomate National Board for Internal Medicine
- ⇒ Medical Council of India Inspector to evaluate the Institute of Naval Medicine, Naval Hospital Mumbai. (Aug 2003) and create a syllabi in Marine Medicine (2010)
- ⇒ Planned and implemented one of the World's highest Altitude dives in the Himalayas (1988)
- ⇒ Entry in Limca Book of records for setting up India's first hyperbaric centre.
- ⇒ Founder / Co founder :
 - Hyperbaric Society of India
 - PTC foundation – Delhi :Training for early management of trauma victims.(2005) to date
 - Asian Hyperbaric and Diving medicine Association. Kuala Lumpur April 2005 to date
- ⇒ Executive Council Association of British Scholars. British Council to date
- ⇒ Membership of the Undersea and Hyperbaric Medical Society (USA) & European Underwater Baromedical Society.
- ⇒ Life Membership of the Indian Chest Society, Association of Physicians of India, Indian Medical Association and the Marine Medical Society of India.
- ⇒ Diving Physician approved by the Health and Safety Executive (UK) & Medical Referee to the UK Sports Diving Clubs.

MEDICAL PUBLICATIONS AND PRESENTATIONS

International: Publications

- High altitude dives from 7000 to 14200 feet in the Himalayas, Under Sea Biomedical Research, (Maryland, USA) Vol. 18 No 4 July 91:303-317
- Hyperbaric Oxygen Therapy in Crush Syndrome British Medical Journal Vol. 309: No 6968 : Dec. 94 : 1582-83

Papers Presented

- Hyperbaric Oxygen in Ac Sensory neural hearing loss: Inaugural conference of the Asian Hyperbaric and Diving Medical society; Kuala Lumpur; Malaysia. April 2005
- Role of hyperbaric Oxygen Therapy in Acute Medical Care: APARC. Malaysia Sept 2004.
- UDAAN Multimode including Hyperbaric Oxygenation, Early Medical Intervention Therapy for small children with moderate to severe Cerebral palsy.(coauthor) 3rd International Symposium for Cerebral Palsy and the Brain Injured Child July 16-19,2003 Florida
- Challenges in creating an indigenous Hyperbaric oxygen unit in a fee for service tertiary care hospital in northern India: 29th Annual meeting of the European Undersea and Baromedical Society: Copenhagen Aug 2003.
- Experience with Hyperbaric Medicine in India, Annual Conference of the British Hyperbaric Association, Preston, UK, Sep 94
- Hyperbaric Oxygen Therapy in Parenchymal Liver Diseases, 17th Congress on Diseases of the Chest, Amsterdam, Jun 1993

National

Publications

- Hyperbaric Oxygen Therapy – Research Indications and Emerging role in neurological illnesses. Apollo Medicine, Volume 2. March 2005
- Role of Hyperbaric Oxygen Therapy in oncology and radiation induced tissue damage. Apollo Medicine; December 2004.P 186-189
- Current status of hyperbaric Oxygen Therapy : Proceedings of 59th Annual Conference of Association of Physicians of India.18-21 Jan 2004
- Hyperbaric Oxygen Therapy - A modern therapeutic tool in quality patient care: Review Article : Journal Of Association of Physicians of India : JAPI • VOL 51 • MARCH 2003
- Status of Hyperbaric Oxygen Therapy in Neurological Illnesses – Review of International and Indian experience: Neurosciences; Vol VII No 3; July-Sept 2003. P28-32
- Sports Medicine : coauthor to the chapter in The Association of Physicians of India's Textbook of Medicine.1998
- Renal Transplantation: an early experience MJAFI Vol. 50 No.3, July 94 :197-201
- Gas Poisoning with Freon 12 : Medical Journal Armed Forces India Jan 1994:50:1 69-71
- Antimicrosomal and antithyroglobulin antibodies in thyroid disorders Journal of the Marine Medical Society of India. Jan 94: Vol. 1: No 2 : 45-47
- Electrocardiographic Diagnosis - WPW Syndrome Journal of the Marine medical Society of India Jan 1994 Vol. 1 No.2
- Hyperbaric Oxygen Therapy in Hospital Practice, Bombay Hospital Journal Vol. 35 No.4, 1993 : 59-64
- Hyperbaric Oxygen Therapy in Acute Cerebral Edema Journal of the Marine Medical Society of India Aug 93 Vol. 1 No 2: 141-144
- Localized Obstructive pulmonary emphysema during diving training Medical Journal Armed Forces, India (MJAFI) Oct 1989 : 45 : 4: 295-297 (abstract published in the Undersea Biomedical Research Vol. 17 No.3 May 1990)

Papers presented

- Guest Speaker during the 2nd Annual Meeting of the Diabetic Society of India Pune Sept 2003
- Hyperbaric Oxygen In Neurological Illnesses - Review of experience: national stroke conference and annual Apollo CME
- Hyperbaric Oxygen Therapy and Oncology – evidence based treatment, Apollo Cancer Institute May 2003.
- Our experiences with Hyperbaric Oxygen Therapy presented at 49th Annual conference of the Association of Physicians of India, Jan 1994 Journal of the Association of Physicians of India, Vol. 41: 12:858
- Diving at high altitude presented at 11th national Conference on Diving and Underwater Medicine, May 1990
- Jelly fish sting: Clinical Profile (preliminary report) at the Cochin clinical society meeting, May 1987
- Diving physiology and Barotraumas present at Bombay Medical Congress Feb 1990
- Hyperbaric Oxygen: Current status in therapy presented at the 12th National conference on Marine Medicine, Jan 1993
- Attitude changes during cold weather: An exploratory study at Antarctic Continent; Nov 1983-Mar 1985 presented at the 12th National Conference on Marine Medicine, Jan 1993.
- Interval Hypoxia Training to enhance Sports Performance: A preliminary report. Indian Sports Medicine Congress December 1999.

Miscellaneous

- Chairperson for the session on Electrolyte Imbalance during the 11th Annual Conference of Indian Academy of Clinical Medicine IACMCON 2003 New Delhi Oct 2003
- Chair person for the session on “Coping styles and physical health of chronically Ill Patients “during the Conference on “Critical and Qualitative approaches to health psychology and Rehabilitation “01 Nov 2003.

PROFESSIONAL EXPERIENCE IN DETAIL

**July 2000
to
Jan 2001**

Office Practice chambers for Doctors : Sector 18 NOIDA

(in addition to the clinical practice at Apollo Hospital)

Project Coordinator for project " Doctors House"

- ⇒ Evaluate feasibility and prepare project report for setting up doctors chambers in NOIDA.
- ⇒ Identify site , investors and financial options to set up the polyclinic.
- ⇒ Identify architect to develop the site cost effectively along modern contemporary designs integrating pleasing environment with patient comforts .
- ⇒ Identify and develop revenue generators .
- ⇒ Devise financially attractive models to motivate a consortium of super specialists to use these services. (They would then attract patients to this site) , advertise and market the services to doctors and patients .
- ⇒ Recruit and train staff . Prepare processes and financial packages.
- ⇒ Evaluate and develop polyclinic software for multi-user use.
- ⇒ Use innovative methods for health care delivery: site location in busy commercial area , Calling system for wheel chair and assistance , web site for online appointments etc.

**Apr 01
to
Dec 2001**

Consultant Medical Informatics(in addition to the clinical practice at Apollo Hospital)

- ⇒ My deliverables are to develop / customize Australian medical software for use in various health care establishments in India.

**Apr 96
to
Apr 1998**

**New Medical Centre Abu Dhabi UAE
Consultant in Internal & Diving / Hyperbaric Medicine.**

In addition to clinical responsibilities my deliverables included :

- ⇒ Consultant to offshore oil companies including developing guidelines to screen for occupational health disorders , designing and conducting first Aid courses for Offshore Personnel .
- ⇒ Develop Casualty reporting and evacuation processes for medical casualties and diving emergencies.
- ⇒ ISO 9002 implementation and IT enabling of this specialty hospital to re-engineer existing activities and develop new processes.
- ⇒ Consultant for treatment of Diving Emergencies from the sports and Commercial Diving sectors along the guidelines of the HSE and UKOOA guidelines

**September
1994
To
March
1996**

**Medical Directorate Naval Headquarters New Delhi **
Deputy Director Research and Training of the Indian Navy
in the rank of Surgeon Commander.** My deliverables included :

- Plan out training programs for the doctors in the Indian Navy.
- Evaluate and approve research projects and obtain Govt. Sanctions for projects. Annual budget allocation for new Projects approx. 1 crore.
- Advisor to the Navy on offshore and marine medical requirements.
- Liase with International Navies and Plan and execute training exchange programs.
- Arrange National Conferences.
- Lay out selection criteria and Select suitable candidates for postgraduate courses and higher studies.
- Evaluate and sanction equipment for research projects in the Navy.
- Close liaison with other branches of Naval Headquarters for naval staffing plans

**Key position
in Naval
Headquarters**

**Sept 94
To
Jan 95**

Centres in the United Kingdom :

- ⇒ In 1993 I was awarded the Hargobind foundation and the Birla scholarship for gaining further experience abroad .
- ⇒ This was used for attachment in Internal & hyperbaric Medicine in various centres in the UK : Whipps Cross Hospital, London, Institute of Naval Medicine, Alverstoke, National Hyperbaric Centre, Aberdeen.
- ⇒ This provided unique opportunity to gain first hand knowledge and exposure to medical practices , systems and processes in practice in the United Kingdom

**Oct 88
to
Sept 94**

Naval Hospital, Bombay, India . This is the largest hospital of the Navy (650 beds) and serves as a tertiary care centre. It is affiliated to Bombay University.

- ⇒ I completed my Doctorate in Medicine and worked in this large hospital.
- ⇒ Recognized as a teacher in Marine Medicine by Bombay University and was involved in postgraduate training.
- ⇒ Conducted research on submarine habitability, noise levels on ships and submarines, atmospheric control during saturation diving , stress levels in different tradesmen in the navy etc...
- ⇒ Part of the team in designing requirements and computerization for the new Naval Hospital INHS, Asvini Bombay
- ⇒ Various administrative responsibilities which are an inherent part of practice in the Armed Forces.

Dec 80
To
Sept 94

Service in the Indian Navy as a doctor in various appointments which are a mix of clinical and administrative responsibilities. Some of these appointments were :

- ⇒ Medical Officer in charge Diving Training School Cochin (Feb 1986 to Oct 1988), Postgraduate Student Institute of Naval Medicine, Bombay(July 1984 to Oct 1985), Instructor Submarine School, Vishakapatnam (Jan 83-June 84), Submarine Medical Officer in India and USSR (Dec 1981 to May 1984) , Medical Officer Base Hospital Lucknow (Dec 1980 to Nov 1981).
- ⇒ Some of the achievements were :
- ⇒ Complete the Medical Officers Basic and Junior Command Course.
- ⇒ Commander in Chiefs commendation
- ⇒ Planned and implemented one of the worlds highest Altitude dives in the Himalayas (1988) .Report published in the Undersea & Biomedical Research (USA)

OVERVIEW OF OTHER CONSULTING ASSIGNMENTS

Strategic Advisory Solutions			
Client	Assignment	Approach	Solution
 NRHM Assam	Impact Assessment of NRHM interventions in Assam 2009 <ul style="list-style-type: none"> ▪ To assess the changes in the status of infrastructure, manpower, equipment & service availability as a result of NRHM interventions. 	<ul style="list-style-type: none"> ▪ The survey will cover approx 5500 Health centres which include Sub Centers and PHCs in all 27 districts of Assam ▪ The survey besides collecting data on infrastructure, manpower, equipment etc also incorporate photography and GPS location of each centre. ▪ Approximately 25000 photographs will be shot and presented as report 	Survey in progress 
 NRHM Assam	Facility Survey of health institutions in Assam (2007) <ul style="list-style-type: none"> ▪ To survey all health institutions of Assam on IPHS guidelines to understand status of infrastructure, manpower, drugs & equipment 	<ul style="list-style-type: none"> ▪ The survey was to cover 5800 Rural Health Institutes which included Sub Centers, PHCs & CHCs in 23 districts of Assam ▪ Due to short timelines for the project a workforce of 160 people were employed throughout the State ▪ Each rural health centre was visited to maximize the authenticity of the data collected ▪ The survey was successfully completed within three months of duration 	Report Submitted 
 World Health Organisation India Country Office	Managing Human Resource for Health in India (2007) <ul style="list-style-type: none"> ▪ Assess the existing manpower in Indian Healthcare ▪ Provide options and solutions to improve the manpower planning, development, recruitment, deployment, sustenance and retention 	<ul style="list-style-type: none"> ▪ Advent selected two states in India and two districts in each state where assessment was carried out ▪ Interviews and discussions with key officials and functionaries at state and district level were undertaken 	Report submitted 
 World Health Organisation India Country Office	HR Requirement for Pharmacy sector in India (2006) <ul style="list-style-type: none"> ▪ To understand the national landscape of Pharmacy sector in India with special focus on Human Resources 	<ul style="list-style-type: none"> ▪ Advent carried out an extensive research and looked at several facets governing the human resources of the pharmacy sector ▪ The following points were considered:- <ul style="list-style-type: none"> - Policies & Regulations - Teaching & Training - Demand & Supply dynamics 	Report submitted 
 World Health Organisation SEARO	WHO – AIMS for Uttaranchal (2006) <ul style="list-style-type: none"> ▪ To assess mental health systems in Uttaranchal & build the first mental health policy for the state. 	<ul style="list-style-type: none"> ▪ Collected and analysed information on the mental health system in Uttaranchal through World Health Organization Assessment Instrument for Mental Health Systems (WHO-AIMS). ▪ Development of Draft Mental Health Policy and Mental Health Plan for Uttaranchal 	Report submitted 
	Development of National Health Profile of India	<ul style="list-style-type: none"> ▪ Analyzed the health profiles by different income earning countries, as along with international health 	Report submitted

Strategic Advisory Solutions			
Client	Assignment	Approach	Solution
 <p>WHO-India CBHI</p>	<p>(2005)</p> <ul style="list-style-type: none"> To assess the health information needs for policymakers, health administrators, researchers etc and comprehensive & user friendly database compilation on health scenario in the country 	<ul style="list-style-type: none"> organizations. Came up with a strategic benchmarking output Studied the Health profile of India, and benchmarked it to the international standards profile Qualitative 'gaps' study Designed NHP -2005 and poster 	
	<p>Strategic Organizational Capacity Analysis: DoHF&W, Tamil Nadu 2004</p> <ul style="list-style-type: none"> To assess the organisational capacity of the Department of Health and Family Welfare, Government of Tamil Nadu to deliver healthcare services and improve outcomes with a focus on rural and poor 	<ul style="list-style-type: none"> Prepared analytical framework for analysis of inter and intra-departmental dynamics Secondary research on demographic and healthcare data on Tamil Nadu, India and International Designated two project teams to assess healthcare delivery and organisational dynamics at the directorate level in Chennai and across two representative districts in the state Extensive data gathering at the field-level, conducted focus groups with stakeholders, interviewed employees and patients 	<p>Report submitted</p> 
	<p>To conduct Inception Workshop, Sensitisation Workshop and presentation of the above report</p>	<ul style="list-style-type: none"> Conduct of workshop for DOH&FW GOTN and World bank to launch the World Bank loan of 110 million for the state of Tamil Nadu Present the findings of the above study to all the key delegates Record the proceedings for easy dissemination to WB officials globally and to the state 	<p>The workshop helped sensitise the officials of GOTN on the proposed objectives of World Bank. Final report handed over in April 2005</p>

Strategic Advisory & Operational Solutions			
Client	Assignment	Approach	Solution
<p>R K Nirman Pvt Ltd, Kolkata</p>	<p>Detailed Feasibility Report for Multi-specialty Hospital at Siliguri, West Bengal (2009)</p> <ul style="list-style-type: none"> To study the feasibility for establishing a multi-specialty hospital at Siliguri 	<ul style="list-style-type: none"> Review the regional healthcare scenario, identify trends, opportunities and competition profile, demand & supply gaps Propose optimum and cost effective hospital planning Financial projections highlighting project cost estimates, revenue generations, cash flow, income and respective expenditure statements. 	<p>Project ongoing</p> 
<p>Noida/Greater Noida Authority Govt of Uttar Pradesh</p>	<p>Project consultancy for 500 bedded state of art hospital at Greater Noida & expansion of Noida district hospital to 300 beds (2008)</p> <ul style="list-style-type: none"> To provide technical support to the project from conceptualisation & design stage to operationalisation. 	<ul style="list-style-type: none"> Defining the various disciplines and specialties Scheduling and framing requirements for various specialties. Equipment planning and optimizing the machines for quality medical operations Manpower planning & support in procurement Designing the various systems for smooth operations of the hospital 	<p>Project ongoing</p> 
<p>Sri Hari Foundation, Bhiwani</p>	<p>MKHRC Bhiwani, Haryana Hospital Planning , Project management and operations</p>	<ul style="list-style-type: none"> Feasibility study and developed a detailed project report (DPR). Assessment of existing healthcare facilities in the region was carried out leading to gap analysis of need and availability of healthcare in the region. Equipment planning, procurement, human resource planning, recruitment and planning for IT systems was also done. 	<p>Hospital to be commissioned soon</p> 
 <p>NRHM Assam</p>	<p>Institutional strengthening & Master plan of 7 district hospitals in Assam (2008)</p> <ul style="list-style-type: none"> to study the present status of the district hospital & develop strengthening plan and quality improvement plan 	<ul style="list-style-type: none"> Understanding of the existing standards, understanding specific health needs of the district Develop assessment criteria and tools based on the existing standards. Undertake situation analysis of each district hospital and finally develop the institutional strengthening plan/master plan for each district hospital. 	<p>Project ongoing</p> 
 <p>Tata Tea</p>	<p>Creating partnership model for managing Tata Tea Hospital at Chubwa, Assam</p>	<ul style="list-style-type: none"> Create a partnership model for running & operating 75 bedded hospital at Chubwa Undertake due diligence Manage transition Establish systems and processes Undertake management of the hospital 	<p>Ongoing</p> 
	<p>Concept & design for ART Centre at Gulbarga Karnataka (2006)</p> <ul style="list-style-type: none"> Develop concept for ART centre for large corporation. Develop replicable design Blue print for ART centre 	<ul style="list-style-type: none"> Develop a replicable model for ART centre for large industries. Develop replicable design Blue print based on the concept. 	<p>Project completed</p> 
	<p>Evolve a Health Care Delivery System in India and develop criteria for planning a tertiary care hospital. Advise on clinical,</p>	<ul style="list-style-type: none"> Carried out market research (with ORG - MARG) and identified existing need gaps in Community Health Care delivery Evolved a new Health Care Delivery System integrating professional American values (inputs from 	<p>Business plan approved for implementation and roll out started in October 2000</p>

	technical, administrative and personnel-related aspects of health care management	<p>Harvard Medical International) with Indian practice, cultural & financial variations</p> <ul style="list-style-type: none"> ▪ Evolved a system to provide professionally stimulating, scientific and ethical environment ▪ Evaluated various models of hospital design and architecture and prepared guidelines for evaluating various equipment used in medical establishments ▪ Prepared standardized processes to be applied in Max Health Care units and evolved processes to involve the community in health activities 	Current status: The organization has built significant brand value and has been granted soft loans from the ADB for over Rs.100 Crores. Ranjit Barthakur, Co-founder of Advent, is on their advisory board
 GNRC Hospital Guwahati	Review operational effectiveness, staff and infrastructure utilization, and explore new business opportunities in a 150-bed specialty hospital in Assam.	<ul style="list-style-type: none"> • Created a model for providing health care services for the entire region • Repositioned GNRC and defined long term and short term vision • Leverage Existing Revenue Generators and reorganized Revenue Negators • Promoted existing Neurology service on basis of research and financial analysis 	Developed a improvement plan for business and medical delivery. Increased revenues and infrastructure, expansion programs in place
 Indraprastha Apollo Hospitals New Delhi	To design, start up and operate India's first private Hyperbaric Treatment Center at Apollo Hospital New Delhi on a profit sharing model.	<ul style="list-style-type: none"> ▪ Prepared feasibility study and report for the project. ▪ Conducted safety trials & developed national guidelines for practice of Hyperbaric Medicine ▪ Developed costing models for pricing of services & finance sharing models for doctors 	The centre is operated and promoted by Dr. Tarun Sahni, Co-founder of Advent Healthcare.
 MEDTRAK Medical Information Systems	Customize Australian medical software system for implementation in India.	<ul style="list-style-type: none"> ▪ Developed a comprehensive understanding of the capabilities of the system and cross-mapped it with the processes in Indian hospitals ▪ Prepared marketing strategy and enabled business development with potential customers 	Customized software for implementation. Being installed in 3 major hospitals in Northern India