



I & D HOSPITAL SOLUTION PVT. LTD.

Complete 
Health Care
Solution

2018

COMPANY PROFILE

Visit us at : www.indhospitalsolution.com



Our Vision

To take and keep the lead for initiating
an organized medical treatment globally.

To create a systematic environment.

To serve with Honor and Work with pride.

To build a culture of excellence, by
providing high quality services to all our
clients and best in class treatment
facility for international patients and to
be the most preferred and referred
medical facilitator.





Who we are?

I&D Hospital Solution Pvt. Ltd. was established in 1992 in Delhi providing healthcare Solutions in the field of healthcare and insurance sector since last 20 Years.

Our team is constituted of experts, with every member keen to provide each and every patient with the most effective world class treatments and other options in a thoroughly professional manner. We are always ready to provide our customer the best services available.

What we do?

We Provide complete hospital solution in terms of Medical empanelment, Hospital marketing, Claim management with rate enhancement & recovery, Manpower solutions, accreditation assistance, international marketing like medical tourism, providing TPA help desk, promotional activities (like GP, organizing Health check-up camps and health talk in various corporate and PSUs.)

Increased coverage in patient base Access to patients directly through other healthcare stakeholders Providing convenience to patients with the provision of cashless facility, more credibility to the practice as empanelment is a thorough verification process and patients perceive this as recognition especially in cases of government empanelment.

A to Z Solutions for Clients

A: Accreditation Assistance

B: Billing & Finance Solutions

C: Claim Management Solutions

D: Debt Recovery & Processing

E: Empanelment Solutions

F: Full Back End Support 24X7

G: Grading Solutions

H: Hospital Solutions

I: Insurance Solutions

J: Job Placements

K: KYC Documentation

L: Liasioning Assistance

M: Medical Tourism

N: Networking Solutions

O: Organizing Health Camps

P: Promotional Activities for Hospitals

Q: Quick Claim Processing & Settlement

R: Regular Health Talks & Shows

S: Second Medical Opinion

T: TPA Helpdesk Solutions

U: Unlimited Doctors on Call

V: Visit Arrangements by Doctors

W: Wellness Programs

X: Xclusive Health Benefits

Y: Your Partner in Growth of Hospital

Z: Zonewise Discounts for Empanelment



Medical Empanelment

Medical Empanelments for Hospitals

Insurance sector has assumed immense significance and its role in healthcare needs no elaboration with the growing awareness amongst masses and classes about its need, Hospitals across verticals quite often and themselves inadequate to meet up the challenges if throws before them by TPA's by it complex practices and high-handiness or withholding payments for more than agreed period of credit or delay in empanelment / deductions at will etc.

Empanelment is an important exercise which directly influences increased influx of patients requiring medical treatment/diagnostic intervention.

Empanelment has various benefits to any medical practice/set up.

- Increased coverage in patient base
- Access to patients directly through other healthcare stakeholders
- Providing convenience to patients with the provision of cashless facility
- More credibility to the practise as empanelment is a through verification process and patients perceive this as recognition specially in cases of government empanelment.
- Brand building exercise for the practise
- Empanelment is a process in which there is a provider network.

This provider network consists of:

- Third Party Administrator (TPAs)
- Insurance Companies
- Governmental agencies like ECHS, CGHS, DGEHS, MCD, DDA & others
- Corporate tie ups for health check ups
- The practise/health care set up which is empanelled with this network provide cashless or charge a minimum to avail of diagnostic services or hospitalization by them.

Marketing Services

Hospital Marketing Services

Hospital marketing is a way of promotion which provides high quality medical care to the consumer or community while satisfying patient and families needs. The target market includes patients and families, communities, doctors, medical personnel, hospital staff, and society. Hospital marketing has three functions. First, from the hospital's point of view, through analysis of the target market, hospitals can understand the future needs of consumers and establish good management strategy for higher profitability. Second, from the consumer's point of view, it provide readily available and vital information to consumers so as to avoid doctor shopping? which may delay treatment, worse medical condition, and increase medical expenditure. Third, from a social aspect, consumers get good yet affordable medical services. Though hospital marketing can bring many benefit, for instance to save medical resources and educate the consumers with the correct and healthy information to promote hospital image, still some scholars have different opinions, they think that hospital marketing may reduce the quality of the medical services and lead to competition between medical organization which may cause unnecessarily medical services.

Factors that influence the hospital choices of consumers.

- (1) The factors that may influence the consumer's preferences may be concluded in five aspects: quality of medical services, accessibility, medical expenses, facilities and marketing promotion.
 - (a) Quality of medical services: refers to good medical care.
 - (b) Accessibility: refers to location of the hospital, convenience of transportation and parking facilities.
 - (c) Medical expenses: total cost of the hospital stay.
 - (d) Facilities: good, up-to-date or new medical equipment
 - (e) Marketing promotion: reputation of the hospital, word-of-mouth, efficient communication and the recommendation of friends and colleagues.
- (2) Hospital management may start with product, price, promotion and place.

Marketing Services

(a) Product – medical services can be divided into three types: curative such as doctors' curative or medicinal treatments), diagnostic (such as laboratory analysis, radiology check up), and other medically related services (such as home care, physical examination, health maintenance).

(3) Price – patients are seldom price sensitive when seeking medical treatment, thus a higher price does not impact revenues if the service is differentiated & better.

(4) Promotion – this includes

(a) Volunteer medical activities to foster a good image of the hospital.

(b) Publication of hospital newsletters, announcement of hospital activities, introduction of medical updates, all of which increase the understanding of the consumers towards hospital.

(c) Holding press conferences periodically or medical column on the newspaper, may improve the health knowledge of the consumers, and

(d) The superintendent and the chaplain of the church hospital may preach at the church nearby, to strengthen the relationship with the nearby churches.

(5) Place – this refers to meeting the needs of the local community. The medical organization restricted by the medical treatment law and the uniqueness of the medical business, public relationship always regards as the main marketing promotion, assisted by the advertisement, like volunteer medical treatment, hospital news publication, press conference, community health education, publication of academic journal, using hospital announcement board or homepage and report of characteristics and development hospital through mass media etc.



Claim and Debt Management

Claim And Debt Management

Claims management services consist of advice or services in respect of claims for compensation, restitution, repayment or any other remedy for loss or damage, or in respect of some other obligation. Claims management services cover litigation, or claims under regulation schemes or voluntary arrangements.

In Debt Management We are ensuring that you are budgeting and maintaining your finances as efficiently as possible. We are here to Manage the debt of Corporate, individuals etc.

Accreditation for NABH/NABL, JCI and ISO

We have rich experience and wide knowledge of NABL, NABH, ISO AND JCI. We are here to provide Liaoning assistance to our clients in much professional manner. we are providing Accreditation Assistance to Various Hospitals all over the nation. We are here to provide complete solution in timely manner.

The National Accreditation Board for Hospitals & Healthcare Providers (NABH) Standards is today the highest benchmark standard for hospital quality in India. Though developed by the Quality Council of India on the lines of International Accreditation Standards like the JCI, ACHS and the Canadian Hospital Accreditation Standards, the NABH is however seen as a more practical set of Standards, topical and very relevant to India's unique healthcare system requirements. Finally, the NABH is expected to provide an objective system of empanelment by Insurance and other Third Parties Administrators. Accreditation provides access to reliable and certified information on facilities, infrastructure and level of care, a need being felt increasingly by the Indian Insurance Companies who have recently come out with a three tier package segmenting hospitals into A,B & C categories based on which tariffs for cashless hospitalization treatments will be set.



The NABH Accreditation will naturally help Hospital to be in the A Category. National Accreditation Board for Testing & Calibration Laboratories (NABL), similar to the NABH, is also an autonomous body, under the Quality Council of India. The primary objective being to maintain an accreditation system for laboratories suitable for India, developed in accordance with relevant national and international standards and guides. The NABL Accreditation is a formal recognition of the technical competence of a laboratory based on third party assessment and following international guidelines.

We commence with a comprehensive System Study and Gap Analysis done across the Hospital, covering even the Clinical Areas, especially those having a direct impact on patient care and safety. Our Report detailing the gaps is made with reference to the NABH or the NABL Standards and Clauses. This is followed by several rounds of awareness programs on the NABH Standards, covering different groups of staff and explaining to them those parts of the Standards relevant to their function. For example Nurses would be explained to on the NABH Standards related to Infection Control, Care of Patient, Management of Medication etc, Front Office Staff on Patient Access and Assessment, Information Management Systems, etc. Once we are clear that a basic level of understanding has been achieved of the NABH requirements in all major departments, we start the system development process, with support of key hospital staff. This approach ensures an in-depth implementation. Based on the progress of implementation, monitored periodically through a series of mock audits and internal audits, the Hospital is prepared for the Assessment.

ISO – International Organization for Standardization

NABL- National Accreditation Board for Testing and Calibration Laboratories

NABH – National Accreditation Board for Hospitals & Healthcare Providers

JCI : Joint Commission International

Accreditation

Software and Website Development Services

We offer a service spectrum ranging from conceptualizing, planning, designing, implementing and maintaining software applications and websites that yield considerable results for any company. We have many valuable years of experience in website designing and software development using the latest web technologies.

We build websites that you will be proud of! We offer the latest in web technology with exceptional server configuration best suited for your website and hosting plans that suit your budget and requirements, we are specialist in:-

- **B2B and B2C portals** – Enhance business opportunities by interacting with your customers, partners and employees through a single comprehensive information hub.
- **Corporate websites** – Strengthen your company's USP through an impressive comprehensive corporate website.
- **Flash Websites** – Build up on an interesting idea through interactive websites that attract and retain attention.
- **Website Maintenance** – Revamp outdated websites and make sure that your website is always updated and evolves with time to earn better.

We also specialize in building custom products based on your specific need. Since every organisation has unique requirements, we invest a considerable amount of time trying to learn what the organisation's needs are so that we can propose unique and innovative options for our clients.



Professional Administration Services

We have a highly experienced and well qualified team of professionals to assist businesses and organizations to implement or improve the necessary accounting/administrative procedures for their company, offering off-site business and administrative support. There are many reasons a business may choose to out source these function: reduce and control of costs, free-up internal resources, obtain expertise outside of the organization, or improve the company's focus.

We understand that not every company has the same accounting needs. Whether your needs are all encompassing or just in one particular area, we are here to help.

Our mission is to help our clients concentrate their efforts on increasing their business by providing efficient and proper accounting functions”

There are several reasons to choose I & D Hospital Solution Pvt. Ltd. to assist with your administration needs:-

- Qualified and experience staff
- Alternative to hiring full-time employees
- Elimination of overhead costs
- Immediate assistance when needed
- On-site consultation at your place of business
- Work performed off-site eliminating the need for additional office space and equipment
- Final products available in a variety of mediums--print or electronic
- Strict confidentiality
- Strong commitment to providing outstanding service

**Professional
Administration
Services**



I & D Medical Tourism

A unit of I&D Hospital Solution Pvt. Ltd.

I&D Medical Tourism has all necessary arrangements for UAE/GCC/Middle East north Africa patients to receive world-class medical procedures in India. I&D Medical Tourism also arranges for initial consultations between patients and Indian doctors, schedule procedures and make all travel arrangements. For the procedure itself, the client will be contracting directly with the medical provider. Financial arrangements, including necessary deposits, will be finalized before travel itineraries are booked and before the client is admitted to the medical facility.

The Company's services include the following:

- Help with procuring a medical visa
- Booking travel to the country where the services will be provided;
- Airport pick up and drop off
- Consultation with appropriate specialists
- Pre-operation accommodation
- On call nurses & doctor visit at hotel
- Booking into the hospital for the operation
- Accommodation for post-operative recuperation
- Arrangements for post-operative care in the foreign country
- Book travel home from the country where services have been provided
- Arranging Travel insurance
- Air Ambulance, In case of emergencies
- Leisure Tours and local food during the entire stay
- Translators for ease in communication with locals

With 10 years of experience in management **Mr. Ikshit Kumar** is providing overall leadership of the enterprise. He acts as the Chief Executive Officer (CEO) of the company and work closely with Business Development Officer. The Board of Directors ensures that the Company maintains the highest standards of medical ethics and maintains relationships with only the most professional medical professionals abroad.

***“I&D Medical Tourism is your perfect partner
for all your medical tourism needs.”***

**Medical
Tourism**



I & D Insurance Brokers

A unit of I&D Hospital Solution Pvt. Ltd.

Individual Insurance

Health insurance is an agreement between an insurance provider and an individual wherein the former guarantees to take care of certain medical costs of the latter based on the investment made.

Some plans offer health insurance for individuals while others offer health insurance for family and group. The Individual Health Insurance plan covers only one individual, the policyholder, who will gain the benefits of the health insurance for his investment.

Corporate Insurance

Corporate medical insurance is health insurance offered by an employer to its employees. By offering its employees with a corporate health insurance policy, an employee tends to take care or provide for the varied health care needs of its employees.

Corporate Insurance in India is becoming a wide spread phenomenon and almost each and every company is trying to include health insurance as a part and parcel of its employee benefits.

***“An established and trusted Insurance Partner
for all your Insurance needs.”***

**Insurance
Brokers**



I & D Consultancy Solution

A unit of I&D Hospital Solution Pvt. Ltd.

We are **I&D Consultancy Solution** (A Unit of I & D Hospital Solutions Pvt. Ltd.), a leading Manpower Consultancy Organization which provides several human resource solutions to its clients catering to the entire employment and business process.

We do have a huge team of Expert and Professional Recruiters, who work on our client's requirement and give them a Qualitative Employee. We are having vast database, professional portals & a huge online network reference in entire India. Our resources are well equipped on the technologies mentioned and we ensure that the productivity of our resources will be from day One.

We offer flexibility to both the Job Seekers and the Companies. Job Seekers can choose when, where and how they want to work and the Companies can get the skills what they need during their busy time.

We strongly believe that there is no other alternative of Quality Services and we know that a Client could only feel happy if we can provide them the best value for their money by not only providing them with just a set of candidates, so we also provides discussion on best-fit market availability, comparative bench marking and a comfort knowing.

“We at I&D Consultancy Solution are fully passionate to help you shape your future.”

**Consultancy
Solution**



Health Care Market

Powered by I&D Hospital Solution Pvt. Ltd.

Healthcare market is a portal where we introduce every hospital, medical laboratories, Nursing home and all buyer and seller of healthcare products and services. People from all over India can easily buy and sell medical products and services from our portal. Healthcare market is a platform where people from all over India can join portal for free of cost.

We offer lots of services which are free for everyone such services are; a user can easily find medical equipments and services; user will be able to communicate with anyone, share their contact, buy and sell healthcare services using our platform.

We provide 24x7 hour support to our users in their languages. We are also providing hospitals to exchange or lease any product and services with any Hospitals and Diagnostic center.

We also provided facilities to all doctors and other physicians to promote themselves or their clinic. We are providing list of all the services and products available with complete information of that products. On our platform a user can easily find out best hospital in their area, Compare prices of hospital for their treatment, Chemist available in their locality, Nursing homes and other medical institutions.

We provide all services to our registered users for free. We also provide advertising space to all with cheapest rate as compared to other ads networks.

**Health Care
Market**

Our Services

- **Health Care Classified** - We provide you the resources which compiles all the requirements related to hospital and business aimed at providing inpatient medical care in medical specialities. It goes beyond being a business listing portal by offering richer listings and a user experience that today's digital natives crave! Thousands of businesses have recognised Health Care Market for its ability to build their online identity, connect them with customers across India, increase footfalls and improve revenues.
- **Health Care Estate** - We provide you successful deals and the continued prosperity of a business. Yet, each acquisition is unique, so there is no one-size-fits-all deal. Health care Estate is the biggest estate platforms for all healthcare Units dealing into sale, purchase and rentals for hospital / clinics / labs / diagnostic services and other center of healthcare facilities. Maintenance, operation and estate management, we will provide a unique opportunity to explore how you can improve the built environment for the benefit of the patients using our healthcare facilities. To create high-quality patient environments, we need the right products, services and equipment which you will find them in the Healthcare Estates platform. With dedicated approach to healthcare Estates we are connecting end users and providing a platform for them to interact for expansions. Healthcare Estate is a challenging business which not only relates to segregation of health establishments but also requires in depth details of the list of services and facilities the provider holds related to the expectation of the buyer. The network of health professionals are interacting via their post and also finding relevancies by their estate postings.

- **Health Care Careers** - We offer you variety of jobs related to hospitals, matching to the position and the requirements as there is an increasing need for people to fill those positions. Healthcare Career involves Placement services to Hospitals and healthcare Professionals, A hospital is a health care institution with an organized medical and professional staff, and with permanent facilities.

It includes placement services for :

- Doctors
- Nurses and other health related services to patients
- Paramedical staff
- Administrative organization and staff

Demonstrated the need for real-time monitoring solutions that assist both staff and facility managers when going about their day-to-day work. Health care jobs are in high demand across the globe. All we need is a good learning and an enthusiasm for helping others to start a profitable and rewarding career.

HealthCareMarket
DISCOVER WELLNESS

“Our portal is one of the best source for Hospital Solution, Marketing, Advertizing of any Medical Equipments, Services. Our main scope is to improve the Healthcare sector in India by Connecting all small and Big Groups on a single platform. “



**Health Care
Market**

Why choose us?

We provide all the Hospital solutions under one roof viz. TPA Empanelment, Branding & Marketing of the Hospital, Accreditation Assistance, Payment Processing & Assistance, Manpower Solutions & Insurance Solutions etc.

We have more than 20 years of experience in the field of Healthcare & Insurance Sector which makes us one of the Finest Healthcare Services Provider in India.

We have served more than 2500 Hospitals, 1300 Contracts are currently active & have provided hospitality services to more than 700 International Patients.

We have the tied up with all the Third Party Administrator's (TPA) registered with (Insurance Regulatory & Development Authority of India (IRDAI) & we are maintaining good business relations with them & will continue to do so in future too.

GET IN TOUCH WITH US

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OPEN HOURS

09:00 - 21:00 (MONDAY TO SATURDAY)
SUNDAY: OFF



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