



**NAT+HEALTH**<sup>®</sup>  
Healthcare Federation of India

# YEAR-END PROGRESS REPORT

**March 2025**

[secretariat@nathealth.co.in](mailto:secretariat@nathealth.co.in)

+91 85277 97856

[www.nathealthindia.org](http://www.nathealthindia.org)





# Foreword

Mr. Abhay Soi

President, NATHEALTH  
Chairman and Managing Director, Max Healthcare

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## President's Note

Dear Distinguished Members of the NATHEALTH Community,

As the financial year draws to a close, allow me to take a moment to reflect on the remarkable progress NATHEALTH has made in the last 12 months. We have built on a strong foundation, and I am proud of how far we have come. This year has seen us align even more closely with the vision of a Viksit Bharat, a developed India, and strengthen our relationships with key stakeholders in the public and private sectors to transform healthcare across the country.

A standout achievement this year was the announcements related to healthcare in the Union Budget presented by the Honorable Finance Minister, which incorporated many of the key recommendations NATHEALTH has been advocating for. It lays the groundwork for a more inclusive, innovative, and sustainable healthcare system, with a stronger partnership between the public and private sectors. This budget marks a significant step towards a more robust and inclusive healthcare future for India.

NATHEALTH has steadfastly prioritized addressing systemic challenges and is paving the way for transformative change. Our advocacy across sectors has yielded meaningful dialogues with policymakers including the Health Ministry, Cabinet Secretariat, Finance Ministry, Ministry of Housing and Urban Affairs, MEA, DGHS, NITI Aayog, DoP, NHA, GST Council, CDSCO, DONER and several other stakeholders across multiple states in the country.

Through various recommendations and representations, NATHEALTH has deep dived into improving health infrastructure and delivery. Our main representations include the ones now part of the Union Budget, reducing customs duty and GST, CGHS revised rates and roll out, change in key clauses in the National Building Code allowing private sector hospitals to construct more floors, Digital Personal Data Protection Rules 2025 ("Draft Rules"), Health Insurance Sector Engagement, MedTech industry's growth and structural transformation, recent CDSCO order on reconditioned products, post-market safety reporting, scaling up PM-JAY, and a proposal on Medical Value Travel submitted by NATHEALTH highlighting Heal in India communications campaign.

During the past year, NATHEALTH's focus remained on the Federation's key priorities that have yielded some of the best outcomes for the healthcare industry. Our advocacy on CGHS Price Revision through various

representations, and also a Supreme Court Case on the same, has helped move the agenda forward in various ministries.

NATHEALTH commissioned a study to understand the burden on private hospitals related to various legal compliances and discovered that a private hospital has to be compliant with over six thousand rules and laws today. This staggering data has been presented to the senior officials in MoH to review and rationalize these laws. NATHEALTH is also actively pursuing a collaboration with NHA to address concerns and ensure smooth implementation of the National Health Claims Exchange (NHCX) across various stakeholders including insurance companies and TPAs.

Additionally, NATHEALTH is actively working to skill and upskill nurses, paramedics, and allied health workers to meet the current 30-40% unfulfilled demand of the sector. NATHEALTH's Digital Health Master Class (DHMC) Program is in the process of training 5000 smaller providers across 50 tier 2/3/4 cities. We have already trained 300 small providers in last 30 days across five cities of Varanasi, Hyderabad, Indore, Lucknow, and Aurangabad.

Innovation has always been close to our hearts, and through the Health Nexus Accelerator Program, we are seeking to help start-ups successfully navigate the critical growth phase, ensuring their innovations make a meaningful impact on the healthcare ecosystem.

Throughout the year, NATHEALTH has worked extensively to fuse these priorities with its initiatives. Our conclaves, forums, collaborations, and initiatives have driven discussions and actions on these critical areas.

Looking ahead, I'm excited to share that NATHEALTH is in a unique position to continue driving progress and influencing policy. Our expertise and unified voice are being increasingly sought after as we shape the future of healthcare in India. A pivotal moment for us in the coming year is the **11th NATHEALTH Arogya Bharat Summit 2025**, which will take place on March 19, 2025, in New Delhi, under the theme **Propelling Healthcare in India towards Viksit Bharat**.

This summit will be a defining moment for us. It is more than just an event—this is where we will come together to set the course for the future of India's healthcare system. The summit will provide an invaluable platform to delve deep into the core issues we have been working on all year. We will also unveil key recommendations and positions that will shape the way forward.

I urge all of you—our members, partners, and stakeholders—to actively participate in this critical event. The Arogya Bharat Summit will bring together thought leaders, policymakers, industry experts, and innovators from across the healthcare sector. This will be an incredible opportunity for all of us to collaborate, discuss solutions to the challenges we face, and work towards transforming healthcare in India into a model of excellence and accessibility.

Let's come together to not only discuss, but also define the future of healthcare in India. I am excited to see you all there, engaging in meaningful conversations and working together to drive impactful change.

Dear  
**NATHEALTH Member**

Have you confirmed your participation yet?

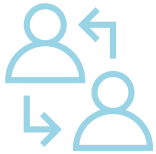
 19th March 2025  Shangri-la Eros, New Delhi

**Be a part of the change you wish to see**

Join the collective voice of healthcare with NATHEALTH

**01**

**A Chance to be the Change**



A chance to be the change. Interact with key policy makers and help shape healthcare's future.

**02**

**Mingle with Senior Leaderships**



Indulge in discussions at the cross-sectorial futuristic annual senior leadership healthcare conclave.

**03**

**Be a Vital Part of Industry Trends**



Stay tuned with industry knowledge through whitepapers on Healthcare Compliance Streamlining and MedTech 2.0.

**04**

**Participate in Valuable Dialogues**



Discuss PPPs, Healthcare Compliance, MedTech 2.0, Healthcare Delivery, Medical Value Travel, Innovations & more...

**05**

**Contribute to the Sector's Progress**



Learn from the success of programs like DHMC (Digital Health) Capacity Building and NATHEALTH Health Nexus Accelerator.

**06**

**Shape the Future with Key Policy Makers**



Share stage with crème de la crème from Government and the industry.

**5000<sup>+</sup>** Attendees in the last 3 years

What are you waiting for? Limited seats. Do not miss out!

**RSVP:** [sachin.sharma@nathealth.co.in](mailto:sachin.sharma@nathealth.co.in) / [manish.lamba@nathealth.co.in](mailto:manish.lamba@nathealth.co.in)



## Propelling Healthcare in India towards Viksit Bharat

A Cross-sectorial Futuristic Annual Senior Leadership Healthcare Conclave  
organized by NATHEALTH

### Summit Objectives

Today, we stand at a crossroads, ready for change. The path to achieve this holistic goal hinges on collaboration, where all health industry stakeholders come together, deliberate, cooperate, and work in tandem to bridge vital gaps in service delivery. Both public and private stakeholders need to rethink how we will address systemic issues in India, invest in, and rebuild healthcare infrastructure as a strategic asset.

As a nation, we must look at planning for the next 5 years in the first phase and perhaps decades ahead, putting the pieces back together and adding elements to enable all of us to live the new normal. The private sector is an important and legitimate stakeholder in this journey ahead.

### Summit Thematic Areas

- Enabling stronger **Public Private Partnerships**
- Simplifying **Healthcare Compliance** bottlenecks
- Exploring the full potential of **MedTech Industry 2.0**
- Converging Payors & Providers to **Expand Healthcare Delivery** in India
- Igniting **Medical Value Travel (MVT)** and Building the Heal in India Brand
- Accelerating **Digitalization** & supporting **Innovations**

**RSVP:** [sachin.sharma@nathealth.co.in](mailto:sachin.sharma@nathealth.co.in) / [manish.lamba@nathealth.co.in](mailto:manish.lamba@nathealth.co.in)



# ANNOUNCEMENT

## ANNUAL GENERAL MEETING (AGM) 2025

*We are pleased to announce that the Annual General Meeting (AGM) of NATHEALTH will be held on:*

 **19th March 2025**  **6.00 pm**  **Shangri-la Eros, New Delhi**

- The AGM will provide an opportunity for members to Engage with fellow members and the governing body.
- We encourage all members to attend and participate in the AGM.

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**We look forward to seeing you on 19th March 2025!**



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Showcasing the presence in various media & communications



# NATHEALTH'S KEY PRIORITIES 2024-25

Paving the way for Viksit Bharat through strategic focus areas

## Priority Areas

- CGHS Price Revision
- Supreme Court Case
- Compliance Burden
- NHCX Claims Exchange -(Providers, Diagnostic and Insurers)
- Medical Value Travel
- PPP- Government to handover district hospitals to private hospitals for better care
- Skilling and Capacity Building
- Start Up Accelerator Initiative
- Better health through Indian Pharma



# NATHEALTH's Key Priorities 2024-25

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NATHEALTH is working with Health Minister, Cabinet Secretary, Finance Secretary, Health Secretary, and DGHS on relevant priorities.

## CGHS Price Revision

The Central Government Health Scheme (CGHS), serving 38.5 lakh beneficiaries across 74 cities, has not revised its tariffs since 2014. This has resulted in financial strain for private healthcare providers due to inflation.

### **NATHEALTH proposes the following:**

- Immediate Tariff Revision to align rates with current healthcare costs.
- CPI-Linked adjustments to ensure rates remain inflation-adjusted.
- Streamlined Claims Settlement to prevent payment delays and reduce financial risk.
- Decoupling APL Schemes from CGHS Rates to avoid under-recovery for providers.

## Supreme Court Case

There is a growing concern CGHS rates may become the mandatory ceiling for healthcare services, applying universally across all patient categories which could lead to a collapse of current pricing structures, including private insurance and cash payments, aligning them with CGHS rates at the state's discretion.

The implementation of this mandate would have a nationwide impact, affecting all states, including those without established healthcare pricing guidelines. Even states that have not yet implemented Clinical Establishment Act guidelines may be required to follow CGHS rates under Rule 9, set for the enforcement of clinical establishment norms. This policy shift could significantly alter the pricing landscape for healthcare services in India, with broad implications for both providers and patients. NATHEALTH is taking this case up on behalf of Private Providers in the Supreme Court.

## Compliance Burden

NATHEALTH, with seven major healthcare federations, conducted a survey on compliance challenges faced by private healthcare operators. Key insights include:

- **Reform Needs:** 36 out of 43 compliance requirements saw over 50% of respondents requesting reforms via self-certification, reduced frequency, or elimination.
- **Simplification:** Respondents emphasized the high costs and complexities of compliance, suggesting digital self-certification, transparency, and single-window clearances.
- **National Building Code:** Proposed increasing the building height limit for hospitals from 45 to 60 meters.
- **Finding Digital solutions** for effective implementation of Ultrasonography

NATHEALTH, along with EY, is researching the Ease of Compliance in India's private health sector. The study focuses on regulatory challenges, overlaps, and operational bottlenecks in areas like licensing, building codes, clinical regulations, and waste management. The goal is to streamline compliance through legislative reforms, reduce redundancies, and introduce single-window and self-assessment mechanisms, improving the ease of doing business in the sector.



# NATHEALTH's Key Priorities 2024-25

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## **NHCX Claims Exchange - (Providers, Diagnostic and Insurers)**

NATHEALTH is collaborating with NHA to address concerns and ensure smooth implementation of the National Health Claims Exchange (NHCX) across healthcare providers. NHCX aims to digitize healthcare insurance processes, reducing claim delays, manual handling, and transparency issues. By automating claims through digital gateways, it promises faster, more accurate processing, lowering administrative costs for both hospitals and insurers.

Endorsed by IRDAI and GIC, NHCX's success relies on stakeholder adoption and overcoming operational challenges. With financial incentives, technical support, and clear guidelines, NHCX can drive efficiency, reduce healthcare costs, and improve patient outcomes nationwide.

## **Medical Value Travel**

NATHEALTH has proposed to lead India's Medical Value Travel (MVT) program, aiming to position the country as a top destination for affordable, high-quality healthcare. This initiative will focus on enhancing patient experience, collaborating with stakeholders, and promoting regulatory reforms to streamline processes for international patients. NATHEALTH will also drive global marketing efforts, strengthen infrastructure, and integrate digital health solutions to boost India's competitiveness in medical tourism and establish global benchmarks for excellence.

## **PPP- Government to handover district hospitals to private hospitals for better care**

Few states have floated RFPs inviting private hospitals to manage district hospitals, a move seen as a significant opportunity for collaboration. NATHEALTH's advisors have endorsed this initiative, viewing it as a strategic platform to demonstrate how the private sector can transform district hospitals into self-sufficient, high-quality healthcare facilities.

By taking on this role, private hospitals can showcase best practices, operational efficiency, and improved patient outcomes, setting a model for public-private partnerships in healthcare. NATHEALTH sees this as an important opportunity to drive innovation and enhance healthcare access at the district level.

## **Skilling and Capacity Building**

NATHEALTH is working to provide technical expertise and capacity building to partner countries, aiming to enhance global healthcare quality. As a representative of leading healthcare providers and institutes in India, NATHEALTH is well-positioned to offer high-quality training programs. We propose customizable training courses, such as Emerging Trends in Healthcare, a 4-week program for healthcare professionals delivered by members like Apollo, Max, ISB, and Symbiosis. The course focuses on the latest healthcare advancements, practical skills in AI and telehealth, patient safety, healthcare management, and innovation to improve patient outcomes.

NATHEALTH is actively working to skill and upskill nurses, paramedics, and allied health workers to meet the growing demands of the healthcare sector. Additionally, it is placing a strong focus on addressing the needs of elderly care, ensuring a well-trained workforce capable of providing specialized and compassionate care for aging populations.



# NATHEALTH's Key Priorities 2024-25



## **Start Up Accelerator Initiative**

NATHEALTH is committed to supporting breakthrough healthcare startups in overcoming the last-mile challenges to achieve success. The organization aims to provide targeted training, mentorship, and facilitate collaborations with investors and industry leaders. By offering these resources, NATHEALTH seeks to help start-ups bridge the gap and successfully navigate the critical growth phase, ensuring their innovations make a meaningful impact on the healthcare ecosystem.

## **Better Health through Indian Pharma**

NATHEALTH has picked up the cause of better health for all by rebuilding trust in Indian Pharma. The focus is to ensure that the middle class also benefits from the advancement in India's healthcare (availability of advanced drugs, health insurance support, expanding Ayushman Bharat, etc.). Also, to ensure that the Indian consumer trusts the Pharma industry (counterfeit drugs, labeling, pricing, more data, health insurance, etc.)

### **Key issues & steps forward include:**

- Bridging Education gap
- Access to Funding
- Trademarks & IP Protection
- Digitalisation of value chain
- Antimicrobial resistance
- Innovate in India, for the World
- Access to quality healthcare and medications
- Addressing counterfeit drugs and enhancing transparency through track-and-trace systems and better health insurance practices
- Whitepapers to open up discussions with relevant stakeholders



# NATHEALTH'S RECOMMENDATIONS & REPRESENTATIONS

Improving health infrastructure & delivery by relevant representations

## Recommendation Areas

- Union Budget
- Relieving customs duty & reducing GST
- CGHS revised rates and roll out
- Key Clauses in National Building Code
- Digital Personal Data Protection Rules 2025 ("Draft Rules")
- Health insurance sector engagement
- MedTech industry's growth & structural transformation
- Recent CDSCO order on reconditioned/refurbished products
- Post-market safety reporting
- Proposal on Medical Value Travel highlighting Heal in India communications campaign
- Scaling up PM-JAY

## Union Budget Recommendations

NATHEALTH laid out a bold and strategic framework to reshape the future of India's healthcare ecosystem. In its recommendations for the Union Budget 2025-26, NATHEALTH called for immediate reforms aimed at strengthening the country's healthcare ecosystem. Most of the NATHEALTH budget recommendations were in alignment to what was announced by the Hon'ble FM this year.

**NATHEALTH's recommendations are on 10 key pillars critical for India's healthcare framework:**

1. Doubling the central healthcare allocation to between ₹1.5 lakh crore and ₹2 lakh crore
2. Reducing GST rate on healthcare to a uniform 5% across the value chain
3. Enhancing ease of doing business by streamlining regulatory processes, reducing approximately 3,000–4,000 healthcare-related compliances
4. Making cancer care more affordable by lowering GST on cancer care technologies and equipment, increasing budget allocations for cancer infrastructure, and expanding insurance coverage under Ayushman Bharat
5. Speeding up reimbursement timelines of social health insurance schemes, while rationalizing rates for healthcare schemes
6. Expanding the reach and depth of social health insurance to ensure high-quality healthcare access
7. Fast-track the digitization drive for the entire ecosystem particularly among smaller providers, with incentives for adopting new technologies and programmes to encourage end-user engagement
8. Enhancing funding for medical technology research through the PLI scheme and operationalizing export incentives for the sector
9. Instant E-Rupee Voucher Reimbursement Scheme for rural and ultrasonographic services provided by private providers on requisition of public healthcare institutes
10. Increasing funding for medical education to expand specialist training and enhance the availability of seats for doctors, nurses, and allied healthcare workers

**Mr. Abhay Soi, President, NATHEALTH and Chairman & Managing Director, Max Healthcare Institute Limited, said:** "India's healthcare sector stands at a pivotal juncture, presenting both significant challenges and immense opportunities. The upcoming Union Budget represents a unique opportunity to address pressing issues such as the acute shortage of medical specialists, the rising costs of cancer care, and the urgent need to enhance hospital infrastructure to meet the demands of our growing population.

*By implementing these strategic reforms—we can create a more robust and equitable healthcare system that ensures quality care is accessible to all citizens, regardless of their geographical location or income level. Furthermore, strengthening public-private partnerships and ensuring timely, fair reimbursement under government schemes will be crucial in driving long-term sustainability, improving patient outcomes, and fostering innovation in the healthcare sector. Together, these efforts can help us build a healthier future for all Indians."*

## Recommendations on relieving customs duty & reducing GST to 5 % or lower on cancer-saving high-end medical equipment

NATHEALTH representatives approached the offices of Finance Ministry, Health Ministry, and Department of Pharmaceuticals, with a request to relieve the customs duty, cess and reduce GST to 5% or lower on cancer saving high-end medical equipment.

### Proposed benefits of such a step:

- Enhanced Accessibility - Lower the equipment costs to enable smaller hospitals to invest in radiation therapy.
- Affordable Cancer Care - Reduces treatment costs, benefiting patients and optimizing government schemes.
- Equitable Distribution - Encourages installation in rural/Tier 2/3 cities, bridging healthcare gaps.
- Public Health Improvement - Timely radiation therapy improves survival rates and reduces mortality.

Through this initiative, NATHEALTH and its stakeholders aim to fill the current gap and remove bottlenecks like a) limited coverage for advanced treatments like radiotherapy, and b) coverage shortfall of comprehensive costs in Government schemes like Ayushman Bharat.

## Representation on CGHS revised rates and roll out

NATHEALTH has shared its representation regarding the CGHS rates revision, with Ms. Punya Salila Srivastava, Secretary (H&FW), Ministry of Health and Family Welfare. The recommendations are in areas that need urgent revisions, as it has been vastly untouched for nearly 10 years. The request is for the roll out plans and the viability gap for this important program, especially on account of medical cost inflation.

NATHEALTH shared all the CGHS related representations/submissions over last three years to make it easy for an an early roll out of revised rates. The Federation shared the below representation documents with the MoHFW:

- Revision of CGHS Rates.
- Interaction with NATHEALTH and CGHS Healthcare Partners.
- Representation for rescinding CGHS notification number Z15025/32/2023/DIR/CGHS dated 19th of December 2023 as far as Whole Body PET/CT scan is concerned.
- Suggestions for CGHS Diagnostic (Pathology & Imaging) services with observations & justifications.
- Updated notification regarding continuous Empanelment Scheme 2022 for Empanelment Organizations of Private Health care (HCOs) under CGHS.

## Recommendations on Key Clauses in National Building Code

NATHEALTH has submitted recommendations to Mr. Nitin R. Gokarn, Additional Chief Secretary, Housing & Urban Planning, Government of Uttar Pradesh, to revise key clauses in the National Building Code (NBC). The suggestions aim to address India's urgent need for additional hospital beds, especially in urban areas where land is scarce.

NATHEALTH has proposed increasing the permissible height of hospital buildings from 45 meters to 60 meters to unlock existing capacity through vertical expansion. NATHEALTH also highlighted the challenges in the current NBC definitions regarding life safety and the use of basements for medical purposes. The recommendations list specific amendments to accommodate hospital needs, such as clearer definitions for hospital uses in basements and adjustments in height regulations to ensure effective emergency evacuation.

These changes have the capacity to facilitate the construction of more hospital beds, improving healthcare accessibility for both urban and rural populations.

## Recommendations on Digital Personal Data Protection Rules 2025 (“Draft Rules”)

NATHEALTH has prepared its recommendations on the draft Digital Personal Data Protection Rules 2025 (“Draft Rules”) taking into account the comments shared by its stakeholders. NATHEALTH will be providing rule-by-rule comments for the Ministry of Electronics and Information Technology to consider making appropriate modifications to the draft rules with comprehensive reasoning for each suggestion.

### The recommendations cover the following areas:

- Short Title and Commencement
- Notice given by Data Fiduciary to Data Principal
- Reasonable Security Safeguards
- Intimation of personal data breach
- Verifiable consent for processing of personal data of child or of person with disability who has lawful guardian
- Additional obligations of Significant Data Fiduciary
- Processing of personal data outside India
- Exemption from Act for research, archiving or statistical purposes
- Calling for information from Data Fiduciary or intermediary

## Recommendations on health insurance sector engagement to several line ministries

NATHEALTH has submitted a detailed representation on observations and suggestions around health insurance sector engagement to relevant line ministries including the MoHFW, DOP, CDSCO, MeitY, PMO, Cabinet Secretary, and NITI Aayog. NATHEALTH believes that UHC will require convergence of the eco system, and strengthening the entire value chain to align with broader patient interest.

### Recommendations include:

- Need for a unified insurance landscape
- Leverage the Integrated Digital Health
- Mechanisms to factor inflation into healthcare delivery costs
- Financing non-hospitalization expenses
- Increase in cashless utilization
- Creating predictability of medical costs

## Recommendations on MedTech industry's growth & structural transformation with relevant line ministries

NATHEALTH has shared a representation document regarding the MedTech industry with the MoHFW, DOP, CDSCO, MeitY, PMO, Cabinet Secretary, and NITI Aayog. The document highlights the urgent need for uninterrupted growth in the MedTech industry and creating structural transformation.

The key reason for this representation is, despite seeing progress, the industry faces regulatory, operational, and fiscal challenges that hinder its growth and self-reliance.

The Indian medical device market, valued at \$15.35 billion in 2023, has the potential to scale up to \$200 billion with the right policy interventions. To this tune, NATHEALTH shared a list of key challenges & recommendations, covering:

- Regulatory & Operational Hurdles
- Scaling Manufacturing & Market Expansion
- Tariff Barriers & Affordability
- Strengthening the Med-Tech Software Ecosystem

## Recommendations on recent CDSCO order on reconditioned and refurbished products

NATHEALTH sent its recommendations to Ms. Punya Salila Srivastava, Secretary (H&FW), Ministry of Health and Family Welfare, to urgently consider and implement a clear regulatory pathway for creating a fair transparent refurbished medical devices market in India. The recent notice by CDSCO to the custom authorities, restricting the import of refurbished medical devices into India has created a stir amongst the health service providers, as it may lead to disruptions in supply of these devices.

### Recommendations include the areas of:

- Affordability and Accessibility
- Technological Upgradation
- Addressing Equipment Shortage
- Environmental Sustainability
- Global acceptance of refurbished medical devices

## Proposal on Medical Value Travel submitted by NATHEALTH highlighting Heal in India communications campaign

The Government of India has set up the healinindia portal to promote medical value travel (MVT) into India. The portal is designed to provide authentic and credible information regarding various MVT stakeholders in India. NATHEALTH is proposing to manage and operate this portal on behalf of the MoH, Government of India.

### NATHEALTH proposes the following to be done in two phases:

**Phase 1:** NATHEALTH will commission a full evaluation of the current portal including a technical evaluation to understand the tech architecture of the current portal. This will help understand the current capabilities of the portal as well as help build new features in the future.

### Phase 2:

- It will see more service providers coming on board and the portal becoming more broad-based.
- It will also incorporate the learnings from Phase 1 in terms of process improvements, data management and governance of the portal.
- In this phase the portal can be made more transactional with patients being able to book services on the portal from the hospitals featured on the portal, apply for medical visas (through appropriate links), consult with the doctors of their choice through a video-consult etc.
- The portal will also feature a payment gateway, where patients can pay for the services consumed as well as deposit advances to book clinical services.

## Recommendations on enhancements in post-market safety reporting to CDSCO

NATHEALTH recently played a pivotal role in discussions at the Stakeholders Consultation meeting held at CDSCO (Central Drugs Standard Control Organization) aimed at bolstering the post-market safety reporting structure. The meeting saw active participation from industry stakeholders who proposed several key reforms to streamline the reporting process.

### Primary suggestions put forth included:

- Enforce mandatory reporting of Serious Adverse Events (SAEs) to ensure timely and comprehensive data submission by manufacturers.
- Need for concise SAE reporting forms.
- User-friendly reporting tools provided by the Government to ease regulatory compliance and reduce administrative burdens.
- Clarify the roles and responsibilities of MvPI (Pharmacovigilance Programme of India) and CDSCO to eliminate ambiguities in reporting protocols.
- Introduce prospective file tracking IDs for complaints and revising PMS (Post-Market Surveillance) guidelines in line with international standards, aimed at enhancing the overall efficacy and transparency of the reporting framework.

## Recommendations on scaling up PM-JAY

NATHEALTH has shared suggestions to scale up PM-JAY with the office of Mr. Rohit Deo Jha, IRS, Joint Director, NHA, Gol. This is with regards to the OM No: S-12018/385/2024-NHA, seeking input from different associations representing private healthcare service providers regarding various aspects of scheme implementation.

### NATHEALTH's 2-pronged suggestion list:

- Increase acceptability of the scheme among frontline quality providers in private sector encouraging them to come forward to serve the program with their existing unutilized capacity.
- Increase fixed capacity (brownfield and greenfield) – this requires significant new investments, and higher effort and time.



# SCALING HEALTHCARE THROUGH POLICY & REGULATORY LANDSCAPE

Enhancing India's healthcare through strategic policy interventions

## Impact Areas

- Collaborative efforts with Central & State Governments

*Health Ministry, Cabinet Secretariat, Finance Ministry, Ministry of Housing and Urban Affairs, MEA, DGHS, NITI Aayog, DoP, NHA, GST Council, CDSCO, DONER, 8 PSH and State Health Ministers of Uttar Pradesh, Tamil Nadu, Karnataka, Andhra Pradesh, Uttarakhand, Agartala, Punjab and West Bengal*

- CGHS revision of rates & implementation strategies
- Improvement in Health Infrastructure
- Compliance & Digital Health for better reach & outcomes
- Insurance, Pharma & MedTech sector advancements

## NATHEALTH's proposal to Cabinet Secretary on revisions in the National Building Code for hospital expansion



NATHEALTH submitted a formal request to Dr. TV Somanathan, Cabinet Secretary, advocating for a revision in the National Building Code (NBC) 2016 to permit hospital buildings to

extend up to 60 meters in height, as opposed to the current limit of 45 meters. This change aims to address the urgent need for 4-5 million additional hospital beds across India, particularly in urban areas where land is scarce. Vertical expansion, as suggested, could unlock existing infrastructure capacity.

NATHEALTH highlighted key challenges and clauses that requires amendments, such as revising evacuation standards based on floor height rather than roof height and clarifying the use of basements for critical medical services.

## NATHEALTH President meets Union Health Minister



The President of NATHEALTH, Mr. Abhay Soi, met with Hon'ble Minister of Health & Family Welfare, Shri J P Nadda Ji, to discuss critical

issues impacting healthcare in India. During the meeting, NATHEALTH urged for a speedy correction of CGHS prices, continuing its advocacy efforts with the health, finance, and Cabinet Secretariat. Additionally, a request was made for the relaxation of building code rules to facilitate the vertical expansion of hospitals across the country.

MedTech growth, diagnostics, and insurance were also discussed as a part of CGHS, and digitization drive as a part of capacity building and stronger PPPs.

## NATHEALTH submits consolidated feedback to Dr. V K Paul, NITI Aayog on enhancing AB PM-JAY



NATHEALTH submitted a comprehensive industry feedback to the NHA regarding the AB PM-JAY, in response to the expert committee chaired by Dr. VK Paul, Member (Health) of NITI Aayog, which sought inputs from private healthcare service providers.

Key recommendations included the necessity for the scheme to cover both fixed and variable costs incurred by hospitals. NATHEALTH proposed calculating these costs by sampling mid-sized PM-JAY hospitals and adjusting PM-JAY rates annually in line with the CPI.

Additionally, they stressed the importance of timely payments with set service-level agreements (SLAs), real-time claim reimbursement statuses, and interest on delayed payments beyond a 30-day window. NATHEALTH also recommended allowing hospitals to select specific treatment packages rather than requiring an all-or-nothing approach, enabling them to optimize their capacity and patient mix.

## NATHEALTH and NITI Aayog collaborate to address compliance issues in healthcare infrastructure



A pivotal meeting was chaired by Dr. V.K. Paul, Hon'ble Member (Health) of NITI Aayog, to address compliance-related findings from the NATHEALTH administered healthcare industry survey. The session, attended by representatives from NATHEALTH, Max Healthcare Hospital, Fortis Hospital, Hemraj Jain Hospital, and NITI Aayog's Health & Family Welfare and PPP verticals, underscored crucial areas for enhancement in healthcare infrastructure compliance. The discussion yielded significant action points:

**1. Compliance Framework:** NATHEALTH will compile a comprehensive list of compliance requirements for healthcare infrastructure.

**2. State Variations:** A graded analysis will be



conducted to highlight compliance discrepancies across states and UTs, incorporating examples of prevalent issues and successful practices.

**3. License Renewal:** Recommendations will be developed on optimal frequency for renewals.

**4. Compliance Classification:** Compliances will be categorized into medical and non-medical, to better address core adherence challenges.

**5. Position Paper:** NITI Aayog & NATHEALTH will draft a position paper addressing the identified compliance issues.

NATHEALTH has already shared a detailed list of parent acts related to the 43 major compliances considered in the survey.

## NATHEALTH Leadership Team meets with the Finance Secretary

NATHEALTH Leadership Team met with Dr. TV Somanathan, Finance Secretary & Secretary (Expenditure) at the Ministry of Finance office. The meeting, which included NATHEALTH President Mr. Abhay Soi, Secretary General Mr. Siddhartha Bhattacharya, and Government Partnership Specialist Ms. Anugrah William, focused on strengthening collaboration between the Government and private healthcare sector.

Mr. Soi emphasized that NATHEALTH can partner with the Government to build a healthcare ecosystem rooted in inclusion, innovation, quality and partnerships. Highlighting the findings of the Knight Frank Global Healthcare Report, he noted India's need for an additional 2 billion square feet of healthcare real estate to meet population demands.

## NATHEALTH engages with MoHFW and DGHS on CGHS revisions and operational enhancements



In a meeting with MoHFW Secretary, Shri Apurva Chandra, NATHEALTH submitted a response after consulting key healthcare stakeholders. The discussions emphasized revising CGHS tariffs, re-evaluating PET-CT pricing, and fostering better collaboration between CGHS and healthcare providers.

NATHEALTH also met with Ms. Roli Singh, Additional Secretary, Ministry of Health and Family Welfare (MoHFW), to discuss the revision and alignment of CGHS rates with current diagnostic needs, market realities, and technological advancements.

Additionally, recommendations were submitted to Prof. (Dr.) Atul Goel, Directorate General of Health Services (DGHS), Ministry of Health & Family Welfare, advocating for a revision of Central Government Health Scheme (CGHS) rates. Highlighting the outdated tariffs last revised in 2014, NATHEALTH underscored the need for adjustments.

## NATHEALTH meets Health Secretary for key discussions

NATHEALTH held a pivotal meeting with the Health Secretary, Shri Apurva Chandra, addressing several crucial healthcare issues. The discussions covered topics such as CGHS and AB-PMJAY programs, PET scan representations, and building codes. NATHEALTH also advocated for the inclusion of key stakeholders in the Clinical Establishment Committee to enhance healthcare infrastructure. Other agenda items included addressing the compliance burden in the healthcare sector and the need for GST reforms in healthcare services.



## NATHEALTH holds meet with Sec. DoP to discuss Viksit Bharat vision



NATHEALTH was a part of an interesting deliberation with Shri Arunish Chawla, Secretary, DoP, on 'achieving the vision of

50Bn\$ industry by 2030 towards Viksit Bharat'. The meeting, which also included various industry leaders, deliberated on the demand and supply challenges faced by the sector currently.

Key discussion points included:

- MediTech Consumption
- Exports
- Innovation
- Manufacturing Harmonization of Local & Global Manufacturers

## Meeting of National Medical Device Promotion Council (NMDPC) held under the Chairmanship of Secretary, DoP



NATHEALTH was invited to be a part of the third meeting of the National Medical Devices Promotion Council (NMDPC), held under the

Chairpersonship of Dr. Arunish Chawla, Secretary, Department of Pharmaceuticals. Key discussions held on: 1) Removal of regulatory requirements of labeling of medical devices from Legal Metrology. 2) NABL certification for in-house laboratories. 3) MoEF&CC- E waste (Management) Rules on Medical Devices. 4) Compulsory Registration Order (CRO) of MeitY. 5) Applicability of Land Border Order in Public procurement and PPP. 6) Export of medical devices in LATAM/Nordic region.

## NATHEALTH participates in DoP's workshop on strengthening the medical device industry

NATHEALTH actively participated in the Department of Pharmaceuticals (DoP) workshop to discuss the proposed scheme "Strengthening of Medical Device Industry."

The proposed scheme includes key components such as the development of Common Facilities for Medical Device Clusters, Medical Device Quality Upgradation, Capacity Building and Skill Development, and the Marginal Investment Scheme to reduce import dependency.



Additionally, a Medical Device Promotion Scheme was introduced to foster innovation and growth within the sector.

## NATHEALTH meets with Shri Awadhesh Kumar Choudhary, Senior Economic Advisor, DoP

NATHEALTH met with Shri Awadhesh Kumar Choudhary, Senior Economic Advisor at the Department of Pharmaceuticals, Ministry of Chemicals and Fertilizers, Government of India. The meeting aimed to discuss key insights and thought papers from NATHEALTH. NATHEALTH expressed gratitude for the continued support and collaboration with the

Department of Pharmaceuticals. The discussions emphasized the importance of partnerships in advancing healthcare, particularly in MedTech, patient safety, and digital health. NATHEALTH looks forward to further engagements to drive healthcare innovation and development in India.

## NATHEALTH participates in the meeting for Export Promotion Council for Medical Devices

NATHEALTH was invited to a meeting with Mr. Kapil Singh, IAS, Adhoc. Executive Director, EPC-MD & ACEO YEIDA to discuss Export Promotion Council for Medical Devices. The meeting, organized by the office of EPC-MD, included all members of the Committee of

Administration. The meeting discussed pertinent points regarding the consolidated pointers regarding the Export Promotion Council for Medical Devices. Such initiatives have the capacity to play an important role in the development of India's MedTEch sector.

## Interaction meeting with Medical Devices & Diagnostic associations under the Chairmanship of Secretary (H&FW), MoHFW



NATHEALTH was invited to participate in a meeting with the MedTech and diagnostics associations regarding major challenges faced by the sectors. The meeting was chaired by

Ms. Punya Salila Srivastava, Secretary (H&FW), Ministry of Health and Family Welfare. NATHEALTH submitted a detailed representation regarding overall sector concerns, which were duly acknowledged by the Department.

NATHEALTH has also suggested that a well-considered policy be swiftly implemented to facilitate the creation of a well-regulated refurbished MedTech market for appropriate consumer and products segments.

## NATHEALTH meets with MoDNER to discuss North East healthcare investments

NATHEALTH met with Ms. Monalisa Dash, Joint Secretary, MoDNER, Government of India, to discuss the upcoming North East Investors Summit (NER) scheduled for early 2025. Healthcare is a key focus, with investments planned in metro cities, including hospitals, diagnostics, medical education, and Medical Value Travel (MVT).

NATHEALTH shared its initiatives in the Eastern Region, and MoDNER sought official support from NATHEALTH in facilitating high-level discussions on healthcare in the Northeast and



neighboring countries. The collaboration aims to drive capacity expansion and investment in the region's healthcare sector.

## Ministry of External Affairs to collaborate with NATHEALTH on healthcare capacity building for foreign professionals



NATHEALTH is set to collaborate with the Ministry of External Affairs (MEA) under the Indian Technical and Economic Cooperation (ITEC) scheme, aimed at capacity building for foreign professionals. The MEA's DPA-II

Division, which oversees the ITEC program, seeks to partner with Indian healthcare institutions to offer executive-development training programs, especially for countries with resource-scarce health systems and those involved in medical tourism. The MEA will cover all expenses for these training sessions. NATHEALTH's involvement will enhance the program's offerings, contributing to global healthcare development and fostering international cooperation in healthcare education. Further discussions on collaboration are planned.

## Meeting with Ms. D Thara, Additional Secretary, Ministry of Housing & Urban Affairs regarding height of hospital buildings



NATHEALTH met with Ms. D Thara, Additional Secretary, Ministry of Housing & Urban Affairs (MoHUA) to move ahead the discussions on height of Hospital Buildings in National Building Codes.

The meeting discussed suggestions to amend NBC Clauses to facilitate vertical expansion of healthcare buildings. As per NATHEALTH's survey, vertical expansion of healthcare infrastructure will go a long way to unlock capacity that already exists.

The Federation is thus focusing on recommendations to alter the National Building Codes to permit hospital building height from the current 45 m to 60 m and relax the restriction within the existing permissible height of 45 m.

## Meeting held with Shri Madhukar Kumar Bhagat, Joint Secretary, MoHFW to discuss compliance & digital health

NATHEALTH's meeting with Shri Madhukar Kumar Bhagat, Joint Secretary, MoHFW dwelled upon initiatives on Compliances and Digital Health. The Secretariat shared details regarding many activities that can be undertaken for digital health training for smaller healthcare providers in India.

Also, a NATHEALTH Administered Healthcare Industry Survey was shared which includes the Compliance Feedback for running or setting up new health care infra (jointly with 7 other major healthcare federation members like AHPI, AHEI, FHA Karnataka, PHANA, FICCI, ICC, ASSOCHAM and PhD Chamber of Commerce).

## Representation made on relevant healthcare areas with Shri Rajiv Wadhawan, Joint Secretary (Advisor Cost), Ministry of Health

NATHEALTH, along with other healthcare associations, MedTech and Diagnostic Community, has shared a representation document with the office of Shri Rajiv Wadhawan, Joint Secretary (Advisor Cost), Ministry of Health. The representation has mentioned in detail about various subjects that are currently impacting the healthcare sector in India and the possible solutions for the same.

Documents with relevant information were also shared, focussing on:

- Point of care diagnostics.
- High End Medical Equipment
- GST in Healthcare
- Pre- Budget Recommendations
- MVT
- Startups in Healthcare

## NATHEALTH participates in GIC's Stakeholder Meeting to address health insurance challenges



NATHEALTH actively participated in a pivotal meeting organized by the General Insurance Council (GIC), to address critical challenges in India's health insurance sector. Represented by Mr. Arun Pandey, AVP & Head Receivables and Health Insurance at Max Hospitals, NATHEALTH joined other stakeholders to foster collaboration between insurers and providers.

The agenda focused on streamlining cashless healthcare, resolving claim disputes, and enhancing customer experience. Discussions emphasized creating a single-window portal for hospital empanelment, addressing delays in rate renewals, and promoting transparency in insurance processes. Key solutions included establishing a framework for dispute resolution, implementing a common empanelment agreement, and addressing data security concerns on platforms like the National Health Claims Exchange (NHCE).

The meeting underscored the importance of partnerships between insurers and healthcare providers to ensure accessible, affordable, and efficient healthcare for all.

## NATHEALTH's representation on the Revision of CGHS Rates

NATHEALTH submitted recommendations to Prof. (Dr.) Atul Goel, Directorate General of Health Services (DGHS), Ministry of Health & Family Welfare, advocating for a revision of Central Government Health Scheme (CGHS) rates.

Highlighting the outdated tariffs last revised in 2014, NATHEALTH underscored the need for

adjustments in line with the Consumer Price Index (CPI) to reflect current inflation.

NATHEALTH emphasized the importance of maintaining the scheme's viability and proposed a mechanism to tie future rate revisions to the CPI. This would prevent rates from becoming outdated and ensure timely settlements of claims, reducing payment risks for providers.

## NATHEALTH Leadership Team meets with Directorate General of Health Services

NATHEALTH Leadership Team met with Prof. (Dr.) Atul Goel, Director General of Health Services, at the Ministry of Health and Family Welfare, New Delhi. The meeting aimed to discuss key healthcare initiatives and explore opportunities for collaboration.

Various thought papers and position notes on CGHS, building codes, PMJAY, GST, patient

safety, and digital health were presented.

NATHEALTH highlighted the need for increased PPPs in tier 2 cities, emphasizing the importance of the MedTech industry's growth and the potential of digital health. The leadership team underscored the importance of collaborative efforts to achieve significant strides in India's healthcare landscape.

## NATHEALTH invited to be a part of the National Council for Clinical Establishment Committee

NATHEALTH extends its gratitude to Prof. (Dr.) Atul Goel, Directorate General of Health Services (DGHS), Ministry of Health & Family Welfare, for inviting NATHEALTH members to be a part of the National Council for Clinical Establishment Committee. This inclusion ensures that NATHEALTH can play a significant role in shaping healthcare standards and policies.

NATHEALTH members can actively contribute to various critical initiatives, including CGHS, building codes and compliances, PMJAY, and

GST in healthcare. Other focus areas are patient safety, promoting Public-Private Partnerships (PPPs) in tier 2 cities, and advancing digital health.

This collaboration has the potential to be a vital step towards institutionalizing partnerships for a more robust healthcare framework in India. NATHEALTH looks forward to contributing to these key initiatives and working closely with the government for a better healthcare ecosystem.

## NATHEALTH meets with NHA to discuss key health initiatives

NATHEALTH members recently met with Smt. Deepti Gaur Mukerjee, CEO of the National Health Authority (NHA), to discuss various topics such as Digital Governance System for Ultrasound Devices, Digital Health, Master Class for Hospital Leaders, CGHS, AB-PMJAY, and more.

The meeting aimed at strengthening digital health initiatives, improving healthcare efficiency, and enhancing collaboration between the NHA and healthcare providers.

NHA office shared positive feedback on various collaborations suggested by NATHEALTH.

## NATHEALTH & ICMR DG meet to discuss key healthcare initiatives



NATHEALTH held a productive meeting with Dr. Rajiv Bahl, Director General of ICMR at the ICMR Headquarters in New Delhi. The meeting focused on crucial healthcare initiatives, including remote validation and Health Technology Assessment (HTA) in India.

The NATHEALTH delegation, led by Dr. Om Manchanda, included key members Mr. Shibu, Dr. Gaur, Dr. Mahajan, Mr. Rajeev Virmani, and Dr. Anurag Agrawal.



They discussed the context and concept of remote validation and provided updates on the portable ultrasound initiative. Additionally, the team highlighted the importance of HTAs in promoting an equitable and efficient healthcare system.

The discussions aimed to enhance healthcare delivery through the adoption of advanced technologies like ultrasound devices and improving regulatory frameworks.

## Meeting with Sh. Vikram Pagaria, Director, ABDM at NHA office



A key meeting was held at the NHA office involving representatives from NHA, NATHEALTH, GE, and Arthur D Little to discuss strategies for boosting private sector adoption of the Ayushman Bharat Digital Mission (ABDM). Arthur D Little's report on catalyzing digital health in India formed the basis.

Participants included NHA officials Sh. Vikram Pagaria, Meenakshi Jha, Kajal Dana, and others, alongside NATHEALTH team and key industry stakeholders. The discussion focused on several key issues identified in the report, such as the lack of clear Government guidelines under ABDM, significant investment requirements for technology infrastructure, data security concerns, and limited use cases for ABHA IDs.

Proposed solutions included effective stakeholder engagement, robust data security awareness campaigns, and potential Government mandates for ABHA ID usage similar to Aadhaar.

## NATHEALTH & NHA discuss digital governance on ultrasound advocacy

NATHEALTH leadership met with Smt. Deepthi Gaur Mukerjee, CEO, NHA, to discuss key healthcare initiatives. The meeting focused on several critical documents, including the Digital Governance System for Ultrasound Devices, the whitepaper "Catalyzing Digital Health in India," and the Digital Health Master Class for Hospital Leaders. NATHEALTH emphasized the importance of ultrasound advocacy and requested further guidance from NHA on advancing the digital health course.



Also discussions were CGHS representations and strategies for accelerating organ donations through digitization.

## NHA and NATHEALTH's meeting with providers on NHCX



NATHEALTH, in collaboration with the National Health Authority (NHA) and the Ministry of Health and Family Welfare (MoHFW), facilitated a meeting with frontline hospitals to discuss the National Health Claims Exchange (NHCX). The NHCX is aimed at improving the standardization and interoperability of health claims, ensuring transparent and efficient

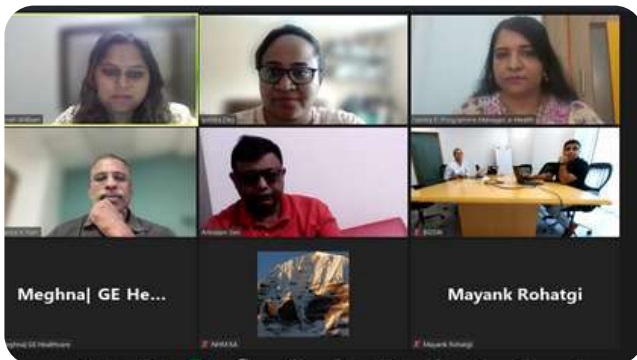
claims processing, and reducing operational costs. The meeting introduced the NHCX Gateway, explained its benefits, and gathered valuable feedback from healthcare providers. The discussion explored the current health settlement processes, challenges faced by providers, and opportunities for simplification within the claims processing framework.

## Meeting with Shri Harsh Gupta, Principal Secretary, Government of Karnataka, Health & Family Welfare Department

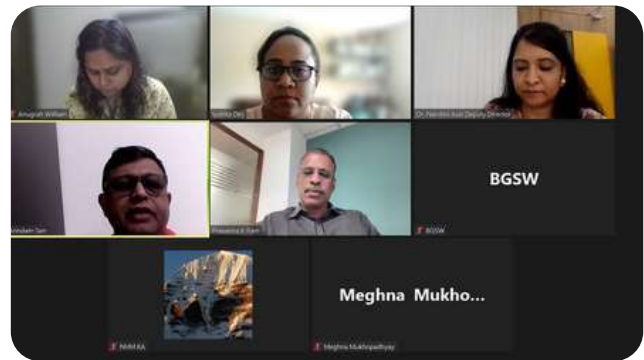
NATHEALTH held a meeting with Shri Harsh Gupta, IAS Principal Secretary to Government of Karnataka, Health & Family Welfare Department. Dr. Karthik Narayan, Southern Region Co-Chair NATHEALTH and Founder and Managing Director, Athulya Senior Care had preliminary discussions with the Secretary about NATHEALTH's impact and contribution to the healthcare ecosystem. The Principal Secretary has invited ideas/thoughts/proposals or projects from the NATHEALTH community.



## NATHEALTH collaborates with Karnataka Government on Digital Health Initiatives



NATHEALTH held a virtual meeting with Dr. Nandini B, Assistant Deputy Director (e-Health) of Karnataka, to explore collaboration opportunities. Representatives from GE Healthcare, Healthium, Robert Bosch Engineering, Heartnet, and Athulya Assisted Living presented their work. Key discussions included sharing NATHEALTH's digital health knowledge papers and a report on



the Digital Governance System for Ultrasound Devices. Dr. Nandini highlighted the need for integrating Karnataka's 25 health portals and ensuring compliance with ABDM security standards. A broader discussion with NHM Karnataka was proposed to address non-communicable diseases and digitization priorities.

## NATHEALTH engages with Uttar Pradesh Health Department on key healthcare priorities



NATHEALTH held a productive meeting with Shri Partha Sarathi Sensharma, Principal Secretary, Health, Medical & Family Welfare, Government of Uttar Pradesh, in Lucknow. The discussion focused on critical government healthcare priorities, including compliance challenges from providers, Public-Private Partnerships (PPP) in Tier 2 and Tier 3 cities,

hurdles related to the Clinical Establishment Act, and the implementation of digital healthcare systems. NATHEALTH delegation highlighted the importance of creating an enabling environment for healthcare investments in smaller cities. The meeting emphasized the need for collaborative efforts between government and private providers to address regulatory and operational challenges.

The dialogue also explored opportunities for leveraging technology to improve healthcare accessibility and efficiency across the state.

This engagement underscores NATHEALTH's commitment to advancing healthcare reforms and fostering sustainable partnerships.

## NATHEALTH discusses PPP opportunities with Tripura Government



NATHEALTH Secretary General, Mr. Siddhartha Bhattacharya, met with Shri Gitte Kirankumar Dinkarrao, IAS, Secretary, Health & Family Welfare Department, Government of Tripura.

The discussion centered around the development of a Multi-Disciplinary Super-Speciality Hospital in Agartala, Tripura, envisioned through a Public-Private Partnership (PPP) model.

The meeting highlighted the potential of PPPs in enhancing healthcare infrastructure in Tripura, addressing local healthcare needs, and attracting private investment to strengthen specialized medical services in the state. This reflects NATHEALTH's commitment to fostering collaborative healthcare solutions.



## NATHEALTH meets Tamil Nadu ACS Health Secretary to discuss patient-centric best practices



NATHEALTH facilitated two meetings with Smt. Supriya Sahu, IAS, Additional Chief Secretary, Health and Family Welfare Department, Tamil Nadu, to discuss patient safety and best practices in healthcare.

Representatives from Apollo Hospitals, Kauvery Hospital, and MGM Healthcare shared their insights on hospital best practices like infection control, hygienic amenities, patient-centric care.



Moderated by NATHEALTH Southern Region Co-Chair Dr. Karthik Narayan and Vijay Karunakaran, the meeting emphasized maintaining high standards in government healthcare facilities.

Next steps include facilitating workshops and roundtables in Chennai with government HoDs to advance these initiatives.

## NATHEALTH and DGCI&S discuss data collection to boost healthcare services



NATHEALTH Eastern Region leaders participated in a meeting with DGCI&S, Ministry of Commerce, Government of India, to address

challenges in collecting and compiling data related to the health sector. Key focus areas included Medical Value Travel, Clinical Trials, Telemedicine, and Contract Research.

The session explored recommendations from NATHEALTH members to improve data transparency and promote growth in these sectors. DGCI&S has requested a follow-up in-person meeting to further discuss and refine strategies for better data management and healthcare service enhancement.

## Meeting Andhra Pradesh Directorate of Medical Education to explore collaboration opportunities



NATHEALTH held a productive meeting with the Andhra Pradesh Directorate of Medical Education to discuss collaborative initiatives in the healthcare sector. The discussion emphasized trauma care, with the state expressing interest in developing specific SOPs,

where NATHEALTH can contribute strategically. Key topics included engaging with APMSIDC on procurement, leveraging the Tirupati MoU, and aligning with Andhra Pradesh's Vision 2035 as a foundation for future healthcare advancements. The Directorate also sought NATHEALTH's support in organizing orientation sessions on newer technologies to enhance healthcare delivery.

This meeting underscored a mutual commitment to advancing healthcare through innovation and targeted capacity-building initiatives in Andhra Pradesh.

## Maharashtra's Principal Secretary-Health graces the Digital Health Course launch

Mr. N. Nawin Sona, Principal Secretary-Health of Maharashtra, was invited by NATHEALTH to serve as the Guest of Honour at the launch of the Digital Health Master Course (DHMC) in Mumbai. The course, developed by NATHEALTH in collaboration with PwC and Koita Foundation, aimed to boost Digital Health adoption in small and medium-sized hospitals across India.

The event gathered industry leaders, healthcare providers, and global experts to discuss the implementation of EMRs, HMIS, and other digital tools. NATHEALTH expressed satisfaction with Mr. Sona's presence, emphasizing its role in advancing the vision of a resilient, patient-centric healthcare system.

## NATHEALTH becomes part of Committee for Reforms in Pricing Framework for Drugs and Medical Devices

The Ministry of Chemicals & Fertilizers Department of Pharmaceuticals, Government of India has announced the inclusion of NATHEALTH in the Committee for Reforms in Pricing Framework for Drugs and Medical Devices. The announcement also includes various other healthcare associations and federations.

The decision was taken after the DoP (Pricing Division) decided to broaden the list of Special Invitees and additionally include the representatives of healthcare associations as Special Invitees before the Committee. NATHEALTH looks forward to play a strategic and productive role in the Committee.

## NATHEALTH invited by DoP to discuss reforms in Pricing Framework for Drugs and Medical Devices

NATHEALTH members were invited to a significant meeting with the Department of Pharmaceuticals (DoP) to discuss reforms in the pricing framework for drugs and medical devices. The meeting was chaired by Ms. S Aparna, Under Secretary (Pricing), Department of Pharmaceuticals, Ministry of Chemicals and Fertilizers, and aimed at gathering industry insights on the pricing challenges.

The Committee, led by the Secretary (Pharmaceuticals), expressed interest in

interacting with NATHEALTH representatives to explore pricing reforms and strategies for the healthcare sector.

NATHEALTH was requested to share a presentation on the topic and send a small group of experts knowledgeable about the matter to participate in the discussions. This engagement is expected to contribute to the formulation of a robust and equitable pricing framework for drugs and medical devices in India.

## NATHEALTH supports the implementation of Uniform Code of Pharmaceuticals Marketing Practices (UCPMP)

NATHEALTH is supporting the Uniform Code of Pharmaceuticals Marketing Practices (UCPMP) alongside other pharmaceutical associations. As requested by the Department of Pharmaceuticals, Ministry of Chemicals and Fertilizers, Government of India, NATHEALTH is constituting an ethical committee and has published the code on its website. The UCPMP, issued by the Ministry of Chemicals and Fertilizers, sets ethical guidelines for drug promotion and marketing practices.

More details at [NATHEALTH UCPMP](#).



## NATHEALTH & industry stakeholders approach the Supreme Court for the issue of fixed treatment cost in private hospitals

The Supreme Court has sought the Centre's response to a petition challenging a rule that permits the federal government to set standard rates for medical procedures in private hospitals. A bench of justices BR Gavai and Sandeep Mehta noted that treatment costs in private hospitals are influenced by market forces, questioning whether a uniform fee structure could be applied.

The petition, filed by the All India Ophthalmological Society (AIOS) and Dr. Manoj

Chandra Mathur, challenges Rule 9(ii) of the Clinical Establishments (Central Government) Rules, 2012. The rule mandates that clinical establishments charge within the rates prescribed by the central government. NATHEALTH and other healthcare associations are maintaining that healthcare pricing should be driven by market dynamics, reflecting the diverse nature of private hospitals and services.

The Supreme Court will hear the petition along with a pending PIL on the matter in future.



# THOUGHT LEADERSHIP & VOICE OF HEALTHCARE

Key initiatives under strategic areas of healthcare sector

## Impact Areas

- Knowledge sharing on Digital Personal Data Protection Act 2023
- Initiatives on healthcare technologies & human resources
- Viksit Bharat and the Future of the Medtech Ecosystem
- Driving Ease of Compliance in India's private healthcare industry
- Enhancing the role of diagnostics in healthcare sector's growth

## NATHEALTH welcomes Mr. CK Mishra as Senior Advisor, NATHEALTH



NATHEALTH is pleased to announce the appointment of Mr. CK Mishra as the Senior Advisor. With a distinguished career spanning 37 years, Mr. Mishra has held key positions, including Secretary in Ministries such as Environment, Forest & Climate Change, and Health & Family Welfare. His leadership has been instrumental in shaping transformative initiatives like the National Health Mission and 'Mission Indradhanush', significantly impacting

healthcare nationwide. His expertise extends to global platforms, influencing India's stance on environmental and climate change issues.

NATHEALTH anticipates that Mr. Mishra's profound insights and strategic counsel will enhance the organization's policy and advocacy endeavors. His guidance to the Leadership Team is expected to unlock new avenues for collaboration and growth. Moreover, his adeptness in crisis management will bolster NATHEALTH's resilience in navigating challenges effectively.

The association extends a warm welcome to Mr. Mishra, expressing assurance of providing unwavering support to uphold his legacy of impactful service.

## NATHEALTH Diagnostic Forum Leaders meet with Mr. CK Mishra



NATHEALTH diagnostic leaders met with Mr. CK Mishra to discuss several operational challenges, including regulatory issues across states. Mr. Mishra advised drafting a non-binding Central Advisory with minimum standards to promote regulatory uniformity.

Addressing online versus physical compliance, Mr. Mishra suggested pushing for a shift to online systems by compiling a list of offline requirements.

Regarding the reduction of duties on specialized chemicals, Mr. Mishra mentioned that aligning with larger industry players could help in engaging the Finance Ministry on this issue.

Mr. Mishra also encouraged self-regulation in the diagnostic sector. He recommended setting minimum standards and best practices, disassociating from those who do not comply, which could eventually lead to formal regulations.

NATHEALTH plans to draft a Central Advisory, compile offline compliance lists, and engage in discussions on self-regulation. The organization will also form a task force to implement these strategies and collaborate with larger industry players on reduced duties.

## Expert Series held on Digital Personal Data Protection Act 2023 & Draft Rules



NATHEALTH conducted an expert series session on the subject of Digital Personal Data Protection Act 2023 & Draft Rules. The session was moderated by Mr. Siddhartha Bhattacharya Secretary General, NATHEALTH with speakers Mr. Supratim Chakraborty, Corporate/M&A Practice & Data Privacy/Cyber Security Practice, Khaitan & Co. and Mr. Sumantra Bose, Counsel, Corporate and M&A Practice & Data Privacy/Cyber Security Practice, Khaitan & Co.

The discussion shed light on:

- Applicability of Data Privacy Framework in Indian Healthcare
- Important Case Studies (Health & Data)
- Role of Privacy, Security, Consent, Verifications, Exemptions, Audits - for healthcare providers
- Relevance of Cross Border Data Transfer (global health)
- Significant Data Fiduciaries & Obligations

## NATHEALTH Expert Series 2024 on Emerging Healthcare Technologies



NATHEALTH Expert Series session showcased profound insights into the Future of Healthcare Technologies. It featured expert Professor Anurag Agarwal, Head, Koita Center for Digital Health, Ashoka University; Dean, BioSciences and Health Research, Trivedi School of Biosciences, Ashoka University. The session was moderated by Mr. Siddhartha Bhattacharya, Secretary General, NATHEALTH.

Focusing on the next 3-5 years, the session highlighted the role of emerging technologies in reshaping healthcare. Key drivers include the IT revolution, genomics, and artificial intelligence, which collectively enable predictive healthcare

and manage vast medical data efficiently. Digital health will see new frontiers with telemedicine, AI-driven diagnostics, and data science revolutionizing patient care. These technologies are set to merge real and virtual healthcare worlds, offering unprecedented access and personalized treatment.

Training programs must integrate digital health curricula to prepare healthcare professionals for a tech-driven landscape. Professor Agarwal underscored the importance of upskilling healthcare workers, especially in rural areas. The convergence of digital health with genomics and AI promises a transformative era.

## NATHEALTH Expert Series 2024 on Human Resource Readiness for Growth in Healthcare



NATHEALTH hosted an insightful expert series talk with Mr. Rajneesh Singh, CEO of Simpli GroupHR, on "Human Resource Readiness for Growth in Healthcare." The session was moderated by Ms. Anweshia Pandey, Senior Director, NATHEALTH.

Mr. Singh discussed the need for integrating advanced technologies into HR practices, ensuring that the workforce is equipped to handle the rapidly evolving technological

landscape. Another key focus of the talk was the evolving landscape of healthcare compliance. He highlighted the significance of staying abreast of regulatory changes and implementing robust compliance frameworks. He underscored the role of HR in ensuring that healthcare organizations not only meet, but exceed compliance standards, thereby fostering a culture of safety and quality.

Lastly, Mr. Singh advocated for a culture of continuous learning and development. He pointed out that fostering such a culture is vital for healthcare organizations to adapt to industry changes and drive sustainable growth. His talk provided valuable strategies for aligning HR practices with industry needs, ensuring that the healthcare sector is well-prepared for the future.

## NATHEALTH Expert Series 2024 on Decoding Drivers of Hospital Valuations & Pathways to Funding for Healthcare companies



NATHEALTH Expert Series 2024 on Decoding Drivers of Hospital Valuations & Pathways to Funding for Healthcare Companies featured Mr. Ratan Jalan, Founder & MD, Medium Healthcare Consulting; Mr. Nitish Agrawal, Founder & Managing Director Indium Capital Advisor; and Ms. Krithika Sivaraman, Senior Vice President Indium Capital Advisor.

The insightful webinar dived into the world of Valuations and Investments. Often described as an Art and not a Science, valuations and funding are driven by multiple factors, both internal and external to a company. The session provided some insights into these factors and how they affect Investments and Valuations.

The distinguished panel of experts discussed both internal and external factors affecting valuations, how they apply to hospitals and healthcare companies, the importance of good strategy and operational performance, and also provided insights on the entire process of Funding or M&A. They also shared the trends in valuation multiples of listed Hospitals and Diagnostics companies.

# CXO Workshop Highlights: Viksit Bharat and the Future of the Medtech Ecosystem



On July 1, 2024, 25 CXOs from the Medtech industry convened for the CXO Workshop on "Viksit Bharat: Accelerating Convergence of the Medtech Ecosystem." This event brought together domestic and international Medtech industry leaders to discuss the future trajectory of the sector in India. The meeting began with a welcome address and opening remarks by Siddhartha Bhattacharya, Secretary General of NATHEALTH, and was further contextualized by Anish Bafna, CEO & MD of Healthium Medtech, and Shishir Aggarwal, MD of Terumo.

The workshop focused on several critical areas: accessibility, innovation, exports, and manufacturing. Key findings from the NATHEALTH-PwC white paper, "Realizing the Full Potential of the MedTech Industry in India 2.0," were presented by Dr. Ashwani Aggarwal and Dr. Rana Mehta of PwC. The white paper highlighted the need for strategic recommendations to propel the industry forward. These included establishing registries for value-based care, nurturing talent through

the "Medtech Mitra" initiative, and advocating for health technology assessments.

Open forum discussions delved into the necessity of differentiated custom duties, with industry leaders arguing that uniform rates hinder growth. There was a call for increased incentives for imported goods and support for the Production Linked Incentive (PLI) schemes to boost domestic manufacturing. The industry also emphasized the importance of stopping the reuse of medical devices to ensure patient safety and enhance care pathways.

The participants agreed on focusing on innovation, manufacturing, exports, and accessibility. Sub-groups were formed to refine and sharpen these recommendations, ensuring they resonate with the government's strategic goals for the Medtech industry in India. The workshop underscored the collective effort required to drive the sector towards a prosperous and innovative future.

# NATHEALTH's MedTech CEOs Roundtable meeting outlines MedTech Recommendations and Agenda

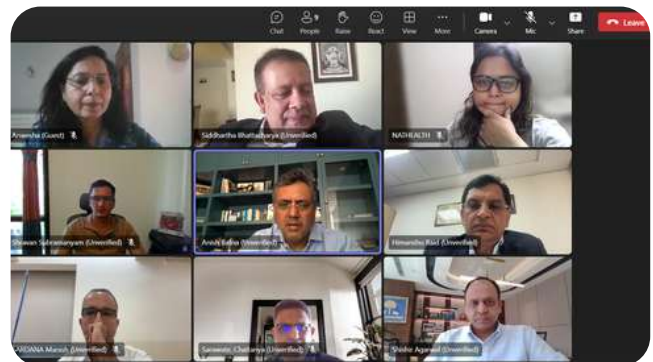
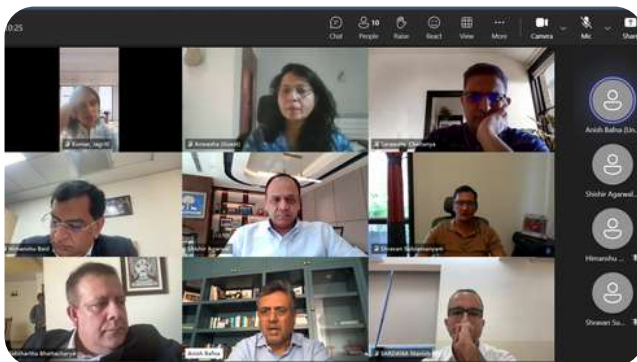
NATHEALTH's MedTech CEOs Roundtable meeting focussed on discussions around MedTech Recommendations and Agenda. The meeting was led by Mr. Anish Bafna, Secretary, NATHEALTH, CEO & MD, Healthium Medtech Limited; Mr. Hariharan Subramanian, Managing Director, Siemens Healthcare Pvt. Ltd.; Mr. Aman Rishi, Vice President and General Manager, Stryker India, and Shri CK Mishra, Former Secretary, Ministry of Health and Family Welfare, Government of India.

Meeting focus areas:

- Key findings from the MedTech on the compliance knowledge paper presented by EY team
- Final recommendations on the MedTech 2.0 Knowledge Paper by the PwC team
- Special participation by Shri CK Mishra, who had graciously agreed to join the session



## NATHEALTH MedTech Forum Meet



The NATHEALTH MedTech Forum convened a critical meeting to discuss alignment with other stakeholders and address key priorities for the MedTech sector. The discussions highlighted several areas of strategic importance, including reimbursement rates, operational bottlenecks, and compliance burdens. NATHEALTH's advocacy efforts for CGHS reforms and quality-linked reimbursement were underscored, with an emphasis on aligning these efforts with standards and patient safety.

Key issues like GST reduction, digital health adoption, and pricing regulations were also

deliberated. The forum recognized the need to resolve regulatory challenges and improve the ease of doing business in the sector. Another significant topic was mobilizing new healthcare infrastructure through innovative PPP models and advancing Medical Value Travel with government support.

Participants stressed the importance of crafting an industry-specific MedTech policy to unlock the sector's full potential. The meeting concluded with a commitment to fostering collaboration across forums to drive impactful outcomes.

## NATHEALTH to launch MedTech whitepaper with fresh recommendations

The final launch of NATHEALTH's MedTech whitepaper, titled 'Realizing the full potential of MedTech Industry in India 2.0' will take place at the 11th NATHEALTH Annual Summit Arogya Bharat to be held on 19th March 2025.

The whitepaper will include the following:

- MedTech Industry in India and mechanisms/investments needed to drive penetration of MedTech to the last mile.
- Enhance "Make in India" to stimulate the ecosystem & manufacture for India and for the world (e.g., PLI and beyond) with a special focus on quality.
- Promote safe usage of medical devices supported by patient awareness, accreditation and skilling.
- Creating a conducive regulatory framework and supporting industry best practices.

## NATHEALTH drives initiative for Ease of Compliance in India's private healthcare sector

NATHEALTH, alongside key healthcare federations including AHPI, AHEI, FHA Karnataka, PHANA, FICCI, ICC, ASSOCHAM, and PhD Chamber of Commerce, has initiated a project to reduce compliance burdens for private healthcare providers. The initiative aims to streamline regulatory processes and foster ease of doing business within the sector.

Four focused meetings have been conducted involving providers, government representatives,

diagnostic players, MedTech stakeholders, and provider CEOs to identify critical issues. Key challenges include tracking regulatory amendments, understanding compliance enforceability levels, navigating multiple regulatory bodies, and addressing operational complexities and associated costs.

NATHEALTH advocates for single-window compliance and technology-driven "touchless" adherence systems to alleviate these challenges.

## NATHEALTH to launch whitepaper on Simplifying Compliance Bottlenecks in Private Healthcare Sector

NATHEALTH is getting ready to launch a whitepaper on Simplifying Compliance Bottlenecks in Private Healthcare Sector, at the 11th Annual Summit. The draft includes recommendations for the MedTech industry, Hospitals and Diagnostic Centres.

The whitepaper will focus on:

- Overview of compliance landscape in the healthcare sector
- Key compliance challenges faced by the private healthcare sector
- Approach and parameters to identify key compliance challenges
- Summary of key recommendations across Hospitals, MedTech and Diagnostic Centres
- Detailed recommendations for key compliance challenges
- Way forward and next steps

# NATHEALTH Expert Series 2024 on Role of Diagnostics in Early Disease Detection



Dr. Nilesh Shah



Dr. Vijay Nandu



Dr. Sameer Gupta



Dr. Salil Vaniawala



Mr. Vijay Kumar



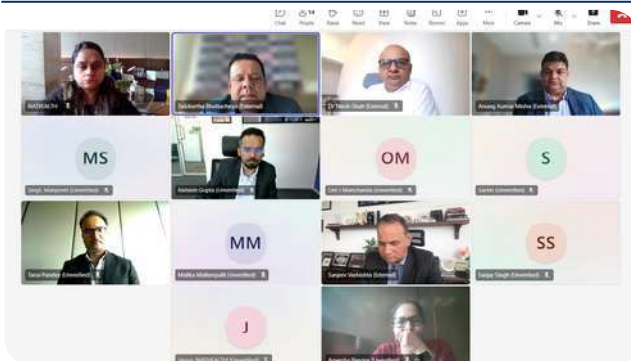
Dr. Rajesh Bendre

NATHEALTH Expert Series on "The Role of Diagnostics in Early Disease Detection: How Early Diagnostics Can Improve Patient Outcomes and Safety" focused on the crucial role of diagnostics in early disease detection. Moderated by Dr. Nilesh Shah, President of Internal Assurance at Metropolis Healthcare, the session included panelists Dr. Sameer Gupta (Cardiologist), Dr. Rajesh Bendre (Pathologist), Dr. Salil Vaniawala (Geneticist), Dr. Vijay Nandu, (Physician), and Vijay Kumar (Roche Diagnostics).

Each expert shared insights on the evolution of diagnostic tools, such as rapid tests for infectious diseases and advanced genetic diagnostics.

The panel explored real-life examples of how timely and accurate diagnostics have saved lives, improved clinical outcomes, and paved the way for personalized medicine. Emerging trends, such as genomics and molecular diagnostics, were emphasized as game-changers.

## NATHEALTH organizes Diagnostics Roundtable to discuss Challenges and Recommendations



NATHEALTH organized Diagnostics Roundtable to discuss challenges and recommendations of the sector. Key points discussed were:

- Standardization of various clinical establishment related requirements across states.

- Guidance or requirements around new Centre set up.
- Clarity on applicability of PCPNDT which can vary by state.
- Guidance for states requiring new approvals under AERB.
- Prices for medical tests are not currently regulated.
- Prohibition of payments to doctors by diagnostic players.
- Tests which doctors can mandate across states or minimum tests to be conducted varies by states.
- Challenges surrounding doctors' digital signatures.

## NATHEALTH Diagnostics Roundtable on growth & challenges



NATHEALTH hosted a virtual Diagnostics Roundtable to explore the full potential of the diagnostics industry in India. The session, led by NATHEALTH's leadership team, addressed key issues. Major topics included compliance and operational challenges, regulatory uncertainties, and updates on the essential diagnostics list. There were also discussions on CGHS and GST status.

## NATHEALTH Diagnostic Forum meeting discuss priorities



The NATHEALTH Diagnostic Forum meeting was spearheaded by Forum Leader Dr. Om P. Manchanda, who delivered the welcome address and context setting. Dr. Manchanda also announced the new leadership for FY 2024-25, which includes Mr. Anand K, MD & CEO of Agilus Diagnostics Ltd, and Mr. Prashant Tandon, Co-Founder and MD of 1mg.

Key industry issues were discussed to identify priorities for the upcoming Governing Council meeting. The main priorities included establishing standardization and promoting



digital health, implementing quality-linked reimbursement and standalone diagnostic packages in public insurance schemes, facilitating remote validation of reports, and developing a regulatory framework with minimum licensing standards. Additionally, GST and CGHS rates and antimicrobial resistance (AMR) were key topics of discussion.

These initiatives aim to enhance the diagnostic sector's efficiency and quality, driving forward NATHEALTH's mission for a healthier future.



# COLLABORATIONS & PARTNERSHIPS

Building system capacity with industry stakeholders

## Impact Areas

- NATHEALTH & Medical Excellence Japan explore potential areas of collaboration
- NATHEALTH welcomes Mr. CK Mishra as Senior Advisor for Policy, Advocacy, and Regulatory Matters, NATHEALTH
- NATHEALTH joins IHF Governing Council as a Full Member
- NATHEALTH forges collaborations with Regional Healthcare Associations

## NATHEALTH & Medical Excellence Japan meet explored potential areas of collaboration

NATHEALTH and Medical Excellence Japan organized a meeting to explore potential areas of collaboration to promote shared goals in the healthcare and medical sectors.

NATHEALTH Secretariat members met MEJ representatives Dr. Kenji Shibuya (CEO), Kaniz Fatama (Manager), Anne Smith (Manager) to better understand the following:

- Bringing stakeholders together for advancing healthcare in India, focusing on areas such as policy advocacy, capacity building, and creating a sustainable healthcare ecosystem.

- MEJ's role in promoting Japan's healthcare solutions globally, emphasizing the importance of collaboration with international partners.

The meeting explored potential areas of collaboration like Knowledge Exchange, collaborating to elevate Innovation and Technology, PPPs, Medical Value Tourism and more. The meeting also highlighted the need to recognize common priorities, such as enhancing global healthcare standards, addressing workforce challenges, and fostering innovation.

## NATHEALTH joins IHF Governing Council as a Full Member

NATHEALTH is proud to announce its appointment as a Governing Council member of the International Hospital Federation (IHF), effective January 1, 2025. This prestigious recognition reflects NATHEALTH's unwavering commitment to excellence and its role in shaping the future of healthcare.

As a full member of the IHF, NATHEALTH looks forward to collaborating with global healthcare leaders, sharing insights, and fostering innovation across the sector. This milestone marks a significant step in strengthening our mission to advance healthcare delivery.

## NATHEALTH forges collaborations with Regional Healthcare Associations



In its ongoing efforts to enhance regional engagement, NATHEALTH has initiated strategic collaborations with key healthcare associations in the South. This quarter, discussions were held with Mr. T Govind Hari of

TSHA (Telangana Super Specialty Hospitals Association), Dr. Yatheesh, President of PHANA (Private Hospitals and Nursing Homes Association) Karnataka, and Dr. Prasanna, President of PHANA India, focusing on synergies benefiting small hospitals in the region. Additionally, NATHEALTH connected with Mr. J Chandrasekaran, Secretary of APMEI (Association of Pre-Owned Medical Equipment of India), exploring avenues for mutual cooperation. These engagements aim to foster synergy and strengthen the healthcare ecosystem in the Southern region.

## NATHEALTH participation at Informa's Health Summit & Expo 2024



NATHEALTH participated at an event organized by Informa Markets, "India Health Summit & Expo", emphasizing its commitment to advancing healthcare. The summit served as a platform for profound discussions and deliberations aimed at healthcare progress.



H.E István Szabó, Ambassador of Hungary, and Mr. Jagannath Sami, High Commissioner for Fiji, along with key figures from NATHEALTH and Informa Markets, participated in the event. The collaborative efforts aimed to catalyze positive changes and innovations in healthcare.



# NATHEALTH FOUNDATION INITIATIVES

Enabling stakeholders to focus towards healthcare CSR

## Impact Areas

- Advancing Digital Health adoption across India
- Improving Patient Safety standards in India
- Driving innovation through the Health Nexus Accelerator Program
- Ensuring last mile healthcare delivery through collaborations

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## Eminent Leaders join NATHEALTH Foundation Board

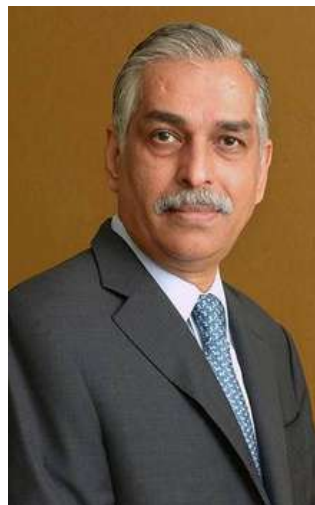
NATHEALTH Foundation proudly welcomes Dr. Indu Bhushan, Founding CEO of the National Health Authority (NHA), and Mr. Neeraj Jain, Country Director of PATH, to its Board. Their inclusion is in addition to the already-existing Board members (Dr. Ashutosh Raghuvanshi & Mr. Sunil Thakur).

With their guidance, NATHEALTH aims to spearhead impactful initiatives focused on innovation, accessibility, and healthcare excellence. This collaboration marks a significant step towards fostering a healthier, ensuring the Foundation continues to deliver transformative solutions for the nation's healthcare needs.

### NATHEALTH Foundation Board Members



**Dr. Indu Bhushan**  
Founding CEO,  
National Health Authority (NHA)



**Dr. Ashutosh Raghuvanshi**  
Managing Director & CEO,  
Fortis Healthcare

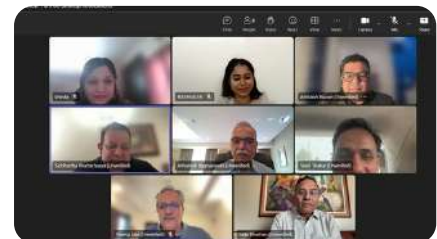


**Mr. Sunil Thakur**  
Partner,  
Quadria Capital



**Mr. Neeraj Jain**  
Country Director India & Director  
Growth Operations, Asia, Middle  
East & Europe (AMEE), PATH

## NATHEALTH Foundation conducts Board Meetings



The NATHEALTH Foundation Board, chaired by Dr. Ashutosh Raghuvanshi, convened to discuss various strategic initiatives and future plans. Board member Mr. Sunil Thakur and other key participants, including Dr. Shravan Subramanian and Dr. Arati Verma, provided important updates. Dr. Subramanian shared significant progress in the startup innovation program, underscoring the Foundation's role in fostering healthcare startups and innovation across India.

Dr. Verma presented a detailed plan for the patient safety program, which includes developing a paper on diagnostic safety and exploring crucial areas such as antimicrobial resistance (AMR). This initiative will be in collaboration with major healthcare bodies like the Indian Medical Association (IMA) and the World Health Organization (WHO). Key decisions included the launch of the Digital Health Program in collaboration with QCI, Tech Mahindra Foundation, and MedLern.

## NATHEALTH conducts Digital Health Symposium



The NATHEALTH Digital Health Symposium, showcased pivotal developments in India's healthcare sector. Mr. Sanjiv Navangul, Chairman of NATHEALTH's Western Region and Managing Director of Bharat Serum and Vaccines Ltd., commenced the symposium with a welcome address and context setting. Arthur D Little (ADL) presented a summary from their Annual Summit deliberations on essential steps to enhance digital health adoption.

A notable highlight was the presentation by Mr. Rizwan Koita, Director of Koita Foundation at Massachusetts Institute of Technology, who

introduced a Digital Health CXO course tailored for smaller hospitals, in collaboration with the NATHEALTH-KOITA Foundation. The symposium also featured a program on digital innovation, a joint initiative by NATHEALTH and Premji Invest.

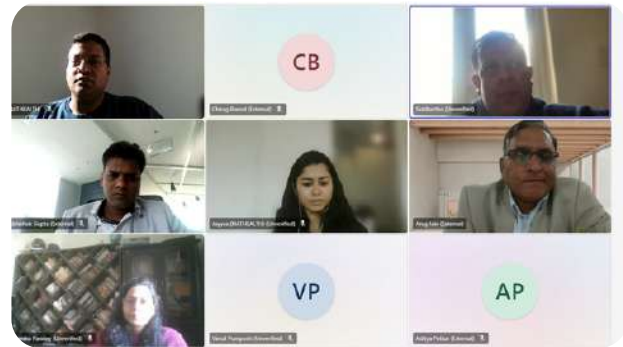
The event concluded with an engaging audience Q&A session, moderated by PwC and Bain & Co., followed by a vote of thanks from Mr. Chirag Bomzon, Regional Lead of NATHEALTH's Western Region. This symposium underscored NATHEALTH's commitment to driving digital health transformation in India.

## NATHEALTH Foundation advances Digital Health adoption across India

The NATHEALTH Foundation has launched an ambitious Digital Health Masterclass Initiative to accelerate digital adoption among smaller healthcare providers nationwide. The program aims to train 5,000 providers across 50 cities, focusing on ABDM stacks and tools like EMR and HMIS systems. This initiative seeks to build a digital community of 5,000 providers, extending digital solutions beyond metro cities and promoting inclusivity.

Key milestones include the successful selection of implementation partners QCI, Tech Mahindra Foundation, and MedLern, following the RFP floated earlier this year. A "Train the Trainers" session equipped 18 expert trainers under Koita Foundation faculty guidance. Looking ahead, a Flag-off Event involving the Ministry of Health and Family Welfare, the National Health Authority, and other stakeholders will scale the program further.

## NATHEALTH holds key meeting to drive digital transformation



NATHEALTH held a meeting with the CEOs, and EMR/EHR vendors to discuss initiatives to align digital transformation in healthcare for creating ready market solutions, and equipping providers with the awareness and skills needed to

embrace digital adoption. The meeting also discussed fostering a digitally-enabled healthcare ecosystem, ensuring that hospitals and clinics are better prepared to leverage EMR and other digital health technologies.

## NATHEALTH, with partners, gets ready for Digital Health Training Program Phase 1 Implementation

With the invaluable support of our three implementation partners—QCI, Tech Mahindra Foundation, and MedLern—the program is now set for on-ground implementation.

We extend our heartfelt gratitude to the following members for their leadership and commitment to supporting digital adoption among smaller providers, such as:

- Care Hospitals: Aurangabad, Hyderabad, Nagpur, Indore, Raipur

- Krsnaa Diagnostics: Varanasi, Amritsar, Patiala, Nashik, Guwahati
- Fortis: Lucknow, Mohali
- Marengo Asia: Faridabad, Gurugram
- Indus Health: Pune
- Charnock Hospitals: Siliguri

Implementation partners have commenced mobilization efforts by engaging smaller providers through social media, local bodies, and direct outreach.

## NATHEALTH & Koita Foundation's Digital Health Training program piloted in 2 cities



NATHEALTH, in collaboration with PHANA, PwC, and the Koita Foundation, organized successful Digital Health Master Classes (DHMC) in Bengaluru and Kolkata. The Bengaluru event saw over 100 registrations and featured high-quality conversations, curated content, and interactive discussions. The DHMC served as a second pilot to test the Request for Proposal (RFP) model,



which was officially rolled out after the event's success.

The Kolkata master class, attended by over 40 delegates from major providers such as Peerless, ILS, Medica, and Ruby, provided substantive outputs and fostered valuable exchanges. Both events further advanced digital health initiatives across regions.

## NATHEALTH's Digital Health Master Class module is targetted to reach 50 cities in the near future

NATHEALTH is conducting Digital Health Master Class (DHMC) across India to push the agenda of digital health in the sector.

This 4-hour Digital Health Master Class (DHMC) is designed to be an introductory course in Digital Health for Hospital Leaders - simplifying Digital Health concepts and how hospitals can use Digital tools to grow their business, profitability and provide better patient care.

The DHMC module, originally created as a collaboration between NATHEALTH, Koita

Foundation and PwC, is a detailed document to ease the process of digital health adoption.

Keeping the module as a foundation, NATHEALTH is leading digital training programs at multiple locations in India, with a plan to reach more than 50 locations over the next few years. The sessions are regularly attended by key stakeholders of the industry and the engaging sessions are assisting many healthcare providers across the country to improve their digital health services.

## Digital Health Master Class in Varanasi attended by 51 hospitals



NATHEALTH, in collaboration with QCI, conducted a Digital Health Master Class in Varanasi.

The training brought together 51 small healthcare providers, equipping them with essential knowledge on EMR and HMIS adoption to enhance patient care. The feedback was overwhelmingly positive and participants found the session informative and practical, helping them make more informed decisions about digital transformation in healthcare. They also shared their challenges, opening the door for further support and collaboration.

## NATHEALTH's Hyderabad Digital Health Master Class sees 38 hospital participants



NATHEALTH, in collaboration with MedLern, conducted a Digital Health Master Class in Hyderabad. The session had 38 hospital

participants, who shared their varied experiences in the adoption of digital technologies in terms of implementation, contracting, regulatory needs, budgeting, and data privacy concerns. They expressed curiosity about various models of software development, implementation, and the right approach.

There are possibilities of holding more such training sessions in future with organizations like Telangana Hospitals and Nursing Homes Association (THANA) and Pranaam.

## Aligning healthcare CSR priorities with industry's leading Foundations

In the ongoing efforts to enhance the impact of the Foundation's initiatives, NATHEALTH has engaged in discussions with various other foundations and CSR agencies to understand their priorities and explore potential synergies. The team met with representatives from CARE Foundation, Aditya Birla Foundation, and Max

Foundation, where mutual interest areas were explored for interventions under Corporate Social Responsibility (CSR) activities. These conversations are paving the way for collaborative projects that align with shared goals, and may maximize the effectiveness and reach of the combined efforts.

## NATHEALTH's meeting with ALVL Foundation on 'Smart HWCs' project

A meeting was held at the NATHEALTH office with ALVL Foundation, a charitable trust founded by Brig. (Dr.) Arvind Lal and Dr. Vandana Lal of Dr Lal PathLabs Ltd., to discuss the FICCI-NATHEALTH-OMAG project, 'Smart HWCs' (Health and Wellness Centres) in Lucknow. The meeting saw participation from Brig. (Dr.) Arvind Lal, Chair of the FICCI Swasth Bharat Task Force and Past President of NATHEALTH, Dr. Ashutosh Raghuvanshi, Chair of the NATHEALTH Foundation, and Dr. Om Manchanda, Treasurer of NATHEALTH. The project, led by the FICCI

Swasth Bharat (Public Health) Task Force, aims to strengthen primary healthcare through collaboration across the health industry. The discussion centered on exploring partnership opportunities within NATHEALTH's membership network, with a focus on aligning the project's goals with the NATHEALTH Foundation's digital health program. The meeting emphasized the importance of industry-wide cooperation to expedite the implementation and success of the 'Smart HWCs' initiative.

## NATHEALTH representatives meet with Anjani Mashelkar Foundation



NATHEALTH met with Dr. R. A. Mashelkar and Mr. Sushil Borde from the Anjani Mashelkar

Foundation to explore potential collaboration opportunities. The discussion focused on the impactful work being done by both the Mashelkar Foundation and NATHEALTH. The two organizations explored areas of synergy, aiming to identify common goals and pave the way for future collaboration. This meeting marked a positive step towards leveraging each other's strengths to drive innovation and growth in the healthcare sector.

## NATHEALTH and NABH form Joint Steering Committee on Patient Safety

The first meeting of the Patient Safety Steering Committee was held on August 26, 2024 chaired by Dr. Arati Verma, Senior VP of Medical Quality at Max Group of Hospitals. The meeting was attended by esteemed committee members, including Dr. Narottam Puri (Advisor, Fortis Healthcare; Principal Advisor, QCI; Advisor, FICCI Health Services and MVT), Dr. Atul Kochhar (CEO, NABH), Dr. Abha Mehndiratta (Non-Resident Fellow at the Centre for Global Development),

Dr. Dheeraj Shah (Director, NIHFV), Thankam Gomez (Founder & CEO, Cygnia Healthcare), Dr. Vikas Manchanda (Professor, Department of Microbiology, Maulana Azad Medical College), Dr. Naveen Gupta (Neonatologist and Pediatrician, Madhukar Rainbow Children Hospital), Dr. J. L. Meena (National Medical Commission), and Jayyaa Siingh (NATHEALTH). Action items included gathering input from members on short- and long-term goals and scheduling the next meeting to review progress.

## Meeting with NABH to discuss Patient Safety Program

A meeting between NATHEALTH and Dr. Atul Mohan Kochhar, CEO, NABH, was held to discuss the future of the Patient Safety Program, with a focus on planning for World Patient Safety Day on September 17th 2024. The meeting also discussed the formation of a steering committee dedicated to patient safety.

NATHEALTH has proposed:

- A digital health program for frontline workers in 100 cities.
- A startup accelerator program in collaboration with NABH.

- Streamlining regulatory processes, potentially creating a single effective window for approvals akin to the MEDTECH Mitra initiative.

By leveraging NABH's network of institutions, the partnership seeks to provide industry domain expertise, including coaching, networking, and market access, to support startups. Additionally, the aim is to establish a testing platform where hospitals can offer critical end-user feedback on new technologies, enhancing patient care through both - startups and hospitals.

## NATHEALTH representation for Patient safety steering committee

Dr. Arati Verma, Senior VP of Medical Quality at Max Group of Hospitals, Dr. Atul Kochhar, CEO, NABH and NATHEALTH team met to discuss about the formation of steering committee on patient safety. Dr. Arati has graciously agreed to chair the joint steering committee by NATHEALTH and NABH.

## Innovation through Patient Safety Program's new activities

As a follow-up to the whitepaper recommendations, NATHEALTH is committed to deep dive into the challenges of patient safety among healthcare providers, particularly in tier II and III cities. To gain deeper insights, the Foundation has developed a comprehensive survey questionnaire, drawing on inputs from

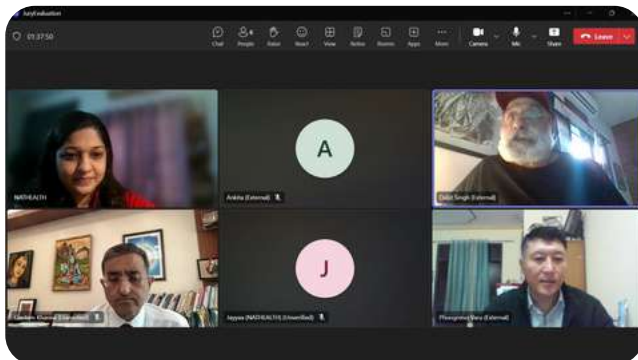
industry experts. This will help in better understanding of specific obstacles the providers face. Additionally, the Foundation has identified industry experts to form a Steering Committee on Patient Safety, which will be instrumental in driving the Foundation's patient safety agenda forward.

## Launch of Start-up Cohort in collaboration with Premji Invest

NATHEALTH, in collaboration with Premji Invest, has launched an innovative start-up cohort program aimed at creating a transformative ecosystem for healthcare professionals, researchers, and entrepreneurs. As part of the program's progression, the team

sought input from the core group to determine the next steps. Consequently, it was decided to organize regional startup cohort mentoring sessions, providing invaluable guidance and support to emerging healthcare innovators across various regions.

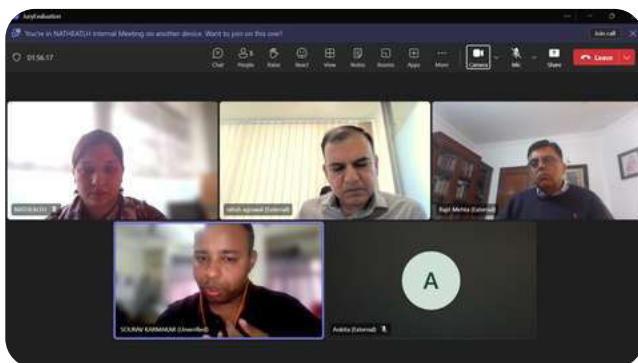
# NATHEALTH & I-Hub Foundation for Cobotics (IHFC), Technology Innovation Hub (TIH) of IIT Delhi launch Health Nexus Accelerator Program



Jury evaluation & selection process - 1st Round



Jury evaluation & selection process - 2nd Round



Jury evaluation & selection process - 3rd Round



Jury evaluation & selection process

NATHEALTH, in collaboration with I-Hub Foundation for Cobotics (IHFC), Technology Innovation Hub (TIH) of IIT Delhi, has launched the Health Nexus Accelerator Program to drive innovation and support startups in developing scalable, market-ready healthcare solutions.

The program aims to foster industry partnerships, address regulatory challenges, and enhance visibility for innovative products. With guidance from industry experts, startups receive mentorship, refine their pitches, and connect with stakeholders through platforms like NATHEALTH Conclaves and Summits. In its initial phase, 25

startups were selected and introduced to industry leaders at the Northern Regional Conclave, gaining critical insights and feedback from a jury panel of six distinguished experts. Building on this success, startups will participate in the Eastern Regional Conclave for further networking opportunities.

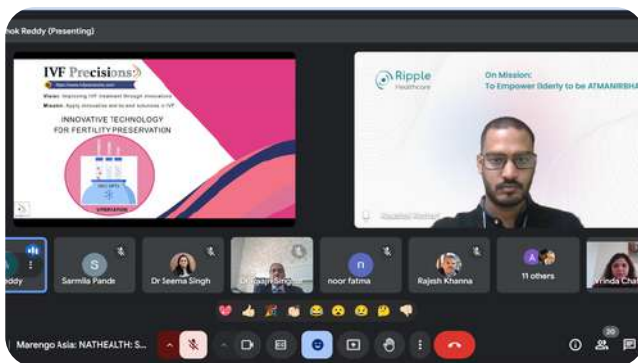
The structured program, planned between December 2024 and March 2025, will focus on scaling solutions and creating sustainable mentorship models while enhancing program visibility through strategic branding and partnerships.

## Jury Panel - A team of 6 industry leaders are associated with the Program

Mr. Daljit Singh (Former President, NATHEALTH), Mr. Gautam Khanna (CEO, Hinduja Hospital), Mr. Narender Gaur (VP-Operations, IHFC), Mr. Nitish Agrawal (Founder & MD, Indium), Mr. Rajit Mehta (MD & CEO, Antara Senior Care), Dr. Seema Singh (Consultant, IHFC & Founder, Unconsult).

Next Steps include organizing Startup Sessions, Scaling Up the Program, and Enhancing Visibility.

# Testing initiated for the Health Nexus Accelerator Program focusing on Hospital R&D start-up pilot



A testing session under the Health Nexus Accelerator Program was held to initiate the start-ups into the Indian healthcare system. The first such session was led by Dr. Raajiv Singhal, NATHEALTH North Region Co-Chair, and Founding Member, Managing Director & CEO, Marengo Asia Healthcare.

The session opened the doors for start-ups regarding patient interactions, feedback trial,

clinicians' and consultants' inputs.

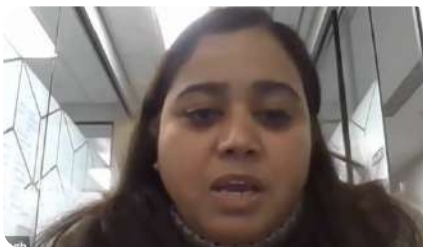
Overarching objectives of the session were:

- Understanding the requirements of start-ups regarding collaborations with hospitals.
- Co-developing products with clinicians.
- Accessing clinical platforms for product testing within hospitals.
- Gaining access to hospitals and patients for refining products based on actual requirements.

## NATHEALTH & IHFC's Health Nexus Accelerator Program holds its first expert session webinar

Health Nexus Accelerator Program is an initiative by NATHEALTH to support Indian Healthcare Start-ups. The Program is being implemented with the support of I-Hub Foundation for Robotics (IHFC), Technology Innovation Hub (TIH) of IIT Delhi. As a part of the Program, the first expert series session was held that shed light on Navigating Regulatory

Compliance and Certifications & Market Access and Scaling Strategies. Moderated by Dr. Seema Singh, Consultant, IHFC & Founder, Unconsult, the session featured two renowned speakers: Mr. Vishnu Bhat, Chairman and Managing Director, Blueneem Medical Devices Pvt. Ltd. and Mr. Dhruv Sahai, Chief Operating Officer, CARPL.ai.



## NATHEALTH & IHFC's Health Nexus Accelerator Program conducts Lab to Market workshop at IIT Delhi's Sonipat Campus

NATHEALTH & IHFC's Health Nexus Accelerator Program organized a 3-day Lab to Market workshop at IIT Delhi's Sonipat Campus. The workshop started off with an introduction to the program, participants and their projects. It also covered topics like:

- Translation of research and its importance
- Problem statement, market segments & opportunity
- Pricing & business model, business plan and financial projection
- Customer acquisition, social media and digital media marketing



Eminent guests included Dr. Ekta Kapoor, Mission Director, NMICPS; Prof. Rangan Banerjee, Director, IIT Delhi, Prof. SK Saha, Director, IHFC, Prof. Dinesh Kalyansundaram, Director, mPRAGATI.



# **WELCOMING NEW MEMBERS AT NATHEALTH**

NATHEALTH welcomes all its new members for 2024-25

## NATHEALTH New Members: 2024-25

Sr.No.	Name	Organization	Industry
1	Mr. Ramesh Swaminathan	Lupin Healthcare Ltd.	Pharma
2	Mr. Agragesh Ramani	Acrannolife Genomics	Diagnostic
3	Mr. Sanjib Das	George Telegraph Training Institute	Education
4	Mr. Rajagopal G	Life Bridge Senior Care	Provider
5	Mr. Somnath Bhattacharya	HP Ghosh Hospital	Provider
6	Dr. Gagan N Jain	Hemraj Jain	Provider
7	Mr. Yuvraj Gandhi/Mr. Pratul Jain	Mediconsult Capital	Consultancy
8	Mr. Arindam Sen	Heartnet India Pvt. Ltd.	Health-Tech
9	Dr. Pramod Lonikar	Manik Hospital and Research Centre	Provider
10	Mr. Varun Khanna	Quality Care India Ltd.	Provider
11	Mr. Abrarali Dalal	Sahyadri Hospitals Pvt. Ltd.	Provider
12	Mr. Vickel Dubey	GOQII Technologies Pvt. Ltd.	Healthcare Services
13	Mr. Manpreet Singh	Grifols India Healthcare Pvt. Ltd.	Pharma & Diagnostic
14	Dr. Praveen Chandra Reddy	Reddy Healthcare Pvt. Ltd.	Provider
15	Mr. Vipin Bhaskar/Ms. Kavya Nair	Advay Capital Advisors Pvt. Ltd	Consultancy
16	Mr. Yatharth Tyagi & Mr. Amit K Singh	Yatharth Hospital & Trauma Care Services Ltd.	Provider
17	Mr. Anurag Kumar Mishra	Instrumentation India Pvt. Ltd. (Wefern)	MedTech
18	Mr. Avish Jolly	Le Jolly Healthcare Pvt. Ltd.	Pharma & Diagnostic
19	Mr. Varun Jain	MB Plastic Industries	MedTech
20	Ms. Surabhi Pant	Intuitive Surgicals	MedTech
21	Ms. Prachi Yadav	Parekh Integrated Services Pvt. Ltd.	Logistics
22	Dr. Keerthy Sunder	Karma Peak Brain Pvt. Ltd.	MedTech
23	Mr. Vidhi Prasad	Accuray Medical Equipment India Pvt. Ltd.	MedTech
24	Mr. Sajid Ali & Dr. Nidhi Kewalramani	Tech Mahindra SMART Academy for Healthcare	Education

## NATHEALTH New Members: 2024-25

Sr. No.	Name	Organization	Industry
25	Dr. Manoj Kumar Shah & Ms. Ruchi Bhargava	MSME & Startups Forum - Bharat	Incubator
26	Mr. Amit Backliwal	RX Consultants Pvt. Ltd.	Consultancy
27	Dr. (Col.) Manjinder Singh Sandhu	Atrius Cardiac Care	Provider
28	Dr. Manoj Kumar Shah/Mr. Aditya Vikram Shah	Neuberg Pulse Healthcare Pvt. Ltd.	Provider
29	Mr. Sushil Borde	Anjani Mashelkar Foundation	Trust
30	Mr. Rajnish Menon	Sukino Healthcare Solutions Pvt. Ltd.	Provider
31	Mr. Amit Mookim	Immuneel Therapeutics Pvt. Ltd.	CART-cell Therapy
32	Mr. Rainer M Blair/Mr. Sanjay Murdeshwar	DHR Holding India Pvt. Ltd.	MedTech
33	Mr. Chandrasekar Kandaswamy	Stakeboard Capital LLP	Private Equity
34	Mr. Praful Akali	Medulla Communications Pvt. Ltd.	MedTech
36	Mr. Vipin Bhaskar/ Ms. Kavya Nair	Advay Capital Advisors Pvt. Ltd.	Banking
37	Mr. Ajay Bagga	Zimmer India Pvt. Ltd.	MedTech
38	Mr. Rajat Jain	Sunfox Technologies Private Ltd.	MedTech
39	Mr. Shyam Sunder	Karma Peak Brain Pvt. Ltd.	Provider
40	Mr. Mohit Khullar & Mr. Nilesh Shah	Alvarez & Marsal India Pvt. Ltd.	Consultancy
41	Mr. Ravi Oberoi	Dua Consulting	Consultancy
42	Mr. Deepak Sharma	MedLern Pvt. Ltd.	Training & Quality
43	Mr. Amit Gandhi	Insight Tribe Healthcare Consulting Solutions	Consultancy
44	Dr. Raajiv Singhal	Marengo Asia Hospital	Provider
45	Mr. Balasubramaniam M	3i MedTech	MedTech
46	Dr. Upasana Arora	Yashoda Super Speciality Hospitals Pvt. Ltd.	Provider
48	Mr. Aditya Sharma & Ms. Swati Sharma	UseKiwi Infolabs Pvt. Ltd.	Fintech



# NATHEALTH COMMUNITY ENGAGEMENT

Strategic dialogues with Leadership, Forums & Regional Teams

## Impact Areas

- NATHEALTH's AGM & GC meetings
- NATHEALTH Leadership interactions
- Regional expansion through strategic dialogues
- Forum engagements to drive sector-specific agenda

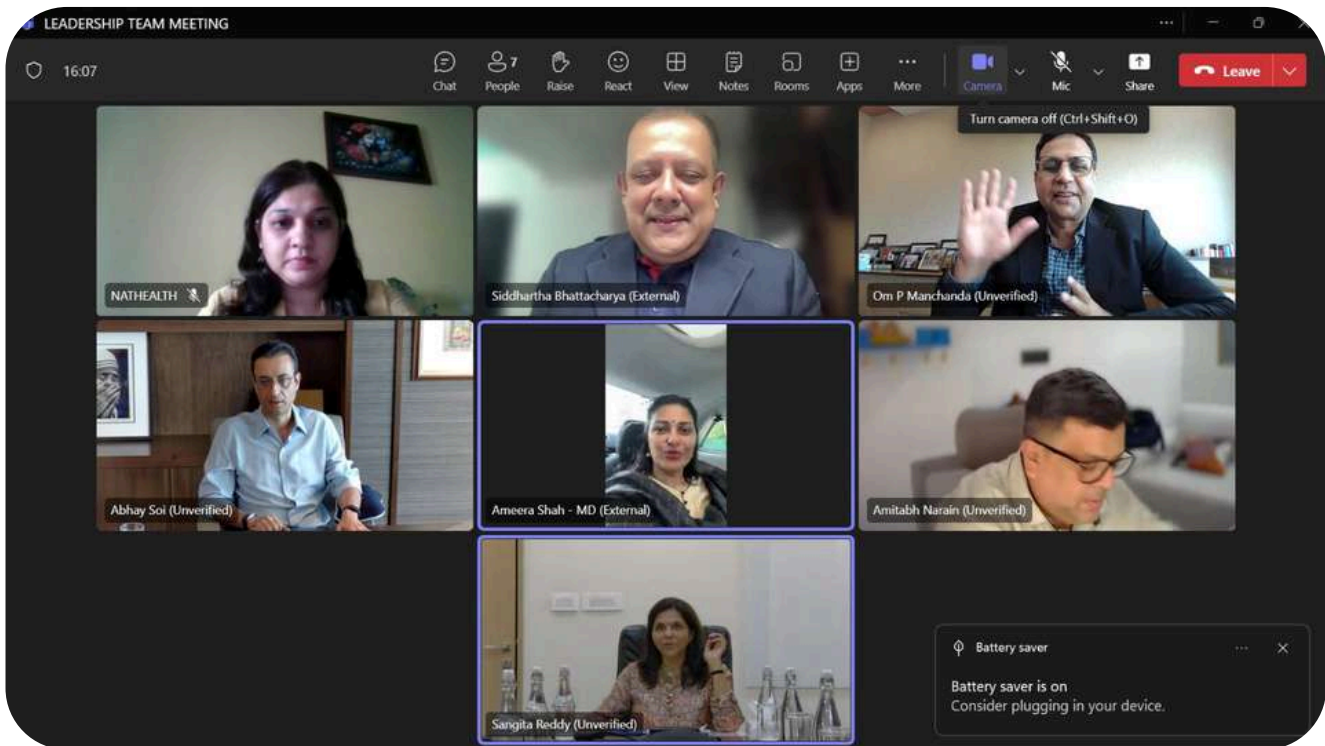
# NATHEALTH's first Annual General meeting for 2024-25



# NATHEALTH Governing Council meetings



## NATHEALTH Leadership Team meeting



NATHEALTH held its Leadership Team meeting to discuss key organizational matters. The meeting discussed current initiatives and included presentations by key office bearers. An update on the election process was also provided.

Key discussion points included strategies for enhancing focus areas and member engagement. Also discussed were the 2025 Annual Summit, MedTech priorities and the evolving landscape of healthcare.

## NATHEALTH holds Treasurer meetings



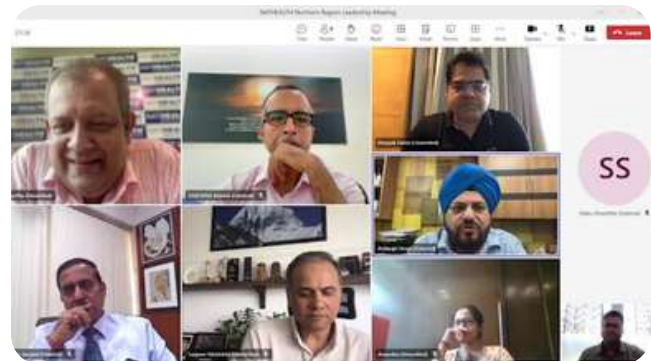
The Treasurers Meeting at NATHEALTH focused on a range of essential agenda items, ensuring the financial health of the organization. The meeting began with opening remarks and context-setting by the Secretary General, followed by a detailed budget presentation and key financial assumptions from the Finance Team. The Treasurer, Dr. Om Manchanda,

provided valuable inputs that significantly contributed to shaping strategic financial decisions. Additionally, discussions revolved around the compliance plan, ensuring that NATHEALTH adheres to the necessary financial regulations while aligning with its broader objectives.

## NATHEALTH Northern Region Leadership meet



NATHEALTH organized a Northern Region Leadership meeting, chaired by Mr. Siddhartha Bhattacharya, Secretary General. Mr. Ashwajit Singh, Past Chair, initiated discussions on key priorities for FY 2023-24. Co-chairs for FY 2024-25, including Dr. Raajiv Singhal, Mr. Sanjeev Vashishta, Mr. Manish Sardana, and Mr. Deepak Sahni, along with Sachin Sharma,



presented strategies for territory expansion, roadshows, and member acquisition. The leadership outlined priorities for the upcoming fiscal year, ensuring continuity in regional healthcare agendas. Mr. Bhattacharya expressed gratitude to Mr. Singh for his guidance and welcomed the new leadership to advance the agenda.

## NATHEALTH Southern Leadership meetings

NATHEALTH's Southern Region Leadership Team was finalized, followed by two strategic meetings that reviewed past activities and set upcoming agendas. Key topics included Digital Health, Statutory and Regulatory Compliances, and opportunities for collaboration with State Governments, with a focus on the Andhra Pradesh MoU. Co-chairs for FY 2024-2025

joined the discussions, and insights on territorial expansion, roadshows, and membership growth were shared. Secretary General Siddhartha Bhattacharya expressed gratitude to the new leadership, encouraging their active role in shaping the region's healthcare initiatives. Future engagements and collaboration among stakeholders were also prioritized.

## NATHEALTH Eastern Region meet



The East Region meet held by NATHEALTH saw the attendance of key members like Mr. Suyash Borar, Mr. Rupak Barua, Mr. PL Mehta, Dr. Palin,

Mr. Sanjay Prasad, Mr. Prashant Sharma, Dr. Ravindra Pai, Ms. Ruma Banerjee, Mr. Sumit Sinhal, Mr. Gagan Kapur, Mr. Ayanabh Debgupta, Mr. Somenath Chatterjee, Mr. Prateep Sen, Mr. Kaushik Sinha, Ms. Paulami Niyogi, Mr. Abijit Gautam, and more such industry leaders.

The meeting kicked off discussions on the region's priorities and action items for FY 2024-25. The session also covered expansion plans, roadshows, onboarding of new members, and Government partnerships.

## NATHEALTH Northern Region Conclave



The NATHEALTH Northern Region Conclave, held at India Habitat Centre, New Delhi, convened over 70 healthcare industry leaders, management consultants, and startups to deliberate on the theme "Arogya Bharat - Digitally Powered Healthcare @India 2047."

Dr. Raajiv Singhal, North Region Co-Chair, welcomed participants, providing updates on key initiatives like CGHS, PMJAY, and skilling programs. Mr. Sanjeev Vashishta highlighted the Northern Region's media and communication outreach, while Mr. Deepak Sahni emphasized digital health capacity building and medical education. MedTech priorities were outlined by Mr. Manish Sardana, focusing on driving innovation in the region.

The event spotlighted 11 healthcare startups under the Health Nexus Accelerator initiative, a collaboration between I-Hub Foundation for Cobotics (IHFC) and NATHEALTH, with compelling pitch presentations showcasing innovative solutions.

A workshop on "Prioritizing Operational Roadblocks," led by Mr. Tarun Pandey of EY, provided actionable insights for addressing healthcare challenges.

The day concluded with Secretary General Mr. Siddhartha Bhattacharya summarizing the event's takeaways and next steps.

## NATHEALTH Southern Region Conclave



The NATHEALTH Southern Region Conclave, held in Bengaluru, brought together nearly 40 healthcare leaders from providers, MedTech, pharma, diagnostics, startups, and investors to outline regional priorities. Discussions focused on Quality & Patient Safety, Digital Health & Innovation, and Operational Efficiency.

A key highlight was an EY workshop on streamlining operational roadblocks to improve customer experience, compliance, and service delivery. The conclave fostered collaboration between stakeholders and the government to accelerate the adoption of digital health solutions, enhance accessibility, and promote healthcare innovation in tier-2 and tier-3 cities through robust Public-Private Partnerships (PPP).

NATHEALTH emphasized building leadership capabilities, supporting startups with innovative technologies, and addressing the negative perception of private healthcare through strategic media and PR outreach. Strengthening membership in the Southern Region, facilitating regular engagements, and fostering integrated healthcare ecosystems were identified as core goals.

The conclave also underscored the need for collective efforts to drive operational efficiencies, with EY initiating surveys for actionable feedback. By bringing in global technical expertise and insights, NATHEALTH aims to shape sustainable healthcare infrastructure and solutions across the Southern Region, ensuring better patient outcomes and a thriving healthcare ecosystem.

## NATHEALTH Eastern Region Conclave



The NATHEALTH Eastern Region Conclave, held at The Saturday Club, Kolkata, brought together healthcare leaders and innovators to chart a Digitally Powered Healthcare @India 2047. The event featured engaging sessions addressing CGHS, PMJAY initiatives, digital health capacity building, quality care, and patient safety.

Regional Co-Chairs, including Mr. Suyash Borar, Mr. Prashant Sharma, Mr. Ravindra Pai, and Mr. Sumit Singhal, shared insights on regional challenges and opportunities. Their discussions emphasized collaborative efforts to enhance healthcare delivery in East India. Healthcare startups, IVF Precisions and Infinity Research & Development Pvt. Ltd., showcased their innovative solutions through impactful pitch presentations.

A highlight was a presentation on Tripura's Multi-Disciplinary Super-Speciality Hospital, envisioned through a Public-Private Partnership (PPP), delivered by Sudip Datta, Partner & Leader Urban Sector, EY India. This session highlighted the importance of infrastructure expansion in healthcare.

The conclave opened with remarks from Mr. Siddhartha Bhattacharya, Secretary General, NATHEALTH, and concluded with a vote of thanks by Mr. Sachin Sharma, Additional Director, North and East Region. The event reaffirmed NATHEALTH's commitment to fostering collaboration and innovation to build a resilient and digitally driven healthcare ecosystem in Eastern India.

## NATHEALTH Western Region Conclave



The NATHEALTH Western Region Conclave, held in Mumbai on December 6, 2024, convened 44 healthcare leaders from diverse verticals including providers, MedTech, pharma, diagnostics, start-ups, and investors to shape regional priorities. Discussions addressed Quality & Patient Safety, Digital Health & Innovation, Operational Efficiency, Medical Value Travel, and Healthcare Financing.

An exclusive session on “Lesser-Known Compliances for Diagnostic Laboratories” highlighted challenges in licensing, quality standards, geographic distribution, and emerging technologies, emphasizing the need for improved regulatory mechanisms.

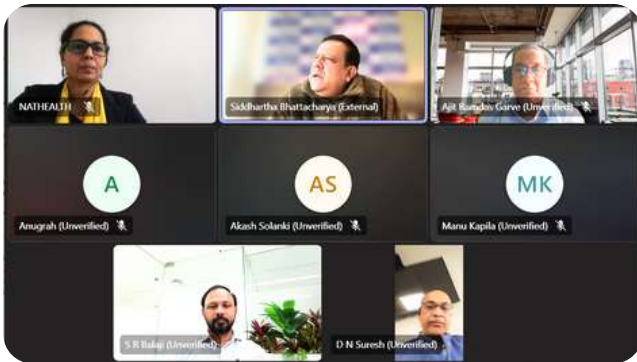
The conclave underscored collaboration between the government and healthcare stakeholders as the key Western Region priority. Key actions outlined include strengthening

digital health adoption among smaller players, facilitating Public-Private Partnerships (PPP) to develop infrastructure in tier-2 and tier-3 cities, and enhancing talent management and affordability of healthcare services.

NATHEALTH committed to streamlining operational processes through EY-led surveys and workshops, advocating for ease of doing business in healthcare by simplifying policies and supporting private sector participation. Strengthening membership engagement, fostering leadership capabilities, and creating an integrated healthcare ecosystem to optimize patient outcomes remain central to NATHEALTH’s vision for the region.

The conclave marked a significant step in aligning vision with execution, ensuring healthcare innovation, accessibility, and growth across Western India.

# NATHEALTH Taskforce on Hospital Building Vertical Expansion core group discusses next steps after MoHUA meet



After NATHEALTH’s meeting with MoHUA, the secretariat held a meeting of its Taskforce on Hospital Building Vertical Expansion core group

to form a group of hospitals, which can further submit its recommendations to the ministry. The focus area is increasing the height of hospital buildings from 45 m to 60 meters.

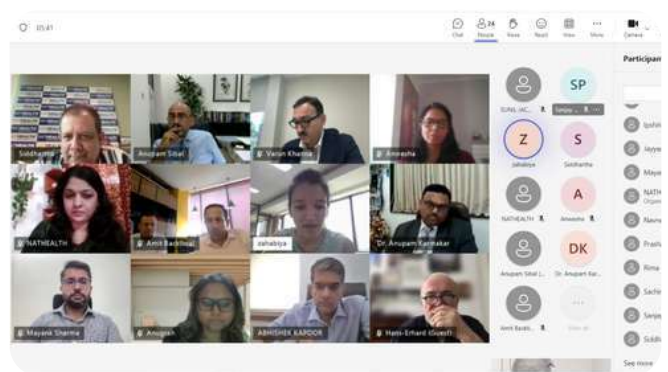
The core group is now working to compile its recommendations that will have information on: 1) What should be the clinical and operational subclassification? 2) Safeguards adopted to ensure complete patient safety (by hospitals which already have expanded vertically).

# NATHEALTH holds Providers Forum meetings to discuss key growth areas & challenges



NATHEALTH held meetings with providers and hospitals to understand the challenges and solutions to pave the way forward for a Viksit Bharat. Core areas discussed include:

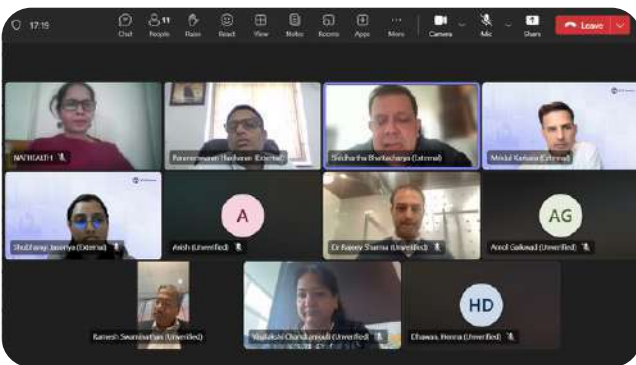
- Challenges and Opportunities in the Healthcare Insurance Ecosystem.
- Providers’ Viewpoint on Refurbished Equipment
- Compliance Burden Review: Discussion on the compliance burden analysis being prepared by EY, with a focus on the providers’ perspective.



Key updates included progress on AB-PMJAY, CGHS rate revisions, GST, and compliance burdens. Additionally, advancements with the International Hospital Federation (IHF), Payor Provider Dialogue, and digital health adoption were discussed.

The meetings concluded with a discussion to identify and prioritize industry issues for FY 2024-25. These priorities also formed the focus of NATHEALTH’s year-long initiatives.

## NATHEALTH's Pharma Forum meetings focus on growth areas

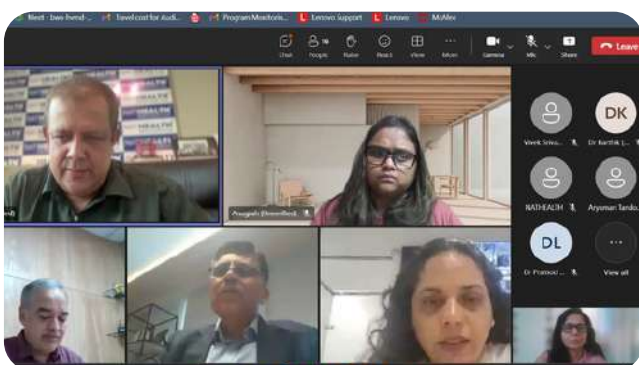


The NATHEALTH Pharma Forum convened two vital meetings to address key challenges facing the industry. The first meeting was held with a focus on patient safety and collaboration with other pharma federations. Participants included leaders from Bharat Serum, Tata 1mg, Novartis, Roche, Netmeds, and more.

The second meeting was held with YCP Auctus as a participant. YCP is looking to collaborating with industry players and consortiums as a part of their healthcare practice.

The forum also emphasized the need to standardize e-pharma policies, balance innovation with regulation, and combat counterfeit drugs. Other topics included harmonizing clinical trial regulations with global standards, fiscal exemptions in GST reforms, and rationalizing trade margins without compromising manufacturers' prices. Innovation, particularly in vaccines and treatments for prevalent diseases like malaria and dengue, was also highlighted.

## NATHEALTH Senior Care & Home Care Forum's joint meeting



NATHEALTH held a meeting for its Senior Care and Home Care Forum, emphasizing partnerships with government entities to implement senior care programs effectively nationwide. The meet was attended by forum leaders Ms. Nanki Lakhwinder Singh, MD,

Genesis Rehabilitation Services, and Mr. Rajit Mehta, MD, Antara Senior Living for the Senior Care Forum. Discussions included:

- Universal Health Coverage (UHC) scheme.
- Current industry challenges & NATHEALTH's role in addressing the same.
- Initiatives for capability building and collaboration with the Government.
- Need for immediate action to advance senior care in India.

NATHEALTH commitment to enhancing senior care and home care services, focuses on collaboration and addressing pressing issues.

## NATHEALTH Education Forum meeting



NATHEALTH Education Forum meeting was led by forum leaders Mr. Ajit Parulekar from GIMS and Mr. Paul Lalwani from Empower School, and focused on key initiatives to strengthen healthcare education and workforce capacity.

### Allied Healthcare Working Capacity

A taskforce was established to advance BCG's work on Allied Healthcare Professionals in India, moving to phase 2. Discussions centered on driving collaboration between academia, industry, and administration for an aligned curriculum. Key points included standardization,

access to high-quality skilling, especially in smaller centers, and the role of technology. NSDC/HSSC Certification Programs were also highlighted.

### Research-Based Expert Sessions

Plans were discussed to organize research-based expert sessions to showcase the expertise of NATHEALTH members within academia. These sessions will highlight members' knowledge, fostering collaboration and innovation.

### Digital Health Master Class (DHMC) in the Western region

A workshop for hospital owners, CXOs, CEOs, and leaders was organized by NATHEALTH with PwC and Koita Foundation. The workshop focused on adopting HMIS & EMR for hospitals, covering system selection, implementation, patient satisfaction, operational efficiency, and financial benefits.



# **COMMUNICATIONS THEMED #WE STAND WITH INDIA**

Showcasing the presence in various media & communications

# Media Overview

2024-25

## Social Media Impact

Linked In

**12,763** Total Followers

Facebook

**5,441** Total Followers

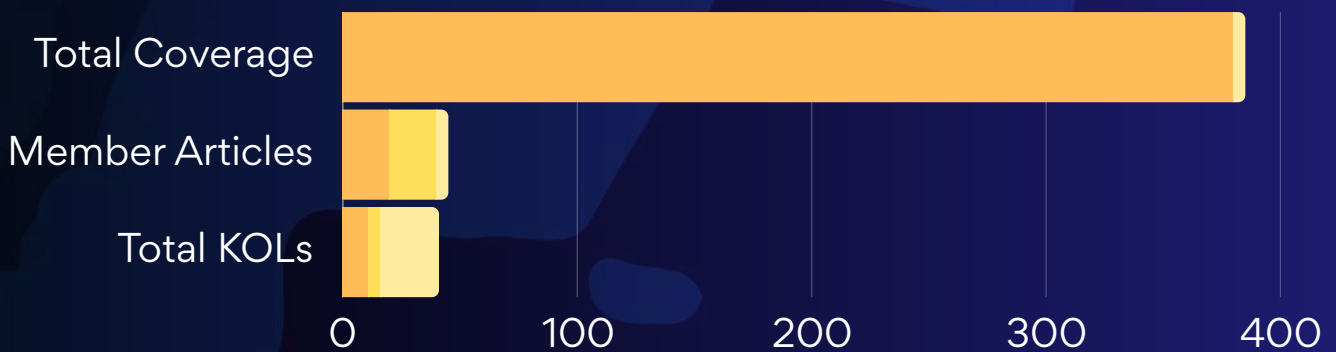
X (formerly Twitter)

**1,414** Total Followers

## Total Impressions

**357,950 +**

## Media Coverage



## Focus Areas

Hospital Pricing Standardization

Public Private Partnership

Medical Value Travel

Ayushman Bharat

Role of technology in MedTech

DNB

Healthcare Innovation

Healthcare Financing

Health Insurance for senior citizens

Data Protection

MedTech Innovation

Healthcare Education & Skilling

# Outreach - Media, Communications & PR

### MedTech industry divided over move to stop imports of refurbished devices

Domestic manufacturers added that the price will also affect the importation of second-hand medical devices which would have been detrimental to the patient safety in India.

Representative Photo: Prangh

Twitter: @nathealthindia

### Ban on used medical device imports sparks medtech reaction

The import of refurbished medical devices—largely high-tech equipment like MRI, CT scans, and surgery robots—has been a point of contention for the domestic medtech industry.

Representative Photo: Prangh

### Health experts hail Union Budget, will greatly benefit cancer patients

The Union Budget 2025-26 is again a changer for India's healthcare landscape, focusing on expanding medical infrastructure and making critical treatments more accessible. Finance Minister Nirmala Sitharaman announced 10,000 additional medical seats and daycare cancer centres in district hospitals, addressing key healthcare challenges. The budget also offers customs duty exemptions on 28 life-saving drugs, potentially reducing treatment costs for patients with cancer and rare diseases. Health experts are optimistic that these measures will significantly improve healthcare delivery and patient outcomes across the country.

*'The Union Budget 2025-26 marks a significant milestone for the healthcare sector' - Abhay Soi, NATHEALTH President*

### Improving cancer care in India - challenges and path forward

India's cancer care faces challenges in affordability, accessibility, and infrastructure. Key solutions include reducing import duties, promoting local manufacturing, enhancing awareness, and strengthening prevention and rehabilitation efforts. The upcoming Union Budget offers an opportunity to address these pressing issues.

Representative Photo: Prangh

### Union Budget 2025: What India's healthcare and med-tech sectors expect

The Union Budget recommendations from India's healthcare and medical technology sectors call for a significant increase in healthcare budget allocation by over 2.5% of GDP, writes Abhay Soi, President of the Healthcare Federation of India (NATHEALTH).

By Abhay Soi

### HEALTH BOOST

The Union Budget 2025-26 is a significant milestone for India's healthcare sector, focusing on expanding medical infrastructure and making critical treatments more accessible. Finance Minister Nirmala Sitharaman announced 10,000 additional medical seats and daycare cancer centres in district hospitals, addressing key healthcare challenges. The budget also offers customs duty exemptions on 28 life-saving drugs, potentially reducing treatment costs for patients with cancer and rare diseases. Health experts are optimistic that these measures will significantly improve healthcare delivery and patient outcomes across the country.

### Budget 2025: Healthcare spending

Key announcements in the Union Budget 2025-26 include a 2.5% increase in healthcare spending, a 10% increase in medical infrastructure, and a 10% increase in research and development. The budget also offers customs duty exemptions on 28 life-saving drugs, potentially reducing treatment costs for patients with cancer and rare diseases. Health experts are optimistic that these measures will significantly improve healthcare delivery and patient outcomes across the country.

### Welcome key priorities outlined in Union Budget 2025: Abhay Soi, NATHEALTH

Abhay Soi, President of NATHEALTH, outlines the key priorities outlined in the Union Budget 2025, including a significant increase in healthcare budget allocation, expansion of medical infrastructure, and focus on research and development.

### Opinion | Rationalising GST Rates For A Healthier India

Addressing embedded tax inefficiencies and reducing costs that not only make healthcare more affordable but also attract investors globally and improve public healthcare outcomes.

The Goods and Services Tax (GST) has drastically changed India's taxation system, aiming to simplify processes and encourage compliance. However, its impact on the healthcare sector reveals challenges that require immediate attention. Despite healthcare services being largely exempt from GST, healthcare providers face mounting operational costs due to the embedded nature of taxes and the limited availability of input tax credits in this respect.

### Budget wishlists calls for more funds, better policies

Healthcare industry leaders call for more funds and better policies in the Union Budget 2025-26 to address the challenges in the sector, including a significant increase in healthcare budget allocation, expansion of medical infrastructure, and focus on research and development.

### Healthcare Leaders Hail Budget 2025-26 for Strengthening Public-Private Partnerships and Expanding Medical Access

Healthcare industry leaders hail the Union Budget 2025-26 for its focus on strengthening public-private partnerships and expanding medical access. The budget's focus on affordable cancer care and enhanced broadband connectivity for primary healthcare centres is also highlighted as a crucial measure to bridge the urban-rural healthcare divide.

### Budget 2025 Expectations: Healthcare industry leaders demand strategic reforms, standardised practices and advanced medical education

Budget 2025: Sudesh Kumar Jain, Secretary General, Indian Pharmaceutical Alliance, maintained that the Indian pharmaceutical industry is at a pivotal moment, and pushed for growth, targeting 100-150 billion by 2030 and 200-300 billion by 2040.

### Industry calls for 0% GST on diagnostic services; standardizing GST on MedTech

January 28, 2025

### Budget 2025 Healthcare Expectations: Experts List Demands, Pin High Hopes On FM Nirmala Sitharaman

Budget 2025: Nathealth's recommendations call for a significant increase in healthcare budget allocation to over 2.5% of GDP.

Budget 2025 Expectations: As India prepares for the Budget 2025, the healthcare sector is a focal point of debate and expectation. Experts across the country are voicing their demands, hoping that the upcoming fiscal plan will address pressing issues like funding, infrastructure, and access country's health challenges.

### Union budget 2025: What the healthcare sector expects

In 2024-25, the Ministry for Health and Family Welfare was given Rs 90,659 crore, which was much below the 2.5 per cent, the National Health Policy of 2017 had suggested.

By Pooja Awasthi

### Healthcare faces significant challenges in infrastructure

Healthcare spending is expected to rise to \$300 billion by 2038.

### Union Budget 2025: NATHEALTH urges budget reforms to boost India's healthcare sector

Recommendations focus on increased budget allocation, infrastructure expansion, cost reduction, and digital health adoption.

# Outreach - Media, Communications & PR

## Govt says it faces 'uphill task' on uniform healthcare charges

With as many as 16 states failing to implement the Clinical Establishments (Regulation and Enforcement) Act, 2010, the Central government has set up a task force to study the reasons for this. The Union Health Minister, Anbumalai Prabhakar, said that the government is facing an uphill task to get all states to implement the Act. He said that the government is working on a uniform healthcare charge system across the country. The task force will study the reasons for the non-implementation of the Act and suggest ways to overcome these challenges. The government is also working on a uniform healthcare charge system across the country. The task force will study the reasons for the non-implementation of the Act and suggest ways to overcome these challenges. The government is also working on a uniform healthcare charge system across the country.

## Make Ayushman Bharat attractive to private healthcare providers: Nathealth Healthcare

Nathealth Healthcare has submitted a report to the Union Health Ministry, suggesting that the government should make Ayushman Bharat more attractive to private healthcare providers. The report highlights the challenges faced by private providers in participating in the scheme and suggests ways to overcome these challenges. The government is also working on a uniform healthcare charge system across the country. The task force will study the reasons for the non-implementation of the Act and suggest ways to overcome these challenges. The government is also working on a uniform healthcare charge system across the country.

## How data protection law impacts the health sector

The implementation of the Digital Personal Data Protection Act, 2023, has significant implications for the health sector. The act requires healthcare providers to obtain informed consent from patients before collecting and processing their personal data. This is a major challenge for healthcare providers, as they need to ensure that their data collection and processing practices are compliant with the act. The act also requires healthcare providers to implement robust data security measures to protect patient data. This is a major challenge for healthcare providers, as they need to ensure that their data collection and processing practices are compliant with the act.

## Standardised Rates for Hospitals

### States need time to hold wider talks: Govt to SC

The Centre on Monday urged the Supreme Court to grant more time to states to hold wider consultations with stakeholders before finalising standardised rates for hospitals. The Centre said that the states need more time to hold wider consultations with stakeholders before finalising standardised rates for hospitals. The Centre said that the states need more time to hold wider consultations with stakeholders before finalising standardised rates for hospitals. The Centre said that the states need more time to hold wider consultations with stakeholders before finalising standardised rates for hospitals.

## States Seek More Time for Standard Rates at Hospitals

### Say move may render sector uncompetitive, need more talks with all stakeholders

States across India have sought more time to hold wider consultations with stakeholders before finalising standardised rates for hospitals. The states argue that the move to standardise rates may render the sector uncompetitive and that they need more time to hold wider consultations with stakeholders. The states argue that the move to standardise rates may render the sector uncompetitive and that they need more time to hold wider consultations with stakeholders. The states argue that the move to standardise rates may render the sector uncompetitive and that they need more time to hold wider consultations with stakeholders.

## One Nation, One Healthcare cost not practical: Centre

### Health ministry says observations are based on a virtual meeting it had with state and UT counterparts on March 19

The Union Health Ministry has said that the idea of 'One Nation, One Healthcare Cost' is not practical. The ministry said that its observations are based on a virtual meeting it had with state and UT counterparts on March 19. The ministry said that the idea of 'One Nation, One Healthcare Cost' is not practical. The ministry said that its observations are based on a virtual meeting it had with state and UT counterparts on March 19. The ministry said that the idea of 'One Nation, One Healthcare Cost' is not practical.

## SC seeks govt reply over fixed treatment cost in pvt hospitals

### SC AGREED TO HEAR THE PETITION WITH THE PENDING PIL (ON SEPTEMBER 10)

The Supreme Court on Monday sought a reply from the government over its petition to fix treatment costs in private hospitals. The court said that it will hear the petition on September 10. The court said that it will hear the petition on September 10. The court said that it will hear the petition on September 10. The court said that it will hear the petition on September 10.

## Healthcare industry announces support for talks on standardising rates

### Many industry leaders had been sceptical prior to the call, saying the apex court is not in their government's best interest

The healthcare industry has announced its support for talks on standardising rates. Many industry leaders had been sceptical prior to the call, saying the apex court is not in their government's best interest. The healthcare industry has announced its support for talks on standardising rates. Many industry leaders had been sceptical prior to the call, saying the apex court is not in their government's best interest. The healthcare industry has announced its support for talks on standardising rates.

## Nathealth calls for Budget 2024 to make Ayushman Bharat more acceptable to private healthcare providers

### Outlines pre-condition proposals, support for fixed and variable rates and strengthening of compliance, among others

Nathealth Healthcare has called for the government to make Ayushman Bharat more acceptable to private healthcare providers in the Budget 2024. The organization has outlined pre-condition proposals, support for fixed and variable rates, and strengthening of compliance, among others. Nathealth Healthcare has called for the government to make Ayushman Bharat more acceptable to private healthcare providers in the Budget 2024. The organization has outlined pre-condition proposals, support for fixed and variable rates, and strengthening of compliance, among others.

## 'Increase expenditure on healthcare services to 2.5% of GDP'

The Union Health Ministry has set a target to increase the expenditure on healthcare services to 2.5% of GDP by 2025. The ministry said that this is a key objective of the government's health policy. The ministry said that this is a key objective of the government's health policy. The ministry said that this is a key objective of the government's health policy. The ministry said that this is a key objective of the government's health policy.

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# Outreach - Media, Communications & PR



## Fixing rates for procedures in private hospitals not a good idea, states may decide, Centre tells SC

Centre's affidavit says fixing prices for treatment may render healthcare setups financially unviable or make the healthcare sector unattractive.



## Supreme Court Agrees To Hear Plea Against Fixed Hospital Rates | N18V

### START-UP

## Healthtech start-ups in India poised for expansion

Amit Mookim, Managing Director, IQVIA South Asia, Member of NATHEALTH talks about the current scenario and future opportunities for healthtech start-ups in India



Over the past few years, India has experienced a surge in medical tech start-ups, including the healthcare sector. This is due to the establishment of a robust regulatory framework in India. According to a report of India's healthcare, the healthtech market is expected to reach \$25 billion by 2025, marking a trend to grow. The growth is fuelled by the government's support for digital health, and the use of digital health in the country.

Healthtech start-ups face a clutch of problems, and the biggest of them is fundraising. Previously, from 2020 to 2022, the sector is now experiencing a necessary correction, with unsustainable business models facing challenges.

Investment and new technologies are being used to improve the patient experience. The government is also supporting digital health through various initiatives, such as the Ayushman Bharat Digital Mission (ABDM), which aims to create a unified digital health ecosystem.



## Making India a go-to for medical treatment

BY INVITATION

DR ANIL AGRAWAL

Medical tourism as an industry has evolved rapidly in the last two decades, shifting from developed markets like the US and Western Europe to emerging markets, especially in Asia. India has become a preferred destination for advanced treatments and high-quality care, ranking 10th in the Medical Tourism Index, 2020-21. In 2021, 3,04,000 international patients sought medical treatment in India.

The global healthcare landscape is changing with rising non-communicable diseases and patients seeking better quality, cost-effective healthcare, often looking abroad for quicker, top-notch medical solutions among both patients and physicians.

India is known for its high-quality, cost-effective healthcare, offering lower treatment costs, better clinical outcomes, and shorter waiting times. According to a FICCI Report, a bypass surgery costs around \$7,900 in India, much less than \$26,000 in South Korea or \$17,000 in Singapore. Hip resurfacing is about \$9,700 in India, compared to \$19,300 in South Korea. Out of 19 procedures, 13 are the cheapest in India. Chennai, Mumbai, Delhi, Bengaluru and Kolkata are top MVT destinations, with Kolkata a hub for low and middle income patients. Bangladesh, Iraq and Afghanistan make up 88 percent of international patients, contributing 10-12 percent to annual hospital revenues. This has led to significant investments in world-class healthcare services to meet international standards, making private providers crucial in delivering high-quality, affordable care. Their continuous investment in advanced technology and infrastructure has strengthened India's reputation in global medical tourism.

Additionally, a Nathealth report highlights India's potential in digital healthcare services, with e-pharma and telehealth expanding under the Ayushman Bharat initiative. This shift is enhancing healthcare efficiency and consumer experience, promoting digital solutions among both patients and physicians.

The writer is Former Member of Parliament, Rajya Sabha. Views are personal.

Healthcare Federation of India  
Published by Anshu Gupta | 1 April at 12:31

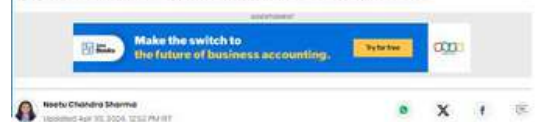
NATHEALTH recently conducted a meeting with Smt. Deepthi Gaur Mukerjee, CEO, National Health Authority. The discussions were around ABDM, CGHS, Digital Health, and the opportunities to strengthen PCPNDT.

The meeting was also graced by the presence of Dr. Haresh Mahajan, Past President, NATHEALTH & Founder & Chief Radiologist, Mahajan Imaging & Labs, Ms. Ashwarya Rao, Region Product Marketing Manager, UltraSound South Asia, GE Healthcare India & Mr. Brajesh Singh, Pre... See more



## States fear quality and competition compromises with standardised healthcare rates

According to an affidavit filed in the SC states like Rajasthan, Telangana, Bihar, Madhya Pradesh, and Madhya Pradesh highlighted that any rate fixation may lead to serious compromises in the quality of healthcare.



The Union Health Ministry proposed a bill to regulate on a business, but factors like excellent facility type and healthcare professional qualifications require individual consideration.

## NATHEALTH #ChooseSaferHealth @nathealthin - Apr 24

#DPDPA 2023 is the official legislation of India for personal data protection. It'll create responsible healthcare providers who ensure due processes are followed & vigilant data principals aware of their rights. Learn its implications from experts here:



## Centre aims to improve quality of health services in CGHS hospitals

The partnership will also focus on expanding the network of qualified healthcare providers and laboratories empanelled under CGHS.



Rajesh Maheshwari, Secretary General, Quality Council of India

NATHEALTH #ChooseSaferHealth @nathealthin - Apr 23

At the 10th NATHEALTH Annual Summit, Mr. @brajesh\_singh observed that while PPP faces challenges in certain healthcare areas, there is growth potential in many sectors such as diagnostics. Learn what he revealed to address the complexities.



# Outreach - Media, Communications & PR

## Make Ayushman Bharat attractive to private healthcare providers: Nathealth Healthcare

PT Ajayitha  
Noida

A healthcare platform has outlined measures ahead of the upcoming Budget to increase the acceptability of Ayushman Bharat health insurance among private healthcare providers.

Productivity in payments to hospitals under the health insurance scheme and support for fixed and variable costs incurred by healthcare institutions in providing quality services to patients, for instance, are some of the recommendations made by the Nathealth Healthcare Federation of India, an industry representative body.

Healthcare representatives expert for Centre's health insurance scheme to get increased financial support in Budget 2024. In the

past though, for reasons including pricing issues, private healthcare providers had not entirely taken to the Centre's scheme.

Nathealth's submission to the Centre attempts to bridge this gap and encourage more private hospitals to get on board - by tapping into the "under-utilised" capacities and pointing the way for investments in new hospitals.

Besides transparent digital availability of information on the pricing of medical procedures and the calculation of the support extended to hospitals on their fixed and variable costs, the industry head said there needs to be a financial commitment to making payments for medical procedures undertaken within a timeframe.

Also, the partners should be on the pre-approved cost

and should not be charged at the time of presenting the claim, the representative added.

**UNDER-UTILISED** Explaining how "under-utilised" capacities can be leveraged, the industry representative said hospitals should be allowed to choose healthcare services that can be included in the scheme rather than have an "all or nothing" approach.

In the Centre looks to expand the health insurance scheme across more therapeutic segments and people (older age profile, missing middle class), the industry voice detailed measures to increase healthcare infrastructure.

There needs to be a consistent negotiation for hospitals and a streamlining of the compliance measures, the representative said, pointing

to cumbersome procedures. A simple way to help existing hospitals expand is by altering building regulations to help them build upwards, rather than acquire more ground horizontally, the representative explained.

Abhay Soli, President, Nathealth and Chairman and Managing Director, Max Healthcare Institute Limited, said in a statement, "In the nation progresses towards achieving a \$5 trillion economy, providing quality healthcare for the entire population is a pre-requisite. Addressing healthcare challenges will require an estimated 2 billion square feet of advanced healthcare infrastructure.

The investment is being sought towards strengthening the country's healthcare infrastructure and easing both demand and supply-side challenges that bog the industry down."

Elaborating on NATHEALTH's recommendations, Soli emphasized the need to increase the government's spending on healthcare as a percentage of GDP, as it is crucial for enhancing social insurance, expanding healthcare facilities in tier 2 and 3 cities, and advancing the footprint of digital healthcare services in the country.

"The upcoming budget must focus on healthcare infrastructure, innovation, skill development for medical professionals, and strengthening public-private partnerships to ensure improved access and quality across the nation. Prioritizing research and

## 'Increase expenditure on healthcare to 2.5% of GDP'

Naman Suri  
naman.suri@livemint.com

**NEW DELHI:** With the country in the throes of economic development and the government racing to deliver various essential services to a burgeoning population, various stakeholders from India's healthcare services industry have urged the government to increase its public health expenditure to above 2.5% of the country's gross domestic product (GDP) in the upcoming Budget 2024-25. From 2.1% in FY23.

The investment is being

sought towards strengthening the country's healthcare infrastructure and easing both demand and supply-side challenges that bog the industry down."

"Addressing healthcare challenges will require an estimated two billion square feet of advanced healthcare infrastructure," said Abhay Soli, president, NATHEALTH and chairman and managing director of Max Healthcare Institute.

NATHEALTH, or the Healthcare Federation of India, submitted its recommendations for the Budget 2024-25 to the government on 9 July.

Elaborating on NATHEALTH's recommendations, Soli emphasized the need to increase the government's spending on healthcare as a percentage of GDP, as it is crucial for enhancing social insurance, expanding healthcare facilities in tier 2 and 3 cities, and advancing the footprint of digital healthcare services in the country.

development will drive medical innovation and address emerging health challenges," he noted.

According to the Economic Survey 2022-23, the combined budgeted expenditure on healthcare by the central and state governments touched 2.1% of GDP in FY23 and 2.2% in FY22.

Further, data from National Health Accounts (NHA) showed that the government's expenditure on healthcare as a proportion of GDP increased by 63% between 2014-15 and 2021-22.

According to country-level data maintained by the Organization for Economic Cooperation and Development (OECD), health expenditure to GDP ratio was the highest for the US at 16.6% in 2022, followed by Germany at 12.7% and France at 12.1%. The number was at 2.9% for India in 2022.

The industry's representations to the government for the Budget 2024-25 also emphasized increasing the acceptability of scheme such as Pradhan Mantri Jan Arogya Yojana (PM-JAY) and Central Government Health Scheme (CGHS) among frontline healthcare service providers in the private sector, as it will unlock the private capital of the nation and help achieve universal health coverage.

Express Healthcare  
@ExpHealthcare

#NATHEALTH seeks increased #publichealth spending, industry reforms in #UnionBudget 2024 - 25 recommendations - bit.ly/4cY3mwx | #Health #healthcare #healthcarenews #healthtech #medtech #UnionBudget2024



NATHEALTH seeks increased public health spending, industry reforms in Union Budget

From expresshealthcare.in  
8:54 AM · Jul 10, 2024 · 47 Views

## Budget 2024: NATHEALTH calls for major reforms to improve healthcare infra, increase public health expenditure

Ministry of Health and Family Welfare, Government of India, New Delhi



From nathealthindia.com



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## NATHEALTH asks law enforcement agencies to ensure safety of doctors

September 2023



From nathealthindia.com

## As doctors take to the streets in protest, hospitals keep essential services open

7:50 AM · July 10, 2024 · 100 Views

Doctors in India strike on Saturday, by doctors seeking justice for colleague, besides safe workdays



From nathealthindia.com

## The Transformative Role of Technology in MedTech: AI, Robotics, Machine Learning, and Beyond

Healthcare professionals are at the forefront of innovation in MedTech, driving improvements in patient care, diagnosis, and treatment. This article explores the transformative role of technology in the healthcare industry, focusing on AI, Robotics, Machine Learning, and Beyond.



From nathealthindia.com

## Bridging the gap: Critical role of healthcare education and skilling in India

Healthcare professionals are at the forefront of innovation in MedTech, driving improvements in patient care, diagnosis, and treatment. This article explores the transformative role of technology in the healthcare industry, focusing on AI, Robotics, Machine Learning, and Beyond.



From nathealthindia.com

## Health Insurance Scheme for seniors hinges on better infrastructure

The Union Cabinet has approved the Health Insurance Scheme for seniors, which will provide health insurance to all citizens aged 70 years and above. This scheme is a landmark initiative that will significantly enhance the financial security of the elderly population.



From nathealthindia.com

## Healthcare Digitization through Ayushman Bharat Digital Mission: Bridging the Gap

The Ayushman Bharat Digital Mission (ABDM) is a transformative initiative aimed at digitizing the healthcare ecosystem. This mission will bridge the gap between traditional healthcare and modern digital health solutions, ensuring that every citizen has access to quality healthcare services.



From nathealthindia.com

## 70 साल के अधिक उम्र के लोगों को स्वास्थ्य बीमा से लाखों परिवारों को मिलेगी राहत : उद्योग

एशियाई देशों में 70 साल के अधिक उम्र के लोगों को स्वास्थ्य बीमा से लाखों परिवारों को मिलेगी राहत : उद्योग



From nathealthindia.com

## Health coverage for all aged 70 yrs and above to bring relief to millions of families: Industry players

NEW DELHI: The government's move to provide health coverage to all persons aged 70 years and above will bring much-needed relief to millions of families and is a significant milestone in providing essential healthcare services to the elderly, industry players said on Thursday.



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**Healthcare Federation of India (NATHEALTH)**

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