## Your Trusted Healthcare Consultant









Strategy defines your goal. Goals leads to success

We are here to assist you every step of the way







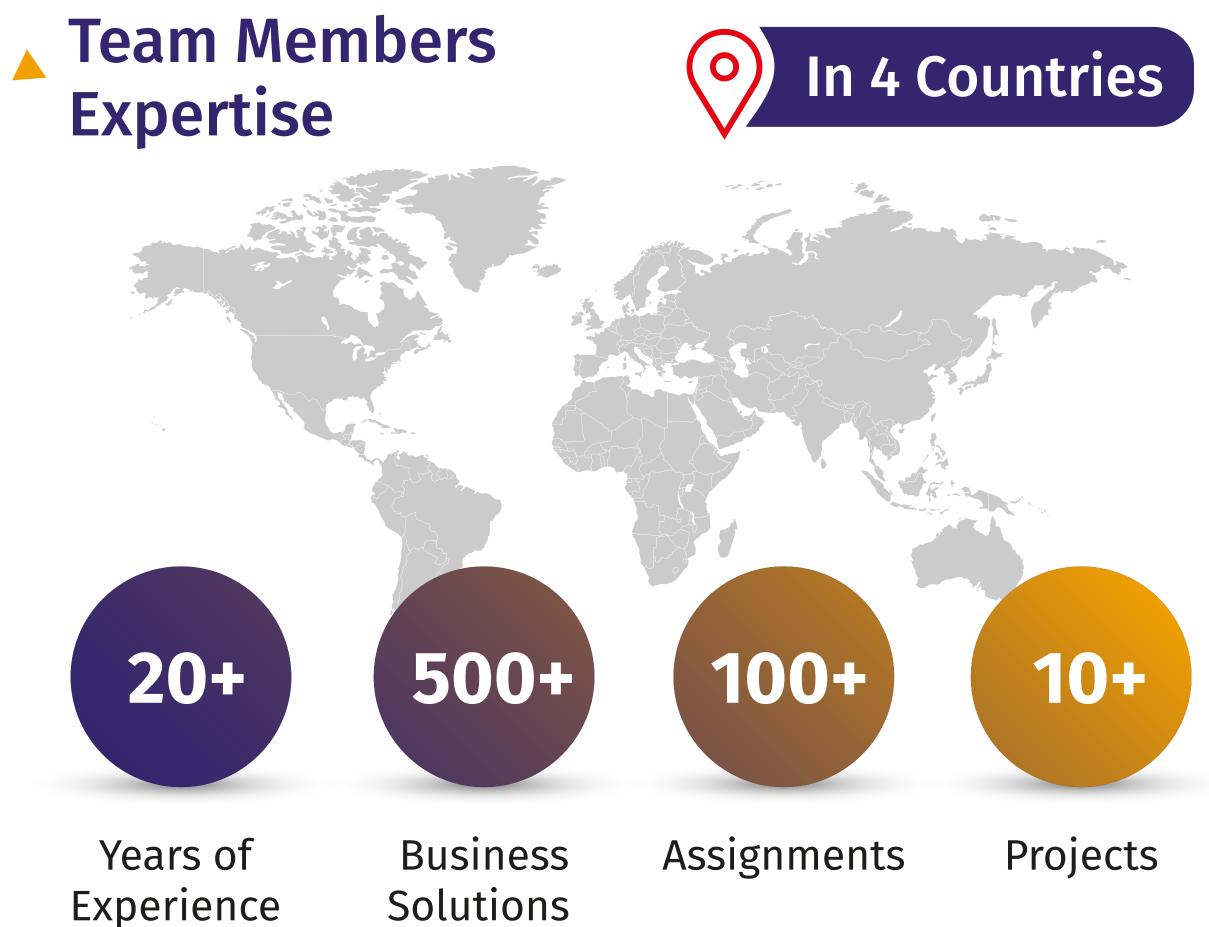


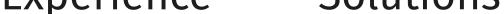


## About Us

- 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.







## **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

208

## 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.

210.95

149.16

41%

26

## A 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.



## Team Expertise

- » Healthcare Advisory
- » Healthcare Investment
- » Research & Feasibility Study
- » Project Management
- » Define Business model & Strategy
- » Facility Design
- » Manpower planning, recruitment & Management
- » Medical Equipment Planning
- » Procurement
- » Insurance Empanelment
- » Healthcare Brand Identity
- » Gap Analysis / Performance Audit
- » Due Diligence
- » Facility Licensing & Commissioning
- » Finance Management
- » Debt Restructuring & Financing Models
- » Turn Around & Growth Strategies
- » BD Strategy
- » Quality & Patient Safety
- » International Accreditations
- » Operational Management

## Shyju Joseph

Principal Consultant - Strategies & Operations Master of Business Administration (Marketing & HR) MBA in Hospital Management

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 Master of Business Administration (Finance) Bachelor of Legislative Law (LLB), Certified professional in International Financial Reporting Standards (IFRS)

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 & st<mark>ructuring, budgeting & business planning, &</mark> presentations to director board.

## W.V.V. Suresh Kumar Principal Consultant & Advisor- Projects Fellow of American Academy of Project Management (USA) Masters in Project Management B. Tech in Industrial Engineering & Production Technology

A dynamic certified project management professional with over 26 years' rich experience in designing, constructing, managing, health care industry projects and the facility maintenance.

- Exposure in India & Middle East (UAE, Oman, Bahrain, Qatar, Saudi Arabia)
- Worked with organizations like Cytecare Hospitals, NOVA Medical Centres Pvt. Ltd, Kerala Institute of Management Sciences (KIMS for their International Projects), Manipal Hospital Group, Reliance Industries Limited, Container Terminal Ltd etc..
- A keen planner, strategist for the project management of various healthcare project from clinics, polyclinics, multi-specialty tertiary care projects, specialized hospital projects like cancer care & rehab, home healthcare projects, specialty surgical / day care units, IVF centers, diagnostic & retail outlets, private – public joint ventures and also other projects like Reliance retail petroleum outlets, BOT project of container handling terminal in Ports.
- Well-versed with International quality accreditation project management of JCI (USA), ACHSI (Australia), NABH (India)
- Core Skills Project Planning, Designing & Execution, Facility Management, Planning & Procurement of Capital Equipments, Know- How in International Quality Policies, Project Financials,

Tendering Process, Techno-Commercial Neg<mark>otiations, Regional Regul</mark>ations / Statutory Policies / Govt. Approvals, Strong relationships with vendors in the regions (Project & Equipment).

## Shijas K Ashraff Principal Consultant – Pharmacy Operations Master of Business Administration (International Marketing & HR) - UK

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 Bachelor of Process Engineering

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

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
   Internationals 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 Maharatra, 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.



## Core Team

Our Core Team members worked with top healthcare organisations in India & Middle East These companies' values & positive work culture inspired and transformed us to move forward. To name a few















## 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.

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