

23 - 24 October 2018

Holiday Inn Mumbai International Airport



# HEALTHCARE SUPPLY CHAIN MANAGEMENT — SUMMIT 2018 —

Developing an agile and efficient supply chain model by leveraging new technologies, advanced processes to reduce costs and achieving competitive advantage

## DISTINGUISHED SPEAKER PANEL:



**Abhinav Thakur**  
Managing Director,  
Accurex Biomedical Pvt. Ltd.



**Arvind Sharma**  
Associate Director - Head Supply Chain,  
Fresenius Medical Care India Pvt. Ltd.



**Dr. Ashok Asthana**  
Quality Expert - Supply Chain,  
Leading Corporate Hospital



**Dr. H. S. Ratti**  
Advisor,  
Safepoint India - Hindustan Syringes & Medical Devices Ltd.



**Dr. Rajiv Yadav**  
Chief-Operations,  
Shushrusha Citizens' Co-operative Hospital



**Himani Kanwal**  
Director Supply Chain - Medical Devices,  
Johnson & Johnson



**Himanshu Dave**  
Director - Procurement Engineering & Head Procurement,  
Philips India Ltd. Healthcare Innovation Center



**Hrisheekesh Singh**  
Director - Channel Strategy India,  
Medtronic Pvt. Ltd.



**N. Hemakumar**  
Group Head - Commercials & SCM,  
CK Birla Hospitals



**Jayant Rajani**  
Vice President,  
Metropolis Healthcare



**N. Venkatesan**  
Sr. General Manager- Supply Chain Management,  
HealthCare Global Enterprises Ltd. (HCG Hospitals)



**Pramod Sant**  
Vice President Head of Export / Imports and Export Control and Customs,  
Siemens Ltd., India



**Prashant Pikle**  
Vice President- Materials & Supply Chain Management,  
Nanavati Super Speciality Hospital



**Rajiv Kapahi**  
Sr. Director - India Hub : Finance, Operations, IT & Distribution,  
Boston Scientific India Pvt. Ltd.



**Sabina Sawliwala**  
Head - Stores & Procurement,  
Jaslok Hospital and Research Center



**Siddharth Sangwan**  
CEO,  
Hindustan Wellness Pvt. Ltd.



**Smit Dave**  
Regional Head - Finance and Supply Chain,  
Radiometer India



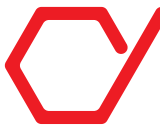
**Shashikant Thorat**  
COO,  
Qualilife Brain And Spine Healthcare LLP,  
Hindu Sabha Hospital



**Varsha Kaushal**  
Dy. Director - Materials,  
P. D. Hinduja National Hospital & Medical Research Centre



**Virender Bansal**  
Director- Finance, Supply Chain, IT & Legal,  
Terumo India Private Limited



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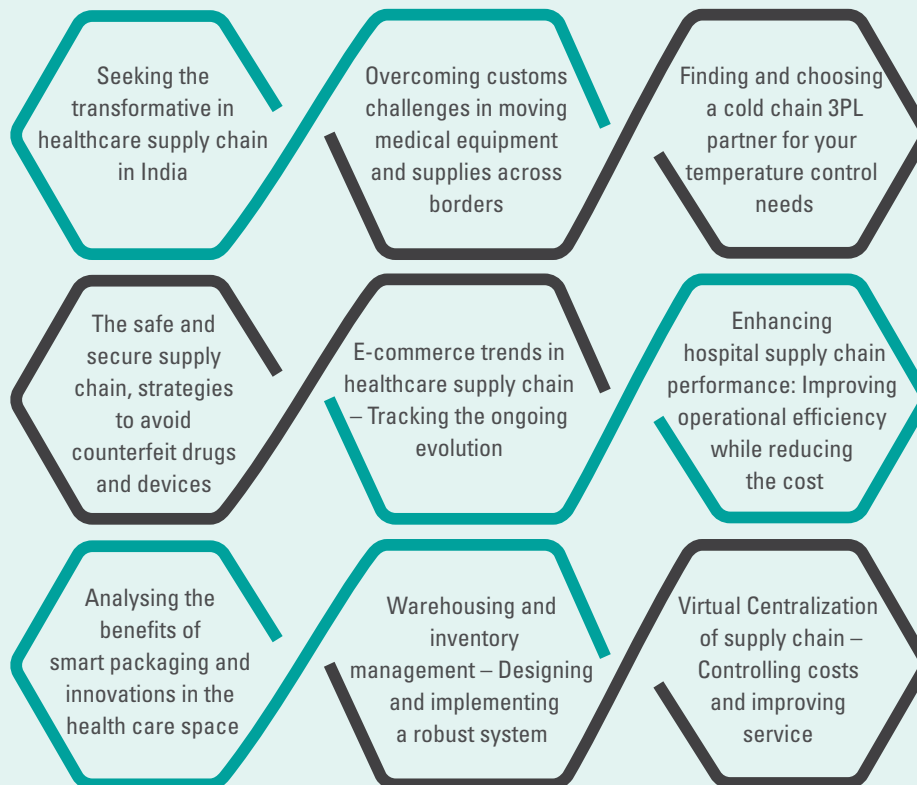
## EVENT OVERVIEW:

Healthcare supply chain has become extremely complex as a business activity due to increasing competition, changing regulations and rising costs and unique because each stakeholder has their own interests to protect. Undeniably no industry can survive without contemplating much about reducing expenditures in every possible domain and the same is the scenario for healthcare industry, which is beholding an alarmingly high pace of upward movement of cost.

The Healthcare Supply Chain Management Market is globally projected to reach \$2.31 billion by the year 2022 from \$1.55 billion in 2017 which is at a CAGR of 8.4% during (2017-2022). The market is mainly driven by tremendous pressure on healthcare providers to improve operational efficiency & profitability. Supply chain management in the healthcare industry can transform your organization to make optimal use of resources, generate profits, enhance shareholder value and respond to customer requirements. In order to succeed in this new era of healthcare reform and to achieve prodigious growth, organisational leaders should evaluate their supply chain management activities, consider the acquisition of analytics tools and prepare for a bright future.

In the light of this, the **Healthcare Supply Chain Management Summit 2018** will delve on the aspects of gaining greater competency in supply chain management to better manage costs, weather the storm of impending legislation and identify the tools in place to enable organizations to boost their supply chain procedures by offering a mix of thought provoking and practical sessions while covering a wide range of topics along with a unique industry networking platform.

## KEY CONFERENCE FOCUS AREAS:



## WHO SHOULD ATTEND?

### FUNCTIONAL HEADS OF

- Supply Chain & Distribution
- Procurement, Purchase & Commercial
- Logistics & Transportation
- Warehouse Operations
- Administration
- Customer Service

### FROM FOLLOWING INDUSTRIES

- Medical Device / Equipment / Instrumentation
- Hospitals & Clinics
- Medical & Diagnostic Laboratories
- Hospital Supplies
- Clinical Research
- Supply chain technology solution providers
- Cold chain & logistics solution providers

## EXHIBITION, MEETING AND PROMOTION OPPORTUNITIES

Sponsoring or exhibiting at **Healthcare Supply Chain Management Summit** is an excellent way to promote your business to a highly targeted group of key decision makers involved in the supply chain management for the healthcare sector

### WHAT CAN SPONSORSHIP DO FOR YOU?

#### POSITION YOUR COMPANY'S BRAND:

Showcasing your company at leading industry events establishes your company, in the eyes of your prospect or existing client.

01

#### BUILD CUSTOMER LOYALTY:

Face-to-face contact at conferences shows continued support of a market and helps you to develop client loyalty as well as cementing your position as a market leader.

02

#### BROKERING NEW BUSINESS PARTNERSHIPS:

Target your best prospects in a positive, collaborative environment where they are open to new ideas. Attendees are always looking for exciting new partnering opportunities. Our conferences offer you an ideal opportunity to make contact and future business.

03

#### ENTER NEW MARKETS:

Exhibiting is one of the most cost-effective and time-efficient ways of opening up a window to a wide section of buyers.

04

#### UNVEIL NEW PRODUCTS OR SERVICES:

Draw attention to your products and brand by using this conference as a launch pad for new products or services

05

#### NEW SALES LEADS:

Only the most senior-level decision makers attend our conferences, connect with them in a pressure free, collaborative environment by showcasing your services either by exhibiting or taking part in the programme

06

### WHY CHOOSE OUR EVENTS?

As conference experts, we know how best to utilise events to promote, develop and generate business for our clients. To find out more about how you can make the most of your participation at this event,

Contact: **Karan Tandon**, Sales Director, **Phone:** +91 22 6608 9532, **Mobile:** +91 97696 48855, **Email:** [karan.tandon@inventicon.in](mailto:karan.tandon@inventicon.in)

## DAY ONE - 23 OCTOBER 2018

08:00 **Registration & Coffee**

08:50 **Welcome address by Inventicon Business Intelligence**

09:00 **Opening remarks by the Chairperson**

09:10 **Regulatory Keynote - Regulatory landscape and key considerations for growth in healthcare supply chain in India**

09:40 **Keynote Session: Exploring the need of value-based supply chain management in healthcare industry - The transformation of the fee-for-service model to value-based care**

- Value-based purchasing strategies
- Intersection of cost, quality, and outcomes (CQO) - The place every healthcare organisation should be aiming to reach
- Building an efficient healthcare supply chain model - Delivery of right product at the right place at the right time

10:10 **Partner Session | Digital supply chain and advanced analytics solution – Better decision making, digital supply network & risk management**

10:40 **Coffee Break & Networking**

11:10 **Overcoming customs challenges in moving medical equipment and supplies across borders**

- Avoiding delays at customs
- Managing trade compliance costs downwards
- Keeping your data secure
- The need for specialist service providers
- How digitisation plays a critical role

**Pramod Sant**, Vice President, Head of Export /Imports and Export Control and Customs, **Siemens Ltd, India**

11:40 **Seeking the transformative in medical device supply chain in India**

- Building new strengths by raising the bar and developing new capabilities
- Turning challenges into opportunities: Pains and gains in medical device supply chain market
- Creating a benchmarking methodology for sustaining growing opportunities in emerging markets
- The future paradigm - What is coming next in medical equipment supply chain visibility
- Make in India' initiative: An opportunity to create a 'step change' in Indian healthcare and medical devices industry

**Virender Bansal**, Director - Finance, Supply Chain, IT & Legal, **Terumo India Private Limited**

12:20 **Panel Discussion | Finding and choosing a cold chain 3PL partner for your temperature control needs**



- Why are medical device firms struggling to find the right cold chain partners, and how can this challenge be alleviated?
- Uncovering which 3PLs offer multi-client facilities vs. running a whole warehouse for one client
- Establishing an effective partnership with your cold chain 3PL for long term success

**Panellist :**

**Jayant Rajani**, Vice President, **Metropolis Healthcare**

**Pramod Sant**, Vice President, Head of Export /Imports and Export Control and Customs, **Siemens Ltd, India**

**Smit Dave**, Regional Head - Finance and Supply Chain, **Radiometer India**

13:00 **Networking Lunch**

14:00 **Partner Session | Interpreting the role of IoT, Machine Learning, Artificial Intelligence & Blockchain Technology in the modern healthcare supply chain and transportation network**

14:30 **The safe and secure supply chain, strategies to avoid counterfeit drugs and devices**

- Exploring the areas with regards to anti-counterfeiting methods where the companies have become less resilient over the years?
- How to maintain the drug & medical device supply chain integrity
- CDSCO & FDA safeguards & guidelines
- Packaging technology - Tamper-evident/tamper-resistant packing

15:10 **Coffee Break & Networking**

15:40 **Panel Discussion | Identifying the right supply chain partners, creating better collaborations to support business growth**



- Managing expectations, contributions & requirements
- Association of key stakeholders to optimize their collective performance in the creation, distribution and support of an end-product.
- Information technology and logistics integration
- Integrations of information and material flows between supply chain partners
- Analysis the significant effect of long-term supplier relationships on performance

**Panellist**

**Hrisheekesh Singh**, Director - Channel Strategy India, **Medtronic Pvt. Ltd.**

**Sabina Sawliwala**, Head -Stores & Procurement, **Jaslok Hospital and Research Center**

**Virender Bansal**, Director - Finance, Supply Chain, IT & Legal, **Terumo India Private Limited**

16:20 **Enhancing hospital supply chain performance: Improving operational efficiency while reducing the cost**

- Importance of bringing new expertise through more efficient processes and saving to key business areas which represent significant expenses
- Identifying the technology that must be either extended or augmented to capture unnecessary expenditure and inefficiencies from your target model
- Envisioning a new corporate strategy - understanding what people, processes or strategy would be required to bring desired results
- How can you balance cost along with quality?

**Dr. Rajiv Yadav**, Chief - Operations, **Shushrusha Citizens' Co-operative Hospital**

17:00 **Closing remarks by the Chairperson**

17:20 **End of day one**

## DAY TWO - 24 OCTOBER 2018

08:15 **Registration & Coffee**

09:10 **Opening remarks by the Chairperson**

09:20 **E-commerce trends in healthcare supply chain – Tracking the ongoing evolution**

- Overview of distribution models which are shifting to an e-commerce platform
- Innovations in supply chain architecture to meet the new demands of digital business
- Overview of trends in e-commerce that are continuing to shape the way healthcare products are being sold & its impact on logistics, transportation and warehousing

10:00 **Panel Discussion | Outsourced or insourced - Making the right choice**



- Factors to consider in the decision: Costs, Capacity, Quality, Volume and Timing
- Are you ready to bring your supply chain in-house – Exploring the challenges & Looking within
- Exploring the Risks and Benefits of Outsourcing Supply Chain Management

**Panellist :**

**Prashant Pikle**, Vice President - Materials & Supply Chain Management, **Nanavati Super Speciality Hospital**

10:40 **Coffee Break & Networking**

11:10 **Partner Session | Supply chain insurance - A formidable tool for risk mitigation to help achieve uninterrupted supply chain process & continuous operations**

11:40 **Driving value in Healthcare Supply Chain - Exploring alternative strategies to sustain the profitability of supply chain in the current regime of price control and enhanced competition**

- Current healthcare scenario
- Value enhancement techniques
- Case studies for demonstration
- Key steps to ensure success

**Varsha Kaushal**, Dy. Director - Materials,  
**P. D. Hinduja National Hospital & Medical Research Centre**

12:20 **Panel Discussion | How does your supply chain impact the cost of your product**



- Choosing the right supply chain model as per your need: Outsourced or insourced
- How adversarial relations between supply chain partners give rise to cost
- Matching the supply chain strategy with the nature & complexity of product
- Impact of poor material & inventory management on product cost: Overstocking or stock-outs

**Panellists :**

**Abhinav Thakur**, Managing Director,  
**Accurex Biomedical Pvt. Ltd.**

**Himanshu Dave**, Director - Procurement Engineering & Head Procurement, **Philips India Ltd. Healthcare Innovation Center**

**Varsha Kaushal**, Dy. Director - Materials,  
**P. D. Hinduja National Hospital & Medical Research Centre**

13:00 **Networking Lunch**

14:00 **Virtual Centralization of supply chain – Controlling costs and improving service**

- Establishing a cloud based virtual supply chain environment: Integrating operations from the perspective of the market rather than the health system
- Consolidated service center (CSC) – serving as the focal point for distribution, centralized contracting, procurement and customer service
- Virtualization and cloud computing for data storage and processing
- Internet of Things for machine level connectivity

14:40 **Warehousing and inventory management – Designing and implementing a robust system**

- Important aspects of selection and set-up of a warehouse – Basic principles of preparation and planning
- Learning how can data systems help in better visibility of your inventory to reduce the cost burden
- Using the 5s method for reducing waste and effectively managing your material – Sort, Set, Shine, Standardize & Sustain
- Opportunities for robotics and automation in the warehouse

**N. Venkatesan**, Sr. General Manager - Supply Chain Management,  
**HealthCare Global Enterprises Ltd. (HCG Hospitals)**

15:20 **CAMPFIRE SESSION - Building a new age healthcare supply chain model – Cost, Speed and Accuracy**



- Why is it important to link supply chain and business strategy
- Importance of creating a high-performance tailored supply chain plan that fits your need
- Benefits of a new age supply chain – Not just financial but looking beyond

Live examples being discussed by participating delegates on building and strengthening a new age supply chain model in their organization. This session represents an excellent place for delegates to learn from their peers through sharing of their own experiences. As a bonus, this interactive peer-to-peer format is also an excellent opportunity for delegates to build new connections.

16:00 **Farewell coffee and end of conference**



To register online visit

[www.HealthCareScmSummit.com](http://www.HealthCareScmSummit.com)

## MEET OUR SPEAKERS



**Abhinav Thakur**, Managing Director,  
**Accurex Biomedical Pvt. Ltd.**

Abhinav is a graduate of world renowned University of California- Davis. He has completed his PGDM from NMIMS University, Mumbai. He has been Managing Director at ACCUREX since 2004. He is responsible for establishing goals and developing strategies, raising funds, investing in resources and conducting operations at ACCUREX. Previously he has worked with SODHEXO

and California Diabetes Prevention Program in California, U.S.A.

He is also the Jt. Coordinator- Mumbai of Association of India Medical Devices Industry(AIMED) treasurer for the Association of Diagnostics Manufacturers of India (ADMI).



**Dr. Ashok Asthana**, Quality Expert - Supply Chain,  
**Leading Corporate Hospital**

Dr Ashok Asthana graduated as doctor from Govt Medical College, Rohtak. He did his post graduate in General Medicine from BJ Medical College, Ahmedabad and Master of Business Administration from FMS, Delhi University. Immediately after graduation he joined Indian Armed Forces. His distinguished career took him to disturbed areas of Assam, Manipur and Mizoram.

He served at high altitude in Arunachal Pradesh, Himachal Pradesh and Siachen in Kashmir. He has 19 years of clinical experience and 20 years of hands on practical experience of managing health and medical care to his credit. He had been Senior Registrar of Army Hospital (R&R) New Delhi prior to his superannuation after 34 years of service. Commendations by his superiors prove his demonstrated capabilities of comprehensively managing multi-disciplinary tertiary care medical establishments and addressing complex administrative challenges. It speaks volumes of his leadership qualities. Wherever he worked, he commanded respect for his commitment, integrity and earned laurels for his skills of planning and judicious utilization of available resources.

He has been serving a large Corporate hospital since his superannuation. Under his leadership the hospital has been successfully accredited by NABH, NABL and JCI. The hospital also got accreditation to conduct Post Graduate training (DNB) in various medical specialties from national Board of Examination (NBE). Maharashtra University of Health Sciences (MUHS) has also accredited the hospital to conduct Post-Doctoral fellowship courses. As Chairperson of purchase committee, he has optimized not only financial resources utilization resulting in substantial savings to the hospital. In recognition of his achievements through untiring efforts and commitment he has been nominated on the board of directors of the hospital within the short span of 5 years. His humility, friendly disposition, motivated and focused application has remained a source of inspiration to all his colleagues, peers and subordinates.



**Dr. H. S. Ratti**, Advisor,  
**Safepoint India - Hindustan Syringes & Medical Devices Ltd.**

Harinder Singh Ratti, MD, DNB, has expertise in Public Health, Primary health care, hospital and health care delivery operations and strategic planning. Trained NABH lead Assessor for hospital and health care institutions in QA, he received his Bachelor's degree in Medicine and Surgery and Masters degree in Preventive and Social

Medicine from Armed Forces Medical College (AFMC), University of Pune, India.

Having worked over 32 years' in Armed Forces/Central Government as a public health practitioner in a multi locational, multi-cultural environment with large population spread, his experience ranges from implementing first contact care to supervisory, monitoring and evaluation, policy level managerial strategic inputs.

Trained in epidemiology and statistics with capability to handle large data sets and use this to focus on Non communicable disease, Communicable diseases. His focus is on QA and Continuous Quality Improvement, supportive M & E activities, training and development, implementation of processes and use of analytics and technology as effective tools to deliver solutions in improving healthcare practice to facilitate decision making in public health programs resulting in better health care outcomes for the population.

Currently as Advisor Safepoint India, a registered NGO, he now focuses on Patient Safety with special emphasis on Hospital Acquired Infections, Antimicrobial Resistance, Bio Waste Management and Safe Injection Practices.



**Dr. Rajiv Yadav**, Chief - Operations,  
**Shushrusha Citizens' Co-operative Hospital**

Dr. Rajiv Yadav is a Professional with 15 years of experience in healthcare industry after postgraduation. Currently he is Chief - Operations (Medical & non-medical) at Shushrusha Citizens' Co-op Hospital Ltd's Suman Ramesh Tulsiani Hospital, Vikhroli.

He has served as, General manger - Operations at Jaslok Hospital & Research Center, Hospital Administrator at

SMRC's V. M. Salgaokar Hospital, Goa, Manager - Hospital Administration at Reliance Foundation Sir H N Hospital, Mumbai, Dy. Medical Superintendent at Yerala Medical Trust, Navi Mumbai. He has quality exposure in handling the administration functions in a hospital entailing inventory management, selection & purchase of medical equipment, vendor management, AMC, CMC. Brought down inventory holding cost by about 40%

by streamlining Purchase and stores activities. Driven cost control measures across operations specific to non-clinical operations. Constantly review the hospital operations in response to changes in customer demand, identification of scope for improvement and increase in Patient satisfaction. Dr. Yadav holds merit of heading NABH and NABL accreditation activity for SMRC Hospital, Goa's first hospital having both the accreditations.



**Hrisheekesh Singh**, Director - Channel Strategy,  
**India Medtronic Pvt. Ltd.**

Hrisheekesh brings in 20 years of rich experience from 5 different industries and domains. He has been able to create sustained business impact - be it for revenue, profitability, customer acquisition or experience. He practices open thinking with strong bias for action under chaotic, uncertain and ambiguous scenario. At core, he is an industrial engineer, who has real world understanding

of consumer & business needs. He applies this in designing new technology products, scaling operations, organization designing, thinking and creating impact. Hrisheekesh had done his MBA in Marketing and Strategy from MDI and Production Engineering from G. B Pant University of Agril and Technlogy. He is a Lean Six Sigma Master Black Belt. Prior to Medtronic Mr. Singh has worked with many eminent companies like Flipkart, Airtel, Cyient and Hero Honda.



**Jayant Rajani**, Vice President,  
**Metropolis Healthcare**

A professional with over 18 years of experience in managing Supply Chain Functions entailing Materials Management, Critical Inward & Outward Logistics, Temperature controlled Logistics, Route planning and management, Warehouse management, Inventory Planning & Control, Client Relationship Management and Team Management.

An enterprising leader with experience in leading various cross-functional teams and motivating them towards enhancing their performance standards thus capable of steering new initiatives for new Logistics introduction, financial viability & Productivity and on time delivery at Optimum Cost.

Possess excellent interpersonal, analytical and negotiation skills with proven track record of utilizing a process-oriented approach towards the accomplishment of cost, profit, service & organizational goals. A keen strategist with expertise in managing procurement operations with key focus on top-line & bottom line profitability by ensuring optimal utilization of resources; strong understanding of identifying and developing potential vendors/suppliers to achieve cost effectiveness. Track record in implementing cost saving measures to achieve substantial reduction in terms of Transport solutions and Transit time.



**Pramod Sant**, Vice President Head of Export /Imports and Export Control and Customs, **Siemens Ltd, India**

Pramod Sant, Vice President in Siemens Ltd's Mumbai Office, heads the Imports Export and Export Control and Customs for the South Asia region that includes India, Bangladesh, Sri Lanka, Nepal and Maldives. He brings more than 30 years of experience in Supply chain Management, procurement, Logistics, Imports Export and Foreign Trade.

Presently Heading Imports Exports and Logistics for Siemens Ltd and group companies handles more than 45,000 shipments and top importer at Air cargo complex Mumbai. One of first company to obtain AEO (Authorized Economic Operator) Tier 2 status. He has long experience in handling project cargo, ODC etc in India and established high standards in handling Project cargo by combining method statements, environment health and safety. Some of best practice cases are published and awarded globally. His prior experience includes handling SCM at Factory, project, strategic purchasing and establishing Indirect Material which includes Travel, Logistics, Facility Management, MRO Items and factory suppliers and Professional services.

Has published many articles and research papers on Supply Chain Management, Import Exports and Logistics. Actively participate in various forums to train people in Supply chain -Logistic, Imports Exports as Adviser, core committee member, jury, speaker and panel member. He is associated with various IIM, top B schools and colleges. Mr. Sant was awarded prestigious "Dynamic Logistics Professional of the year -2015" at "Maritime And Logistics Awards "(MALA) by EXIM India.



## MEET OUR SPEAKERS



**Prashant Pikle**, Vice President- Materials & Supply Chain Management, **Nanavati Super Speciality Hospital**

Prashant is a hardcore materials & supply chain management professional with more than 26 years of experience with MNCs & Indian Industries of repute like Godrej & Boyce, Borosil, Cyanamid India, Specialty Ranbaxy (SRL), Reliance Logistics, Famy Care, Hinduja Hospital & Fortis Healthcare.

Academically he is a B.E. (Production) from University of Mumbai & PGDMM from IIMM. Prashant is a self-motivated seasoned industry leader in procurement, import-export, inventory management, logistics and all other aspects of supply chain management with business background in various domains. I possess a strategic and consulting mindset with a high degree of customer centricity-strongly believes that supply chain management is ultimately for customer relationship management- SCM for CRM. Prashant has with him an in-depth understanding of emerging supply chain techniques & technologies for maximizing inventory turns for better cash flows, conceptualized cost savings aligned with business strategy, optimizing on indirect spend and many others. Experience in building multi-disciplinary and cross-functional teams with varied skills to achieve the set targets.

Responsibilities handled by Prashant are multimillion-Rupee supply chain operations, tactical planning for maximizing profits, materials forecasting, procurement, storage, distribution, ensuring availability of vital materials, budgetary control, standard operating procedures, statutory compliance, governance, inventory optimization & cost reduction in highly diversified healthcare environment without affecting quality & service parameters. Prashant's last assignment was as Regional Supply Chain Head- East & West at Fortis Healthcare with additional portfolio of PAN India inventory controller. Currently he is working with Radiant Life Care at Dr. Balabhai Nanavati Hospital as Vice President- Materials & Supply Chain Management.



**Rajiv Kapahi**, Sr. Director - India Hub : Finance, Operations, IT & Distribution, **Boston Scientific India Pvt. Ltd.**

Rajiv, is a seasoned business leader with nearly 28+ years of rich cross-functional and cross-industry experience in Consulting, Office Automation (Ricoh), FMCG (Gillette), Manufacturing (Owens), Healthcare (Max), IT/ITES (Dell), Life Insurance (DLF Pramerica) & Medical Devices (Boston Scientific) sectors. He has deep management

experience, strong leadership skills together with broad business perspectives developed across many multinational environments, both globally & in India.

Ever since joining Boston Scientific as their Director Finance for the India Hub, comprising the responsibilities of India, Sri Lanka, Bangladesh, Nepal, Bhutan & Maldives, Rajiv was instrumental in streamlining the finance and IT functions together with setting up of the requisite strategic & operational infrastructure for the next stage of Boston Scientific's growth plans in India.

As recognition for his leadership, contributions and game changing inputs ...

- He & his team was awarded Boston Scientific's Asia Pacific Star award for the best performing team of 2012-13 in the APAC region and
- Recently was awarded Asia Pacific, Middle East & Africa region's Star Award for 2017-18.
- Lately awarded CFO India's 8th Annual CFO100' 2018 Roll of Honour award for Cost Control & Management.

Further, as an acknowledgment of his cross functional abilities and strategic skill sets, he was elevated as the Whole time Director on the Board of Boston Scientific India Pvt. Ltd. & entrusted with additional responsibilities of IT, operations, supply chain and sales distribution departments. Additionally Rajiv was made a founder Director on the Board of Boston Scientific Technology & Engineering Services Pvt. Ltd. in 2015 to advise and support BSC's Research & Development initiatives in the AMEA region.

He is a currently a Governing Council member of NATHEALTH (an Apex body of Indian Healthcare) and also a Life Member of the Delhi Management Association and intermittent speaker on topics of professional and current interest at various meetings & forums. Passionate about people development, he continues to conduct training programs in the areas of "Leadership progression"; "building financial & commercial acumen in an ever evolving digitized world" and "Effective finance & operations / supply chain alignment for business growth".

He is a Fellow member of the Institute of Chartered Accountants of India (Nov'1989 batch) and a B. Com (Hons) graduate from The University of Delhi.



**Sabina Sawliwala**, Head - Stores & Procurement, **Jaslok Hospital and Research Center**

Heading the Materials department (Purchase/ Stores /Pharmacy). Worked for 28 years in Materials Management Division which includes 23 years for Aga Khan Development Network - Prince Aly Khan Hospital and 5 years at Jaslok Hospital and Research Center.

At Prince Aly Khan Hospital - Job involved scrutinizing, evaluating, placing and approving payments for

purchases. The departments covers all the sections of the hospital including medical, surgical, kitchen, equipment supplies, furniture, stationery, miscellaneous etc. Creating a brief and organise Purchase Committee meetings for negotiation of various equipment to be purchased for the hospital. Duties also include ABC analysis, performed quarterly and vendor evaluation bi-annually, issuing and processing of orders, keeping an inventory of the stock position, removing the weekly reorder level and follow-up on pending orders. Also handling negotiations & finalizations of AMC's covering various medical and general

equipment's installed in the hospital. Performing Stock Checking quarterly for Stores / Pharmacy. Network Co-ordinator who took care of Network Purchases of the various hospitals of Aga Khan Development Network in Kenya, Karachi, Tanzania, Afghanistan and attended Health Network Purchase Meetings bi annually at Kenya/Istanbul/Dubai/ Shenzhen and Germany.

At Jaslok Hospital and Research Center -Inventory Management of all Stores and Sub stores across the hospital including physical checks in all stores on periodic basis. To maintain monthly and yearly consumption ratio within the Budgeted ratio. Procurement at competitive costs following the Procurement Policy in the areas of Medical and Surgical items, Material for Radiology, Pathology , Diagnostics, CathLab, CSSD Implants, Housekeeping, Linen, Kitchen, Printing, Stationary, Engineering Consumables, Engineering Contracts, IT Procurement, Non-Medical Capex Procurement, Procurement and AMC of Fire Safety Equipment and all non-capex Maintenance Contract and on spot miscellaneous purchases. Also involved in Procurements related to Refurbishment of Jaslok Hospital and Research Center.



**Smit Dave**, Regional Head - Finance and Supply Chain, **Radiometer India**

Smit Dave, Chartered Accountant by qualification, is a Regional Head for Finance & Supply Chain for Radiometer Medical and HemoCue.

Apart from driving finance core competencies , Smit is also responsible for driving the two important core value drivers of the business, On Time Delivery & Quality. He has brought a paradigm shift in standards of customer

service excellence with close partnerships with reputed 3PL partners in the country. Before being a part of Healthcare Industry, he was a core member of a start-up company which was in the manufacturing pre-fabricated reinforcement steel bars. His experience in SCM encompasses from managing 12 meter long reinforcement steel bars to liquid quality controls to be stored in -0 degrees. Right now he is also an acting Interim Country Manager for Radiometer Medical & HemoCue India. To add to the diversity of his profile he has also been a Sales Head for Radiometer Medical in West for 2 years.



**Varsha Kaushal**, Dy. Director - Materials, **P. D. Hinduja National Hospital & Medical Research Centre**

Ms. Varsha Kaushal is currently heading the Supply Chain Management (SCM) function at P.D. Hinduja hospital, Mumbai. She has worked in the area of supply chain management in healthcare for almost two decades and her earlier engagements include Wockhardt hospital, Seven hills hospital and Amrita Institute of Medical

Sciences, Kochi.

She has expertise in developing cost effective and efficient systems. Her special skills include maximizing the value of "Supply Chain" with cost containment and revenue enhancement strategies while maintaining the quality, safety and service parameters.

She was featured by Kobster in "Success stories of Women in Procurement" on the occasion of International Women's day on March 8, 2018. She is a regular speaker/moderator at healthcare Supply Chain conferences/Business Summits PAN India.

Her publications include Article titled " Developing a Patient-Centric Supply Chain" that appeared in Issue 15 2008 of Asian Hospital and Healthcare Management , "Developing an Optimal Distribution Model" that appeared in May 2009 issue of Express Healthcare and "Developing a Patient-Centric Supply Chain" that appeared in the "Leaders Speak" column of November 2013 issue of Healthcare Executive.

She has also worked as a professor at Amrita School of Business, Coimbatore and as a financial analyst for "Planning and Business Development" group of DCM Ltd., New Delhi.

She is a graduate in Mathematics from Lady Shri Ram college, Delhi and a post graduate in "Finance and Control" from Delhi University.



**Virender Bansal**, Director - Finance, Supply Chain, IT & Legal, **Terumo India Private Limited**

Virender Bansal is the Director Finance SCM IT & Legal with Terumo India Private Limited, one of the top 15 Global Medical Devices Company. Professionally he is a qualified Chartered Accountant (CA) and Cost & Management Accountant (CMA) carrying more than 18 years of enriching experience in the healthcare.

Prior to Terumo he has been associated with large healthcare companies in India like Boston Scientific & Fortis Healthcare. He has extensively been engaged in leading Finance SCM & IT organisations in the start-up phase of these organisations.

His area of interest includes defining & leading the strategic roadmap for the organisation, creating operational excellence, value addition in every action, measurement of performance and technology adaption.





### EXHIBIT PARTNERS



**ALKON PLASTICS PVT. LTD.** established in 1983, with more than 34 years of experience, the company prides itself on the continual development of product lines to ensure that changing customer requirements are continuously satisfied.

In this age of rising energy costs, environmental concerns, resource efficiency is a key principle we live by. Our entire product range is re-usable and recyclable, leading to very low levels of material waste.

The company is well equipped with the most modern Indian and Imported Machines for the manufacture of high quality Injection Moulded Material Handling Bins, Storage Boxes, Bin Shelving Systems, ESD Safe Products, Rack Upright Protectors, Office Filing/Storage Systems and state of the art CNC machines to manufacture Metal Shelving Systems,, Slotted Angles, Galvanized Steel Floor Gratings, Decking Panels, etc.

Our products are used in a broad variety of verticals which includes Industrial, Automotive, Electronics, Engineering, Hospitals/Pharmacies & Offices.

We are a Government Recognised Export House and a winner of Best Exporters in the category for the past 6 years.

Our Products are Exported all over the world.

[www.alkonplastics.com](http://www.alkonplastics.com)



Jeena Criticare Logistics (JCL) is the domestic healthcare arm of Jeena & Company, with over 118 years of experience. We are market leaders in handling domestic logistics of Time & Temperature sensitive cargo for the entire Healthcare industry.

We are also one of the mainstream logistics service providers for project based supply chain management of critical biological samples, tissues & cord blood shipments in various temperatures.

We cover 220 locations on pan India basis with same/next day delivery. We have a long list of customers which includes reputed Diagnostics Lab's, CRO's, Hospitals & Stem Cell banks.



Marken is the Clinical Supply Chain Subsidiary of UPS\* and is the global leader in providing Patient-Centric Supply Chain Solutions for the Pharmaceutical and life Sciences Industries.

Marken maintains the leading position for "Direct to Patient Services" & "Biological Samples Shipments" & offers state of the art GMP-Compliant Depot Network and Logistics hubs in 47+ locations worldwide for Clinical Trial material storage and distribution.

Marken's more than 850 staff members manager over 50000 drug and biological shipments every month at all temperature ranges in more than 150 countries.

Marken provides- Biological Kit Production, Direct to Patient Services, Ancillary Material Sourcing, Shipment Lane Verification & Qualification as well as GDP, regulatory and Compliance Consultancy.

[www.marken.com](http://www.marken.com)

### SUPPORTING ASSOCIATION



AiMeD is an Umbrella Association of Indian Manufacturers of Medical Devices covering all types of Medical Devices including Consumables, Disposables, Equipments, Instruments, Electronics, Diagnostics and Implants. With a Primary Membership of over 300 Manufacturers and additionally of over 200 Associate Members representing the interest of over 700 Manufacturers of Medical Devices to address the manufacturer's problems.

The aim behind forming AiMeD is allow the Indian Government to access a single point of contact and provide various services to the manufacturers like Advocacy on policy issues, Information services, Regulations for Medical Devices, Education and Training, services, Testing Assistance and guidance for Quality Certification (ISO, CE, GMP), Lobbying for funding for R&D from the Government, encourage innovations from member units, Improve clinician and patient access to the modern, innovative and reliable Medical Device technologies through organizing and supporting Meeting, Seminars, Symposia, Exhibitions and Demonstrations and also, to promote global harmonization and respect for the Indian Device Industry.

[www.aimedindia.com](http://www.aimedindia.com)