



Medi-Infotec Group



A Single Trusted Source

for Healthcare Management

Simplicity, Accountability and Trust:

THE ELEMENTS OF SUCCESSFUL HEALTHCARE SERVICES

Medi-Infotec Group is driven by the passion and mission to Transform Healthcare through People, Processes and Technology. The method is to INTRODUCE & INTERNALISE path breaking and innovative processes (at clinical, administrative and management levels) by deploying appropriate and affordable healthcare solutions to dramatically transform the reach, the scale, the quality and the affordability of healthcare services globally.

Established in 1994 in Chennai, Medi-Infotec which started off as an IT solutions provider has, over the years, grown to become a complete healthcare services management company, offering a bouquet of services for this industry.

The Group delivers its holistic healthcare management consulting services and its technical solutions to hospital, labs, diagnostic centers, healthcare institutes and pharma companies through its various verticals, associates and strategic partners focused in knowledge and skill intensive domain areas.

To Establish Successful Healthcare Services:

For any healthcare player, the following are very important criteria to define their business model:

1. Reducing Operational Costs
2. Improving standards of quality of care
3. Promoting higher flexibility but with better monitoring controls
4. Increasing patient footfalls resulting in improved revenues

To achieve the above, we have evolved a methodology that would necessarily include

- * Defining simple but clear processes that are related to the business objectives
- * Results as a yardstick to measure the level of commitment of individuals
- * Reposing trust in individuals to encourage consistent delivery

At Medi-Infotec we build simplicity, accountability and trust into every relationship. This results in our people being passionate, focused and committed to solving the real business issues of our customers every day. All our clients have already experienced this high level of service, competency and professionalism that makes us uniquely qualified for your challenges at hand.

CUSTOMER FOCUS Approach

"Why should Healthcare Services costs be unpredictable?"

They shouldn't. That's why Medi-Infotec Group provides a "customer-accountable" pricing model based on a thorough and well-defined due-diligence process that assures no surprises. As a result, our pricing is clear, detailed and specific to your unique requirements; so when we quote a price, we stand behind it.

"How can I adjust to market changes with a rigid Healthcare Services relationship?"

You can't – at least not without significant additional costs and disruption to core business operations. That's why you shouldn't engage in any outsourcing arrangement that doesn't anticipate and accommodate your shifting business needs.

At Medi-Infotec Group, we design Healthcare services fully expecting change. We recognize that the very core of the Healthcare Services promise is flexibility – the critical ingredient for success in the rapidly evolving marketplace.

"How can any vendor help me without a sound understanding of my business objectives?"

This gets to the heart of any intelligent Healthcare Services strategy. A shared understanding of business objectives should be the foundation of the customer/vendor relationship. Too often, Healthcare Services engagements are launched as a tactical response to business pressures. It's common for such relationships to ultimately fall short in delivering business value. This is partly because the provider is simply out of sync with the business objectives, and partly because the provider is a poor fit in terms of capabilities and corporate culture. For Medi-Infotec Group, immersion into the customer's business is always the first critical phase of the relationship. This assures that Healthcare Services match specific needs, and are properly applied to yield maximum return to the customer.

SETTING New Standards

For years, conventional thinking held that top-caliber, end-to-end Healthcare services were only available to the very largest of corporate customers. And for years, Medi-Infotec Group has been quietly proving that such assumptions are simply wrong.

At Medi-Infotec, we believe in building strong relationships that can result in mutual growth, which in turn can build innovation and set new standards.

So, given the current challenge of establishing new standards of excellence and accountability for an ever expanding Healthcare Services market, it's fitting that the effort is spearheaded by the one company that's been doing it all along.



The reputation, and the resources, to deliver on promises

Medi-Infotec is a brand with a strong reputation for quality products and superior customer service. This assures that when we commit to a relationship with you, we have the power to deliver on our promises.

An up-front commitment: The Medi-Infotec Group Customer Assurance Program

Our unique customer assurance program provides customers a detailed overview of our best-practices commitments – before services are engaged. It identifies the many methodologies, processes and procedures that guide five key aspects of the Healthcare Services relationship: definition of service, costs and terms, quality and continuity of service, project management, and project flexibility. These practices adhere to industry-recognized standards and offer customers the vital control points and vendor interface that ensure a smooth, painless and highly productive relationship.

A Single, Trusted Source for Healthcare Management

Medi-Infotec Group offers all services that are compliant with all of the national & International Accreditation standards. Our comprehensive range of core services and optional value-added services are delivered with industry-recognized best-practices. To meet unique requirements and to ensure the most complete possible solutions, we can also combine our capabilities with the technologies and services of our strategic allies.

Medi-Infotec Pvt. Ltd., Parent company of Medi-infotec group of companies (www.mediinfotec.com) based in Chennai, India, addressing the needs of the healthcare industry, catering to clients spread over India, South East Asia and the Middle East.

Medi-Infotec has evolved with the industry and has pioneered solutions and services for this very demanding industry. Medi-Infotec specializes in Healthcare Information Systems and has been developing these solutions since 1994 and is perhaps one among the earliest players in the country in this segment.

Medi-Infotec has developed and implemented their solutions for over 100 clientele spread over India, Srilanka, Singapore, Bangladesh, Malaysia and the Middle East. These solutions serve clientele ranging from individual clinic to multi-speciality hospital.

Medi-Infotec provides healthcare solutions to hospitals, Laboratories, Chain of Clinics & Laboratories through its 4 major vertical as mentioned below.

1. Healthcare Solutions
2. Laboratory Automation and Interfaces
3. Purchase and Inventory Solutions
4. Healthcare Consultancy



FRESH IDEAS for success

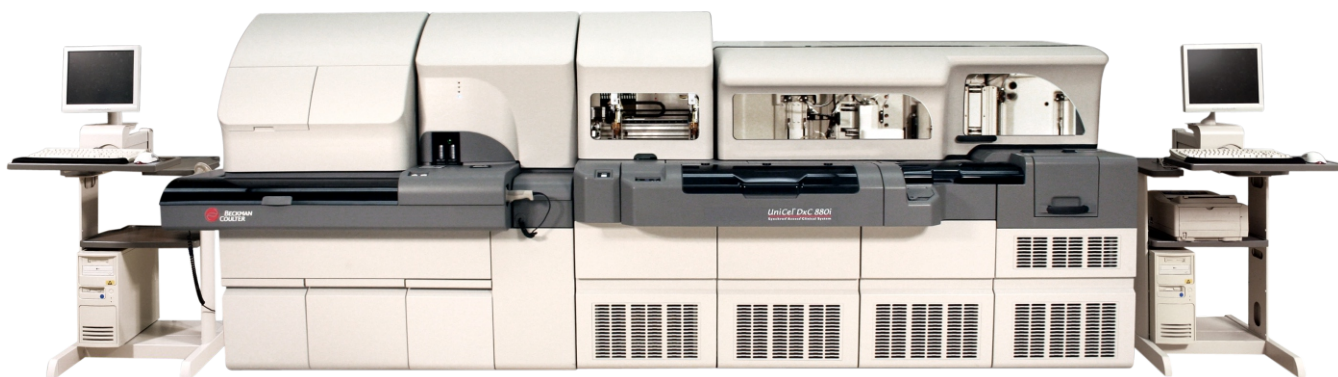
- | | |
|--------------------------------|-----------------------------------|
| ➔ Prime Medical centre | ➔ Mahavir Hospital |
| ➔ Vijaya Health centre | ➔ MR Hospital |
| ➔ Vijaya Heart Foundation | ➔ Vishnu Eye Clinic |
| ➔ Vijaya Hospitals | ➔ MN Eye Hospital |
| ➔ Vijaya Institute of diabetes | ➔ SUM Hospital |
| ➔ GI Laboratories | ➔ KKR ENT Hospital |
| ➔ Scans World | ➔ Central Council for Research in |
| ➔ NSCMH Medical Center | Unani medicine |

Laboratory Automation and Analyser Interfaces

Medi Interface specialises in developing total laboratory automation solutions and interface routines for laboratory analysers. The firm is one of the earliest players in the country to have successfully developed and implemented such solutions.

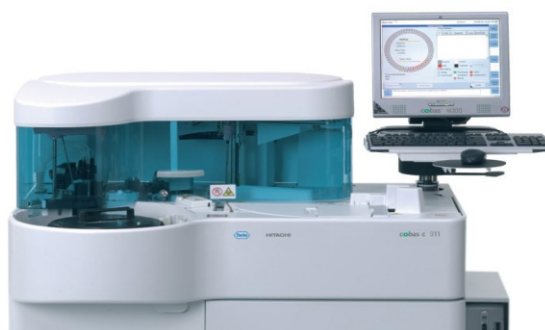
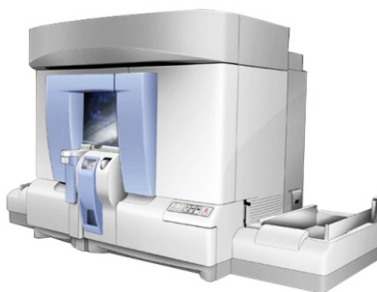
Medi Interface has developed and implemented analyser interfaces for over 80 analysers and has a clientele spread across India, Sri Lanka, Bangladesh, Malaysia and the Middle East. These solutions range from Lab Automation Solutions including bi-directional interfaces and barcoding of samples to simple uni-directional interfaces.

Medi Interface, with its expertise gained by its exposure to laboratory processes in the Healthcare industry, where capture of data is critical, can develop interface routines for any equipment that is provided with a digital output. With demands in the Healthcare industry growing every day, any software application should be able to improve service levels, reduce costs and generate more revenue. The bottom line in any system is to improve the turn around time, thereby improving the efficiency of the system. Medi Interface can step in to help you achieve just that, by improving service levels, ensuring accurate and timely availability of information.



SOME OF OUR CLIENTS:

- Prime Hospital
- Apollo Hospitals, Chennai
- Southern Railway Hospital, Chennai
- Durdans Hospital, Colombo
- Sankara Nethralaya, Chennai
- Hindu Health & Welfare Centre, Chennai
- Osler Diagnostic Laboratory, Chennai
- Apollo Hospitals, Bangalore
- Dr. Mohan's Diabetes Hospital, Chennai
- Moolchand Hospital, Delhi
- Jaipur Golden Hospital, Delhi
- Modi Hospital, Delhi
- Apollo Clinic, Gurgaon
- Paras Hospital, Delhi
- Jehanghir Hospital, Pune
- Priya Diagnostics, Chennai
- NLC General Hospital, Neyveli
- Cancer Institute, Chennai



Hospital Economics is a lean and focused full-service company into the health sector, focusing on Hospital Inventory management solutions.

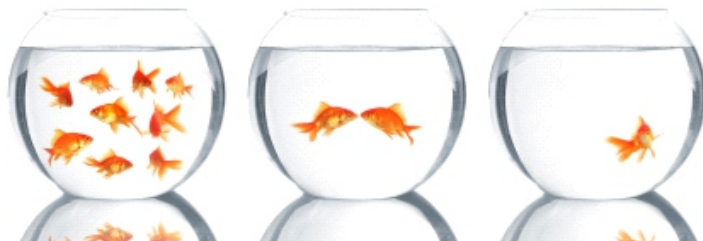
We provide services to Hospitals which help them run the system efficiently, at the same time cut the costs and improve the bottom lines. Our strength lies in extensive data analysis, which in turn leads to efficient decision making, providing a far superior advantage to the Hospitals.

SCOPE OF WORK:

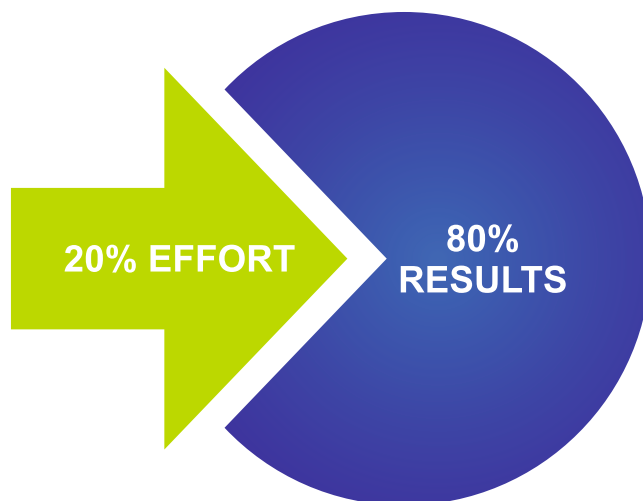
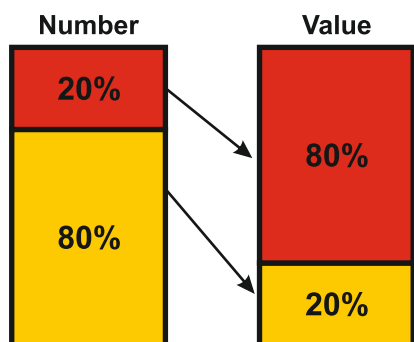
Handling the inventories and purchases of the Hospital efficiently, thereby adding value to the bottom line.

Purchases are the integral part of any business. Better management in purchases directly adds to the company's bottom line. We, at Hospital Economics, help the hospitals in achieving the same.

Major Purchases of a Hospital includes Medicines, Surgical Instruments, Laboratory Chemicals and kits. Same goods are available through different manufacturers at different price ranges. It becomes a daunting task for any Hospital to go through all the possible options and to select the best possible option among the existent. This becomes a non-proficient area for any Hospital team, but not for us.



Managing Few is easier than managing many.
 Few suppliers, Few Brands, Few Companies.
 It becomes an attractive proportion not only for
 the Hospitals but for the Manufacturers and
 the suppliers too



- 80% of the Revenue comes from 20% of the SKU's
- 80% value of the goods are supplied by 20% of the Supplier's
- Hence 80% of Results from actions on 20%

Medi-Infotec Group— People and Principles

Because The Business is about Relationships

Medi-Infotec Group has been supporting advanced Healthcare Services and Solutions. But the Medi-Infotec Group is much more than its footprint. The essence of the company, the quality that sets us apart, is embodied in our people and our guiding principles.

This special difference defines our value to our customers. They see it in our attention to detail, in the professionalism and customer-first attitude of our personnel, and in the extraordinary care and commitment we apply to every aspect of the Healthcare Service relationship.

End -to-End Healthcare Services

Medi-Infotec Group has been catering to some of the most reputed healthcare providers in the following geographies:

India | Srilanka | Malaysia | Singapore | Indonesia | UAE

Medi-Infotec has been setting new standards in healthcare management and is all set to expand their presence to other countries. Our vision is to improve the quality of care at reduced costs.

We believe that every challenge is an opportunity and that change is growth. We are committed to conducting our business in a responsible manner, demanding excellence in all areas of our operations, ensuring the customer receives value and quality. These are the ingredients for our success.

Our locations :



Head office:

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