

Your Trusted Healthcare Consultants



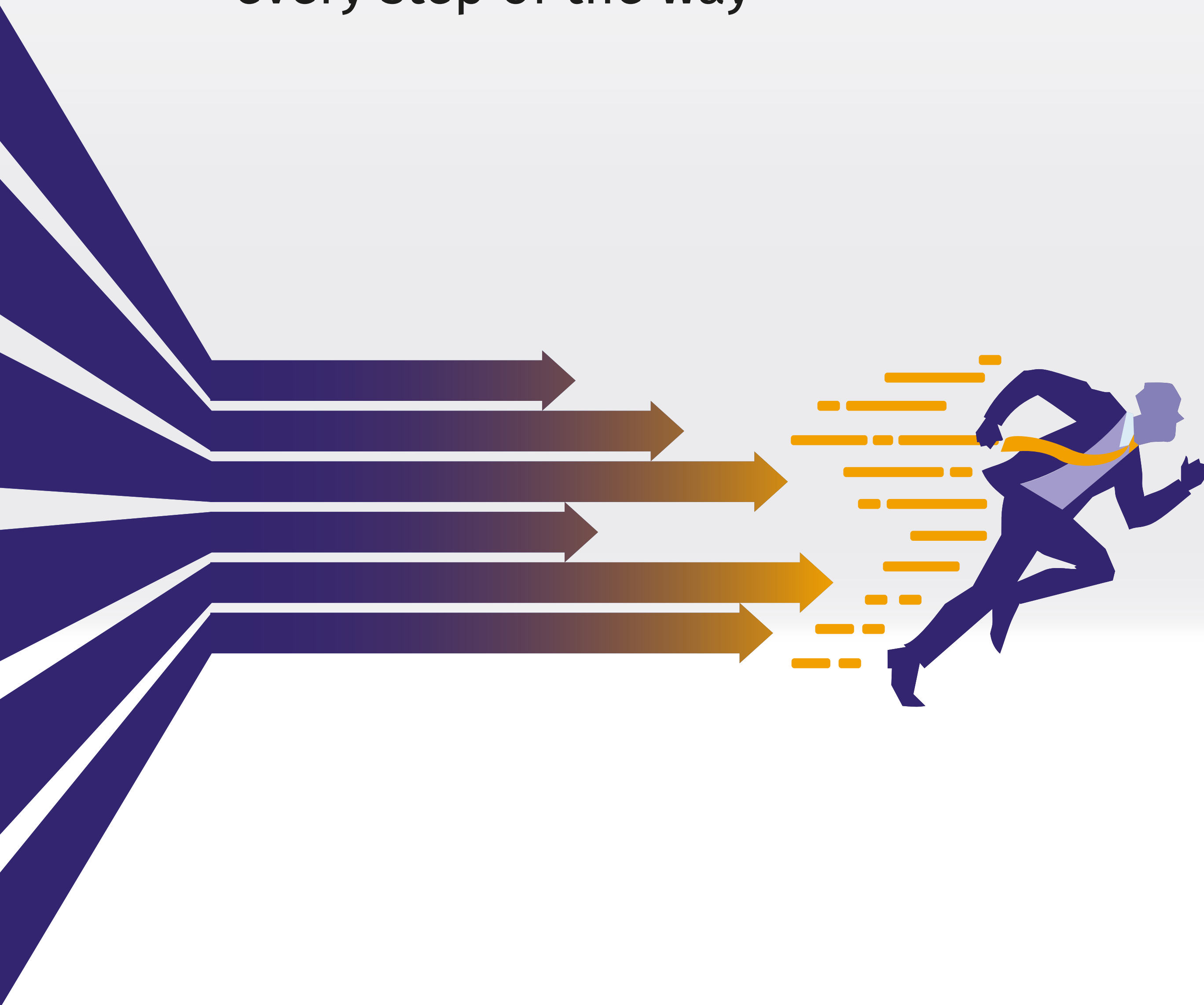
ALLIANCE
Integris



التحالف
انتجريس

Strategy defines **your** goal. Goals leads to **success**

We are here to assist you
every step of the way





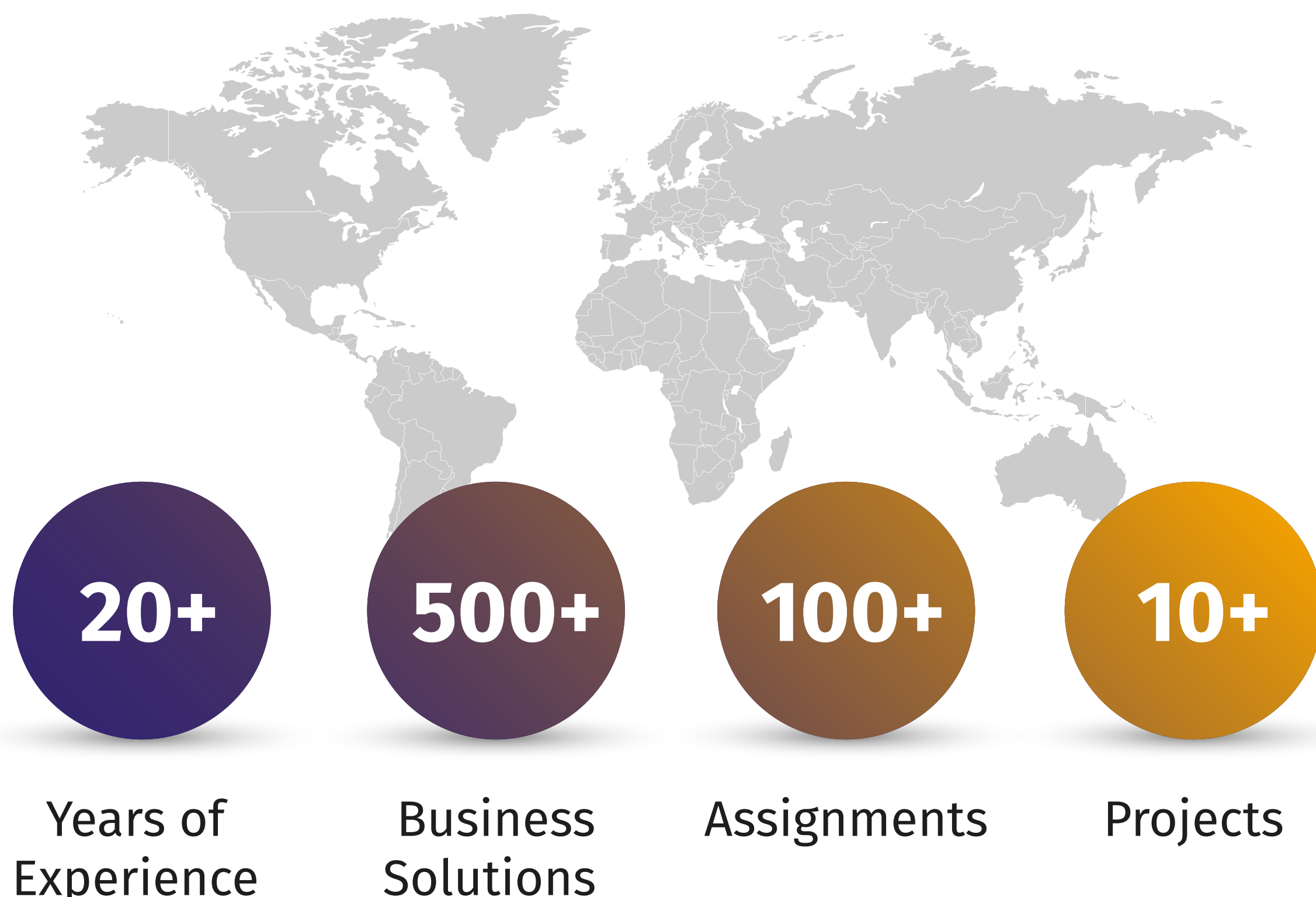
▲ About Us

Gulf based healthcare consultants with focus only on healthcare

Alliance team includes hospital administrators, finance experts, medical directors, project heads, human resource & recruitment specialists & insurance experts. We deliver advisory, strategic consultancy, & operational support in implementing hospital systems to our healthcare clients to achieve their goals.

▲ Team Members Expertise

 In 4 Countries





Our Vision

Create a sustainable future for healthcare with our stakeholders while ensuring transparent business practices based on values and ethics.

Our Mission

Ensure our value partners and clients have access to our products, expertise, and solutions to achieve financial and operational vision.





Our Expertise

▶ Healthcare Transaction Advisory Services

Our team of professionals, advisors & strategic partners has commendable experience in handling healthcare merging & acquisitions (M&A) and deliver multi-faceted solutions to our clients.

▶ Detailed Project Report (DPR) including Financial Feasibility

These reports will allow decision makers to assess the viability of the project, perceptual investment, bank financing or other suitable opportunities, allowing them to make informed decisions. In general, it covers the collection of market data, the review of supply and demand assessment, the project, the range of facilities and services, the operational model, staffing, equipment planning, risk analysis, etc. Financial feasibility includes an overview of capital expenditures, project financial statements, KPIs, ratios and many other pertinent areas.

▲ **Project Management & Advisory Services**

All related areas from project implementation through to commissioning.

▲ **Facility Licensing & Operational Management Support**

To facilitate and guide the client on the legal formalities required for the approval of the establishment and the personal or full support of the operational management.

▲ **Manpower Sourcing**

Work with healthcare providers to identify staffing solutions to support their hiring needs.

▲ **Insurance Empanelment**

Conduct insurance feasibility study to assess appropriate strategies for empanelling healthcare facilities to health Insurance companies as business associates. Provide end-to-end services, including price and network analysis, negotiating, contracting, training and implementation.



▲ **Gap Analysis / Performance Audit (System, Process, & Revenue)**

Evaluation of the existing facility's process / systems / revenue / financial controls/accounting practices based on industry standards. Define benchmarks and solutions for optimising and improving.

▲ **Due Diligence (Financial, Legal, Commercial)**

Perform due diligence on any equity acquisition, merger or sale. We assist to uncover the potential risk factors and to seize the right opportunities for our clients.

▲ **Debt Restructuring and Financing**

Work with healthcare providers to streamline their complex debt management challenges. Our financial experts deal with the full range of activities, not just post-closure negotiations, even helping the client to arrange for financial support.

▲ **Turn Around & Growth Strategies**

Propose and facilitate successful turnaround solutions. Assist centres to create values, develop & sustain growth opportunities, improve business performance & finally to achieve profitability. In short, convert loss-making units into profitable units.



▲ **Patient Referral Management**

We have partnered with leading healthcare providers to deliver high-quality, cost-effective services & safe care to the customers. We will guide you through our expertise and breadth of healthcare experience to select the right doctor/specialty in the right environment for you.

▲ **Healthcare Investment & Joint Venture Solutions**

Our extended networking relationships with private groups and high net worth individuals can benefit our customers and create new growth opportunities.

▲ **Healthcare Brand Identity**

We create/redefine your unique identity as a sought-after healthcare brand that lets you stay ahead and achieve your goals.



Shyju Joseph

Principal Consultant - Strategies & Operations

A multi-dimensional healthcare business leader with 20+ years of experience in India and Middle East.

- Successful track record in establishing, operating and managing healthcare facilities
- Solid knowledge of the insurance industry and business perceptions in the region.
- Has served as COO & Head of Business - Managed P & L of the units, business & networking, brand development, public-private business partnerships.
- Headed multi nationality team to deliver the organizational goals through solutions oriented approach & a strong advocate of “winning together”.



Aji Gopalakrishnan

Principal Consultant – Finance & Controls

A highly motivated and results-oriented finance professional with more than 20 years of experience in the healthcare sector. His focus as a strategist will always help to facilitate and contribute financially perceptive business operations.

- Managed 4 hospitals & 8 medical centres in the Middle East
- Handled centres with more than 40 Million USD annual turnover
- Finance control implementation specialist & turnaround strategist
- Expert in financial feasibility studies, valuations, merging and acquisitions process.
- Led & managed accounts & finance, purchase & supply chains, revenue cycle, fund-raising, banking & statutory governance, investment partnerships & structuring, budgeting & business planning, & presentations to director board.



Shijas K Ashraf

Principal Consultant – Pharmacy Operations

An accomplished senior professional with 13+ years of experience in establishing and operating pharmacies in UAE, Qatar & in Oman

- Established & managed more than 50+ pharmacies in the Middle East
- Expertise in vendor management, product portfolio development, & turn around strategies
- Projects handled include retail pharmacies chain to hospital pharmacies & pharmacy store management.
- Well versed in market surveys, pharmacy designs & setting ups, commissioning & managing the operations.



Sami Al Ghafri

Principal Consultant – Legal Affairs

A process operation engineer by profession who handles and assist the legal and statutory compliances of our company and contribute majorly in the project identification and its process management.

- Process oriented engineering specialist
- Handled many environmental projects including its implementation to operation
- Well-versed with the manpower / statutory regulations of the corporate organization.



Dr Askar Kukkadi

MD,DNB,MRCP(UK),MRCPCH (UK), Dip Health Informatics
Entrepreneurial Healthcare Leader & Advisor
Founder & MD- Invocure Group –Oman
Ex.CEO & M.D – Starcare Hospital Group
Ex. Medical Director – KIMS Healthcare Group –Oman

Dr Askar, is a clinician of repute & a successful healthcare entrepreneur with vast experience in UK, India & in Middle East. He is associated with many international healthcare groups in Middle-East region and a member of Royal College of Pediatrics (UK) & Indian Academy of Pediatrics.

- Extensive knowledge of the health project management of specialty hospitals, medical centers, pharmacies, diagnostic centers and its operations in the Middle East, in accordance with local and international guidelines.
- Led and managed hospitals for quality certifications such as JCI (US), ISO, PSFHI, ACHSI (Australia), and its operational and financial efficiency.
- Strengths include combination of technical & clinical aspects, cost control, clinical planning of space & facilities, health information systems and team building.
- Advisor for many healthcare investments firms, regular invitee, active participator & presenter in health summits.
- In his clinical practice, often labelled as “No Antibiotic Pediatrician” and always strives to deliver the best care for children and their families. His emphasis always has been to connect with the family, educate them of their ailment or healthcare needs and engage them in the management.



Dr. Narendra Vaidya

MS (Ortho), DNB (Ortho) Surgeon,
Entrepreneurial Healthcare Leader & Advisor
India's leading Robotic Joint Replacement &
Orthopaedic Surgeon, Founder Chairman &
Managing Director of super specialty
chain of Lokamanya Hospital Group –India

Dr. Narendra Vaidya is an internationally acclaimed joint replacement Surgeon. He established super-specialty chain of Lokamanya Hospital across Maharashtra, India.

A pioneer to introduce robotic assisted joint replacements in Asia & successfully performed 100,000+ orthopaedic surgeries, which includes 20000+ total joint replacements, & 6000+ total robotic knee replacements.

- A visionary healthcare leader and an advocate of affordable & quality healthcare through innovative solutions.
- He performed the first robotic assisted unicompartmental knee replacement in India & one of the first robotic assisted total knee replacement in the world outside the USA.
- Dr Vaidya is a visiting consultant at many International hospitals in India, Middle East and MENA region. He is a regular invitee / speaker at International Health seminars.
- He is the recipient of many prestigious awards and to name a few, the Rashtriya Ratna Award, Indian Leadership Award for Healthcare Excellence and 100 Most Impactful Healthcare Leaders.
- Currently managing four tertiary care multi-speciality hospitals across Maharashtra, India.



R. Chellamani

Chartered Financial Analyst, USA

Member of the Institute of Chartered Accountants of India
Finance & Investment Management Professional

A senior investment & finance professional with comprehensive experience of over three decades in Middle East and exposure to project finance, investments, investment banking, consulting, finance, strategy and related areas.

- Positions he held as - Senior Management Consultant (KPMG –Oman), Vice President – Investment Banking and Investments (Gulf Investment Group -Oman), Head Of Investments & Finance (Al Sharqiyah Investment Holding Co.-Oman), Financial Controller (Zubair Group-Oman)
- Certified professional by Chartered Institute for Securities & Investment (CISI) UK
- His depth of business finance knowledge & experience across the deal structuring is considered as an asset
- Voracious reader across various areas such as business/finance, spiritualism, profession, inspiring biographies and, to a limited extent, fiction.

Alliance Healthcare Oman

Alliance Healthcare, own & operate chain of pharmacies in Oman, and also provide healthcare consultancy services to our clients.



The essence of Our company is **Our Team**

We all have focus driven skills in healthcare, but together ours is a comprehensive approach and we deliver you with the best. Our life is filled with fun, passion and professional motivation.

Are you interested to associate with new perspectives & ideas ?

We welcome you to connect with our experts.

Shyju Joseph



+971 503 893 455 (UAE)
+968 951 338 22 (Oman)



shyju@alliancehealth.ae

Aji Gopalakrishnan



+971 545 674 908 (UAE)
+968 967 598 55 (Oman)



aji@alliancehealth.ae

 alliancehealth.ae

 [linkedin.com/company/allianceintegriss](https://www.linkedin.com/company/allianceintegriss)



www.alliancehealth.ae



ALLIANCE
Integris - UAE

ALLIANCE
Healthcare - Oman