



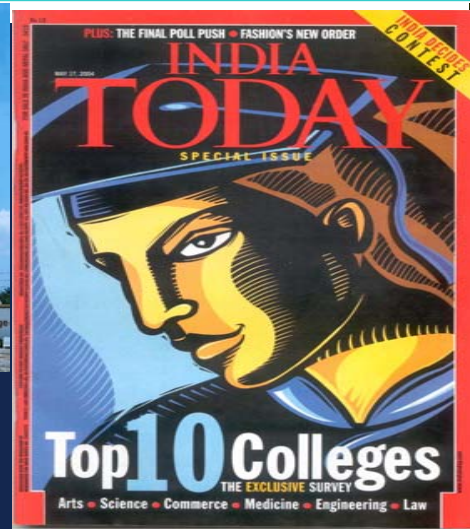
Barriers to *International Trade in Health Services*

Recommendations for Hong Kong round of Negotiations

GATS Stakeholder Consultative Meeting

**New Delhi
August 9, 2005**

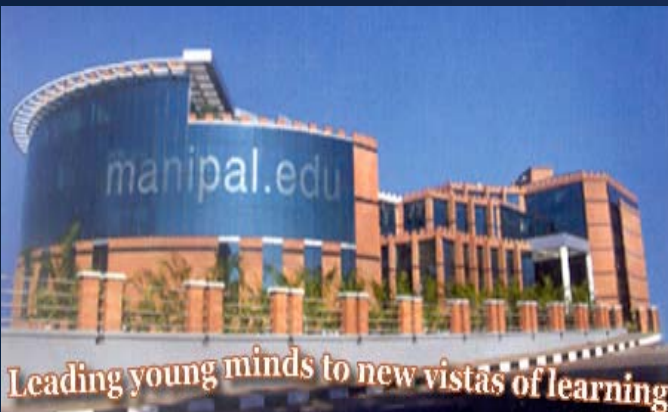
D A Prasanna
Vice Chair & MD, Manipal Acunova



Manipal's University Medical Centre system integrates patient care with a learning process and community development

TEACHING
Faculty : 1262

COMMUNITY DEVELOPMENT
Annual projects : 55



Largest Number of International Students in India

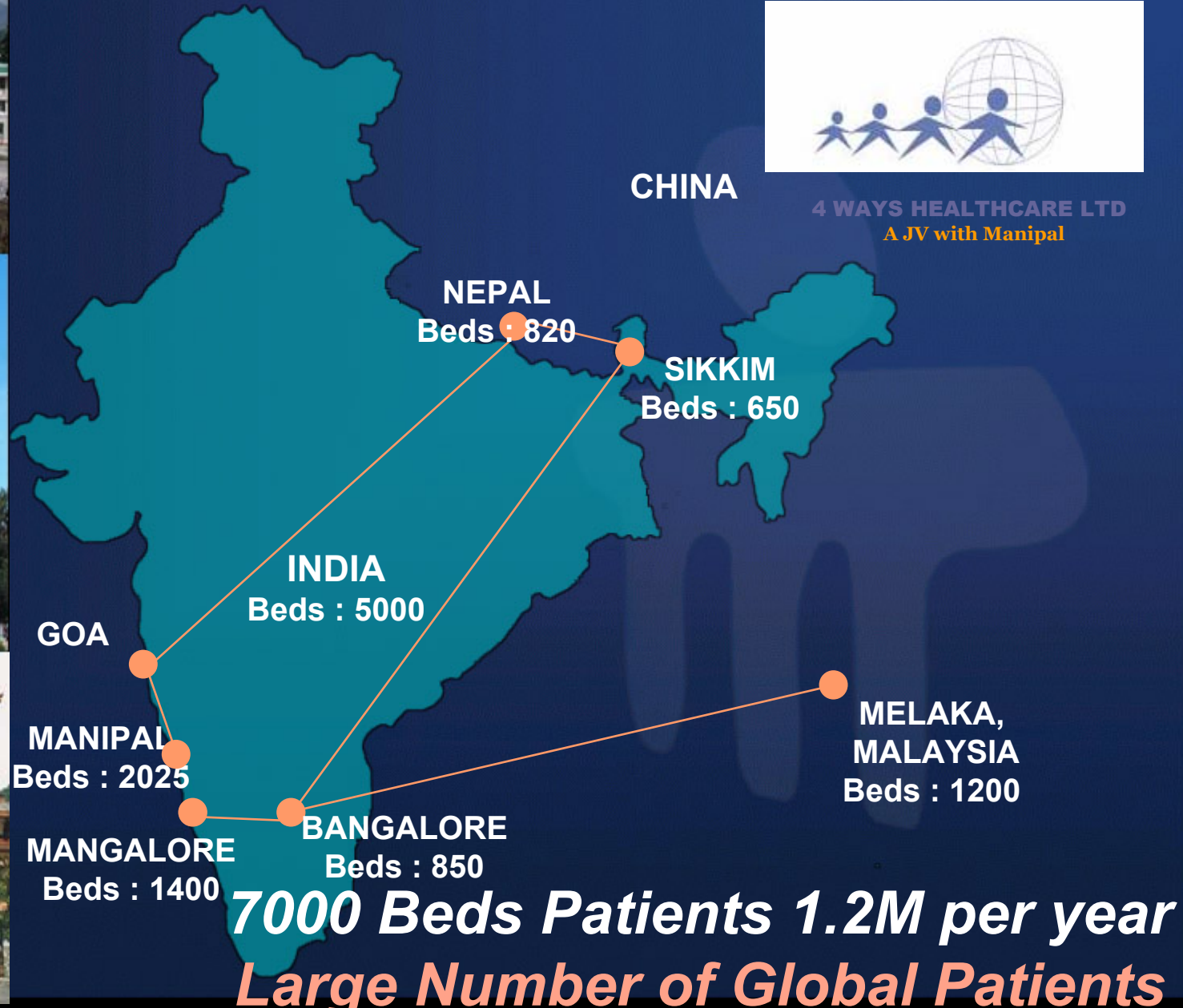




Manipal Teaching Hospital Network



4 WAYS HEALTHCARE LTD
A JV with Manipal





Dept. of
Biotechnology

Manipal
Health Systems

Stem cell
Therapeutics

*Manipal in
Basic Medical Research*



cGMP Training
for Ind. Pharmacists

Dept. of
Science &
Technology



COE in
Pharmacogenomics



Technology University of
Eindhoven TUE

BOP Solutions
For Oral Cancer

Seven Global Patents and 20 Ph. D's



Manipal Acunova
Amongst top 5 Medical Research Co's in India



Demographics

- Stable Aging population in G8
- Aging workforce & health worker shortage, lowers patient contact in west.
- Young motivated health professionals create superior service in East

Health Economics

- Rising Healthcare cost in west...Uncovered no. is up in US
- Innovation, low setup costs & lower wage cost, enables Asian Hospitals to deliver high quality care, at a fraction of cost in west.
- Waiting time for procedures is increasing in UK
- Hospital Bill in Bangalore + London Return Ticket is lower AND faster!

Health Services Flow...GATS negotiation

- G8 Patients go to India, Thailand, Poland...for treatment
- Health Professionals go to G8 countries to treat patients
- Use technology to deliver patient care with no travel by patient or doctor!

What are the Barriers to free flow of services?



We Partner Your Growth

3D Reconstruction Service

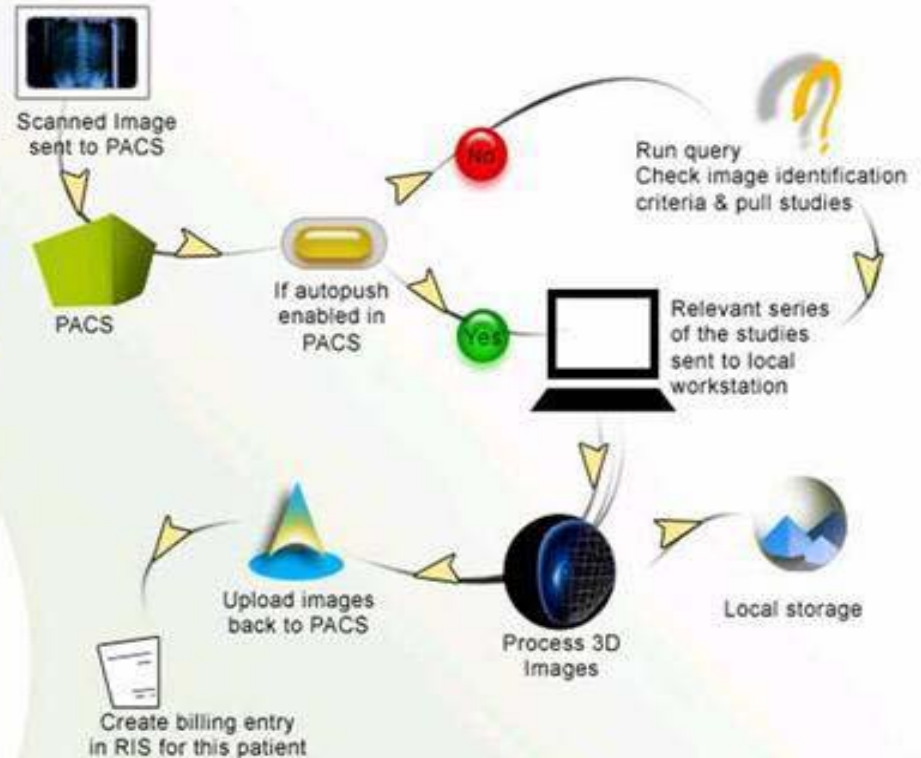
- 3D Model processing & reconstruction, "per click 3D" service
- Overflow, weekend and night time work coverage
- Customized protocols, trained Radiologists & Technologists
- MR / CT Angiographies for all Body parts
- Standardization and quality assured delivery
- Enhanced productivity bringing in Cost Savings of over 30%
- BS7799, HIPAA Compliant

Predictability in delivery, productivity enhancements

Cost savings, bottom line benefits

Reliable service, faster turn around time, quality centric work culture

Workload reductions, weekend coverage



Manipal Radiologists



Wipro IT



MGH 1811 MASSACHUSETTS GENERAL HOSPITAL



Other IDN's

Barrier: US/UK Accredited, State licensed Radiologist to report from India
Solution: Accept a qualified local Radiologist, Physicist certified by client.
Meets shortage of Specialists in G8, Speeds cancer cure at lower cost



4 WAYS HEALTHCARE LTD
A JV with Manipal

delivering healthcare
at the time and point of need.

4 WAYS HEALTHCARE

Radiology Reporting Service



The 4WHC radiology reporting service is designed to balance high levels of demand for radiology with the competencies of radiologists around the globe.

The 4WHC reporting service provides NHS and private healthcare providers with access to Radiological expertise at the time and point of need, increasing the capacity of radiological services in the UK.

The 4WHC radiology reporting service delivers the following benefits:

- Fast reporting service
- Safe reporting service
- Cost effective reporting service
- Additional capacity to the NHS
- Scalable to meet additional future needs

4WHC are actively seeking ISO9002 accreditation

**48 NHS Radiologists from UK & 15 Indian Radiologists
(UK Registered) deliver Patient Service**



Demographics

- Capacity shortage in NHS long waiting times Unacceptable political risk
- 'Three hour travel restriction' rules out patients traveling to US/India

Health Economics

- NHS Hospital capacity available, but clinical staff short.
- Bid and won orthopedic, ophthalmic surgery contract
- Indian team of surgeon, anesthetist, Nurse, techs go for 60 days
- 3 Teams registered with Royal Society & cleared ILTS exam.
- Radiology 140,000 MRI reads contract won
- Setup London Hub with B'lore backup.

Challenges in Scaling up service

- Doctor, Nurse, Tech... 'license'
- Quantitative restriction on licenses
- Visa durations are short
- Bid Preference to US, Canada S. Africa
- VAT refund difficult



World Class Medicine Delivery in UK
Can do more with relaxation of license. QR, Visa length, VAT.....



Demographics

MoH, Tanzania runs 5 national hospitals.
Facility not enough for highly advanced
• medical care. Lack of trained doctors.

Health Economics

MoH Budgets 5Mn USD, to treat 3,500 high
risk patients Can treat only 700 in Europe
At Manipal can treat 3000 in same budget!
– Manipal tie-up
saved investment in
advanced
medical care.
Best facilities
at affordable cost!



Mrs M J Mwalissi, Permanent Secretary, Ministry of Health, Govt. of Tanzania and Mr. R Basli, CEO, Manipal Hospital signed an MoU that will enable citizens of Tanzania to avail high-tech medical care at the Hospital in Bangalore.



World Class medicine at Bangalore
Serving as referral hospital for another country thousands mile away



Nurses accompany patient batches from Tanzania National Hospital

- **Appointed Swahili speaking interpreters**
- **Hospital begins Tanzanian Kitchen, trained chef.**
- ***Mobilized Tanzanian students in Bangalore who translate Swahili***
- **Local tour & acclimatization before procedure**
- **Lodging – Guest houses with Tanzanian service opened**
- **Dedicated doctor to communicate patient status to referring hospital & MoH**



G8 country patients cannot avail these benefits:

- **3 hour patient travel restriction in UK for NHS reimbursement**
- **Medicare, NHS, Blue Cross Blue Shield do not entitle**

India needs to make visa faster and longer

India needs to allow free entry of Blood, serum, DNA



- Move from G8 Guild accreditation of health workers to Govt. or client testing.
- Free Doctors, Nurses, Pharmacists from 'License'
- Longer duration Visa/work permit, remove QR
- Remove 3 hour patient travel restriction for reimbursement.
- Medical Research will become faster, less expensive if
 - Free transport of Blood, serum, DNA is allowed
 - Medical Researchers under H1 type visa freely travel to collaborate in fighting global epidemics

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Thank You