

Turnkey Solutions for

# HOSPITALS & HEALTHCARE



Delivering healthcare expertise...!



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## BRIEF PROFILE

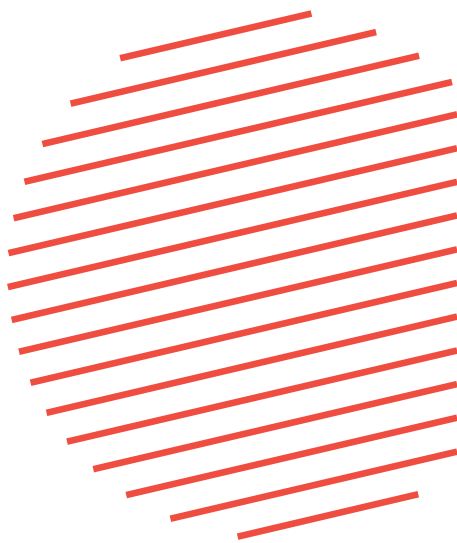
**A name you can trust upon in any phase of Hospital Projects cycle right from concept till commissioning.**

**K-Linq Hosmed** is amongst the best hospital planning and management consulting firm providing turnkey hospital services. It is one of the very few organizations that provide design-build services of high-quality for the benefit of the client. The services range from techno-commercial Feasibility Studies, architectural designing & Planning, civil construction & interior execution works, supply and installations of Modular OT & Medical Gas Pipeline systems, medical equipment planning & Procurement assistance, management commissioning, branding & Marketing and much more in line to launch the hospital. K-Linq Hosmed is an emerging Healthcare Consulting Firm.

K-Linq Hosmed provides evidence based custom solutions to the clients as per their requirements. All services are thoroughly planned and structured to minimise errors and to provide cost effective sustainable everlasting solutions for the success of the project. K-Linq Hosmed brings in strategic thinking even in design projects and add value in terms of business prepositions to finalise affective scope of hospitals in terms of bed mix, specialty mix, services mix and facility mix to curtain financial implications and cost overruns.

# MISSION

**TO CREATE, BUILD AND DELIVER INNOVATIVE SOLUTIONS TO SUIT OUR CLIENT'S NEED AND TO FACILITATE HEALTHCARE PROFESSIONALS IN DELIVERING PATIENT CENTRIC CARE.**



## Goal & Vision

Our goal is to make a positive change. We emphasize on lowering the cost of healthcare to end users and improve the reputation of healthcare delivered, to compete in developing/developed markets.

The medical industry has undergone considerable change in terms of technology, shift in disease burden, aging population etc. This puts great pressure on healthcare administrators to gear up to deal with every challenge in healthcare delivery.

K-Linq Hosmed assists you to set up functional healthcare organizational as well as operational goal(s), from a long-term viability perspective.

# ABOUT FOUNDER

**Dr. Amruta Suchak** is a strategist, entrepreneur, consultant, mentor with an experience of 15 years in the healthcare industry. She is also the founder of K-Linq Hosmed (Opc) Pvt. Ltd., a healthcare management consultancy firm. Dr. Amruta has worked with the best of hospital and pharmaceutical groups. She is known to find her main inspiration in taking up challenging tasks in Turnkey Hospital business solutions. A stalwart motivational encourager for the upcoming entrepreneurs with the insight of perpetual performance.

## PROFESSIONAL QUALIFICATION

- Doctorate in Healthcare Management, ISBM, Mumbai.
- MHA (Masters in Healthcare Administration), Pune University.
- MBA (Masters in Business Administration), MITCON Institute of Management, Pune University.
- Diploma in Intellectual Property Rights, Asian School of Cyber Laws, Pune University.



## DR. AMRUTA SUCHAK

**Healthcare Management Consultant**

Doctorate in Management Studies (Healthcare Management)

MHA, MBA, DIPRL

# WHY K-LINQ HOSMED ?



We have gained high reputation in terms of hospital management consultancy and the allied fields



We are well-versed with the entailed ins and outs of the contemporary healthcare practices.



We are experts in evaluating the resources and are aware about the potential of healthcare services under a global scanner.



We excel in providing realistic healthcare consultancy services in India and overseas.



We take special care to guide our clients in apt and functional manner.

# OUR SERVICES - GREENFIELD PROJECTS

## Feasibility Studies

- Market feasibility
- Need analysis
- Demand modelling
- Financial feasibility
- Detailed Project Report

## Architectural Support

- Concept design
- Detailed design
- Room data sheets
- Interior design

## Planning

- Clinical program, Bed mix
- Space & Stacking plan
- Architectural brief
- Equipment planning
- Manpower planning
- Support services - Medical Gas Pipeline System (MGPS), OT, Central Sterile Supply Department (CSSD), Pneumatic chutes, Hospital Information Management System (HIMS), etc.

## Commissioning

- Developing the vision and mission
- Manpower recruitment assistance
- Procurement of medical equipment
- Developing of organograms
- Job descriptions
- Tariff structuring
- Standard Operating Procedures (SOP's)
- Linen and Uniforms
- Marketing & Branding
- Stationery, Crockery and Cutlery
- Mock Drills and Scenarios



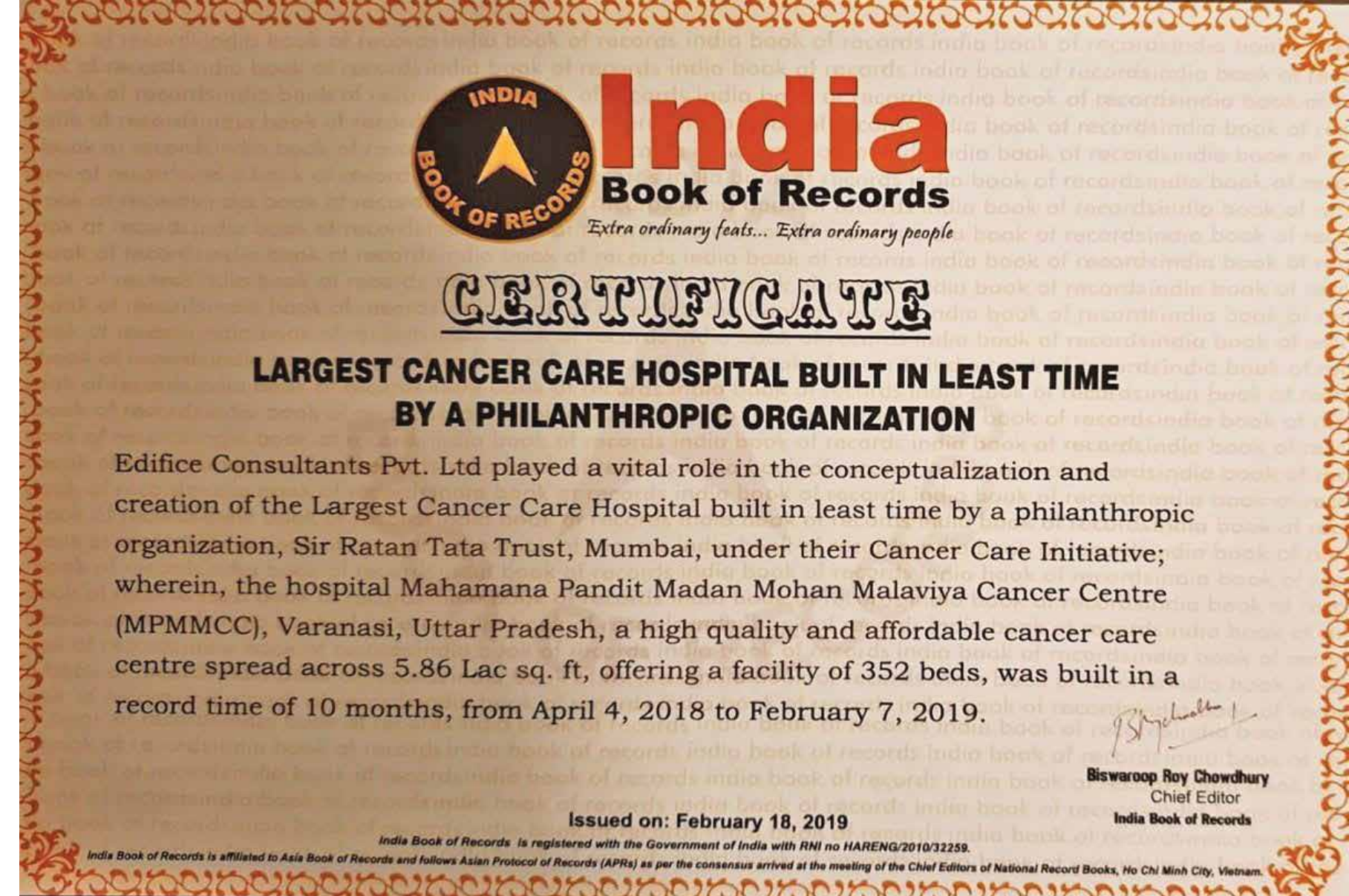
# Pt. Madan Mohan Malaviya Cancer Centre - Varanasi

Number of Beds: 352

Type of Hospital: Oncology Hospital

Total Area: 5.86 lakh Sqft.

Status: Inaugurated by Prime Minister of India on February 19, 2019. Awarded Certificate by India Book of Records for Largest Cancer care Hospital built in Least Time by a Philanthropic Organization.



# Ambujanagar Multispecialty Hospital Kodinar

Number of Beds: 64

Type of Hospital: Multispecialty Hospital

Total Area: 60,107 Sqft.

Status: Operational since 2016



## Vet Hospital - Mumbai

Total Number of Enclosures: 679

Total Area: 80,329 Sqft.

Status: Medical planning and Architecture complete. Construction to start soon.

Client: Tata Trusts

# MT Agarwal, Shatabdi & Bhagwati Hospitals (MCGM)

Number of Beds: 700 beds each

Scope of Work:

- Review of layouts from a healthcare / hospital planner point of view for optimal usage of spaces and adjacencies of departments.



## Peerless Hospital - Kolkata

Number of Beds: 350 + (250 - wish to add a new Oncology building)

Type of Hospital: Super Speciality Hospital

Status: Ongoing

Total Area: 1,00,000 Sq. Ft.

Status - Medical Planning complete await Fire NOC



# Nepal Civil & Veteran Hospital Kathmandu, Nepal

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Number of Beds: 320

Type of Hospital: Multispecialty Hospital

Total Area: 3,40,000 Sqft.

Status: Healthcare planning, architecture completed,  
building construction underway



# Upgradation of Jamhuriyat Hospital - Kabul, Afghanistan

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Number of Beds: 200

Type of Hospital: Multispecialty Hospital

Total Area: 3,00,000 Sqft.

Status: Detailed project report submitted to the World Bank



# Alternative Medicine Clinic - Dhaka, Bangladesh

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Number of Beds: 25

Type of Hospital: Wellness and Alternative Medicine

Total Area: 26,730 Sqft.

Status: Medical Planning and Architecture complete.

Await clients direction for Construction

# Medical Cluster - Ukraine

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Number of Clusters: 200 (Replicable Model)

Type of Clusters: Outpatient Clinics

Total Area: 2,70,000 Sqft.

Status: Healthcare delivery model, innovation profile, human resource planning and concept design completed.



# Proposed Tertiary Care Hospital - Mauritius

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Number of Beds: 200

Type of Hospital: Multispecialty Hospital

Total Area: 2,70,000 Sqft.

Status: Healthcare planning and concept design complete





# OUR SERVICES - BROWNFIELD PROJECTS

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## Gap Analysis

- Measurement of gaps
- Analysing the gaps
- Training need assessment
- Benchmarking gaps as per industry standards and best practices
- Development of goals for closure of gaps

## Current State Assessment

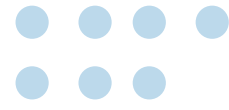
- Review of physical infrastructure
- Operation & Clinical Audits
- Review of marketing
- Human resource audit
- Review of materials management
- Quality audit
- Study of HIMS
- Validation of finances

## Action Plan Development

- Review of findings
- Refine and confirm strategic directions
- Develop milestones for each strategic direction
- Formation of working group for each strategic direction
- Work plan/action plan development
- Assess financial feasibility of capital investments

## Turnaround Strategies

- Operational Due Diligence
- Technology implementation and optimization
- Consumer engagement strategies



# OUR CLIENTS - VIDARBHA REGION



# Review and Suggestions for MCGM Hospitals

Project: Review and suggestions for BYL Nair Hospital, KEM Hospital, LT Hospital and Cooper Hospital

Scope of Work:

- Gap analysis in terms of external and internal traffic flow in these hospitals.
- Gap analysis of hospital information management systems in these hospitals
- Design and implement improvement plans



# Sri Birendra Hospital - Kathmandu, Nepal

Number of Beds: 550

Type of Hospital: Multispecialty Hospital

Total Area: 6,00,000 Sqft.

Scope of Work:

- Gap Assessment and benchmarking as per standards
- Action Plan for gap closure.
- Process and flow reengineering



# Surya Eye - Mumbai

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Number of Centres: 2

Type of Centre: Ophthalmology

Total Area: 10,538 Sqft

Scope of Work:

- Gap Assessment and benchmarking as per standards
- Action Plan for gap closure



International Centre of  
Excellence in Ophthalmology



# Tata Trust (Kamla Nehru Memorial Hospital)

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Number of Beds: 400+ Beds - need to add an Oncology wing

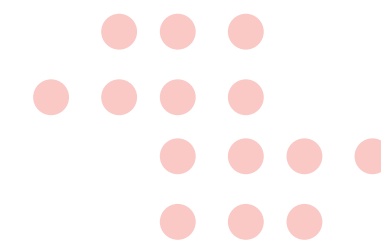
Scope of Work:

- Gap Assessment and benchmarking as per standards
- Action Plan for gap closure.
- Process and flow reengineering
- Medical planning for the new proposed set up



# AREA OF EXPERTISE

- Hospital Business Planning & Execution
- Infrastructure Design & Facility Planning
- Operations Management
- Healthcare Marketing & Business Development
- Gap Analysis
- Information Communication & Technology
- Healthcare Digital Marketing
- Human Resources Planning
- Online Consulting



## HOSPITAL BUSINESS PLANNING & EXECUTION

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A hospital infrastructural planning should include certain realistic features, such as investment, location, modern facilities, recruitment of qualified, efficient, and dependable staff, professional training, safety etc.

While planning the course of action for hospital development, utmost care should be taken to make the facilities and services patient-friendly, effective, and economical.



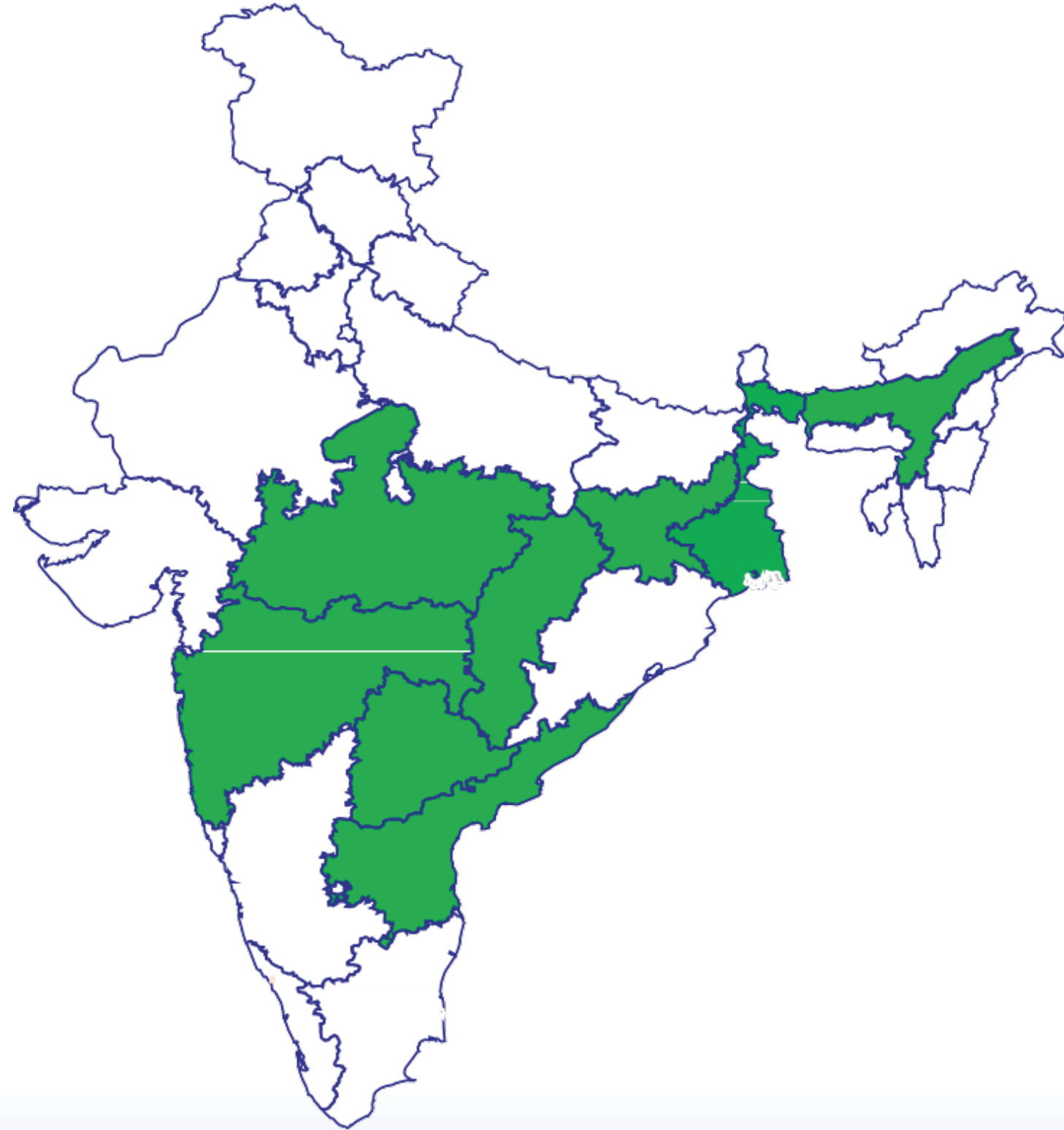
# OUR SERVICES - HEALTH SYSTEM CONSULTING AND MANAGEMENT

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# STATE AND ORGANISATION LEVEL PROJECTS

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## Cancer Control Plan: Andhra Pradesh, Telangana, Chhattisgarh and Madhya Pradesh

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- Current and future estimates of disease burden and disease pattern
- Mapping cancer care infrastructure in the state
- Analysis of patient data from state insurance scheme to understand patient flow and treatment pattern
- Network configuration to provide affordable and accessible cancer care
- Assessment of proposed candidate hospitals
- Upgrade plans for assessed hospitals

## Upgrading Oncology Departments at Public Hospitals: Jharkhand and Assam

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- Detailed plan for establishing apex cancer center in the state.
- Assessment of public facilities providing cancer care.
- Roadmap for upgradation of the facilities at each level.
- Designed referral pathways from primary level to tertiary care in the NCG facilities.

## Public Sector Units: ESIC, Maharashtra and Coal India

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- Strategic Plan for ESIC, Maharashtra
- Centralized Procurement System for Medicines and Supplies
- HIMS at Directorate of Medical Education
- Classification of Diagnostic tests and Procedures under C.G.H.S.
- Complete current state assessment of Coal India hospitals and presenting comprehensive cancer care upgradation plan

## Private Organisations (Not-for-Profit): EHA, RKSM and L&T

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- Cancer care need analysis
- Roadmap for upgradation of the facilities to provide cancer care services.
- Roadmap and financial model for awareness and screening programs at community level
- Community based palliative care model and financial model

# SOME OF OUR WORK

Program Evaluation and Redesign	Assessment of Upgradation of 35 SCIs and TCCCs under National Programme for Prevention and Control of Cancer, Diabetes, Cardiovascular Diseases and Stroke				
State Level Advisory: Cancer Control Plans	Andhra Pradesh	Telangana	Madhya Pradesh	Chhattisgarh	Jharkhand
Detailed Project Reports	Planning of Nirali Memorial Cancer Centre, Navsari	Establishing Cancer Care Services at Emmanuel Hospital Association's Facilities		Upgradation of Kamla Nehru Memorial Hospital, Prayagraj	
	Upgradation of Regional Institute of Ophthalmology, Guwahati	Upgradation of Regional Dental College, Guwahati		Setting-up Cancer Care Services at Ramakrishna Sarada Mission, Kolkata	
	Cancer Care Network Plan for Eastern Coal Fields Ltd.	Status of Medical Equipment at 16 GMCs, Maharashtra		Staffing Plan for Assam Cancer Care Network	
Proposals	Funding Proposal for Setting-up Paediatric Oncology Unit at GMC Aurangabad	TCCC Application for GMC, Dibrugarh		Tiers of Cancer Care Centres for Low-cost Settings	
	Delayed Diagnosis of Cancer Patients, Yenepoya University	Mapping of Districts Hospitals and GMCs across India			
Research	Oncology Centers- Jaipur, Tirupati, Shirdi	Midas Multi-Speciality Hospital, Nagpur		Jamhuriyat Hospital, Afghanistan	
Hospital Feasibility Reports	Peerless Hospital, Kolkata (New Wing)	Vilasrao Deshmukh Foundation- Multi-Speciality Hospital , Medical College & Nursing College- Latur & Malvani			
	JSW Hospital, Mumbai	Metabolic Hospital, Pune		Veterinary Hospital, Mumbai	
	IIMS, Chandigarh	Multi-Speciality Hospital, Mauritius		Radiotherapy Centers, Maharashtra	

## INFRASTRUCTURE DESIGN & FACILITY PLANNING

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Planning the infrastructural design for a hospital, needs clear-cut vision, good grip on prevailing healthcare practice standards & ergonomics, catering population's need and requirements of state & national regulatory bodies.

Every touch point (from the entrance to the exit) patient-friendly. Entire area should have a pleasant ambience, and patient/visitor should feel easy to navigate through different sections.

Areas like the registration department, diagnostic labs or scanning centers, payment counters, and the pharmacies must have easy and quick access. There should be sufficient help for the highly critical, elderly, or disabled patients.

## OPERATIONS MANAGEMENT

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Operations management decides the functionality and the practical success of organization.

When handled in a casual, insipid manner, the realization of the organizational objectives becomes a remote possibility, even though there is no dearth of the required resources.

Effective operations management will enable the healthcare organization to provide economically viable, but also, functional and quality treatments to patients.

## Major challenges in hospitals

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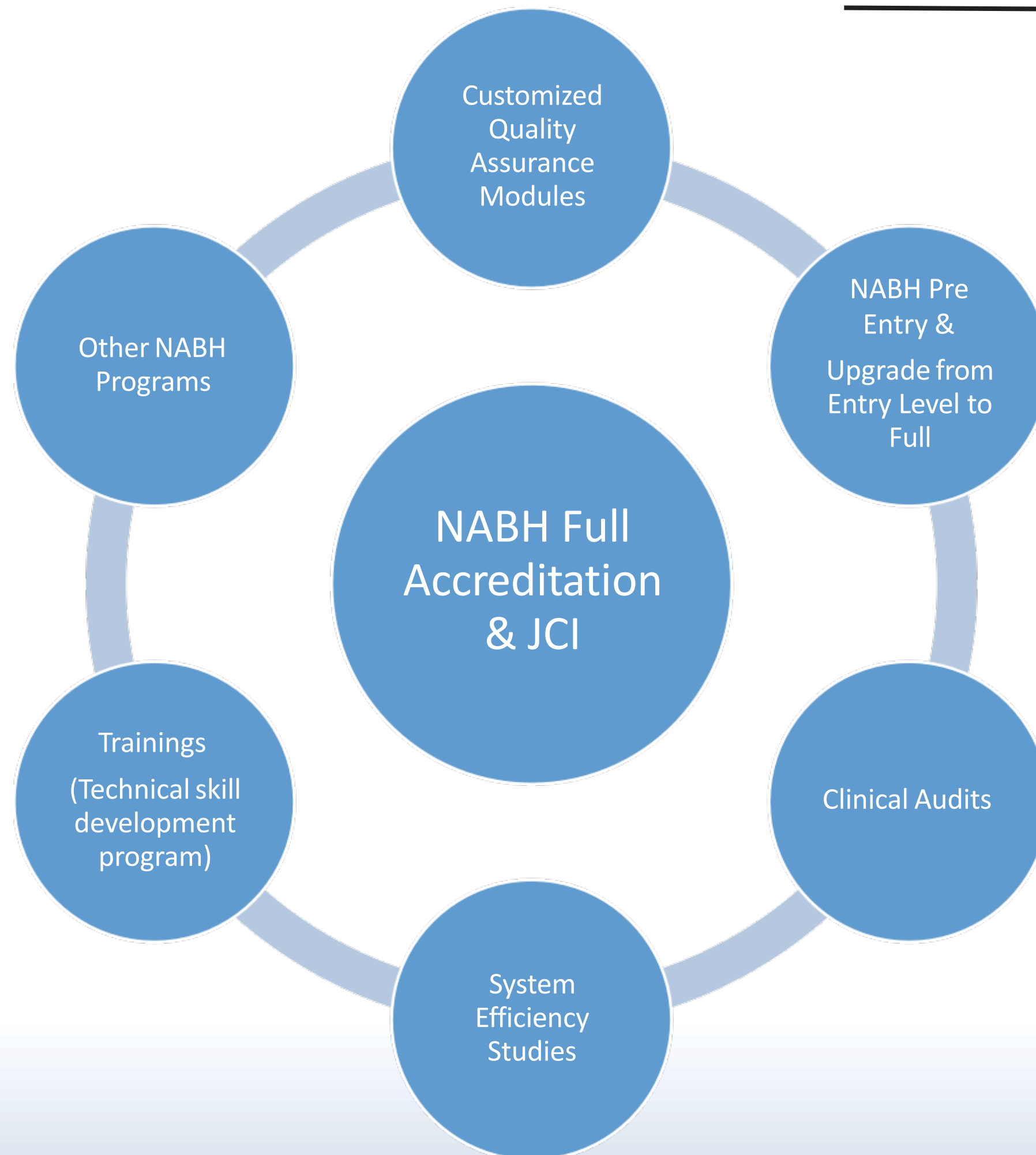
- A hospital is a highly challenging work place. There are numerous bottlenecks that deteriorate the productivity and efficiency of the healthcare services delivered.
- Brand reputation of a hospital depends on how quickly they resolve the issues raised without compromising the quality and patient satisfaction.
- Spontaneity to untangle any situation is possible with a strong “Hospital Operations Team”.
- Operations management team is responsible for managing all operational processes of the hospital which includes all clinical and nonclinical departments to have a smooth working environment.



# OUR QUALITY ACCREDITATION SERVICES



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We institutionalise quality management practices at our clients organisations through our hand-holding approach. We facilitate technical training, formats and systems support to enable accreditation at our institutions.

We have transitioned from “Service Provider” to “Solution Provider”

BLS / ACLS Trainings at additional cost

Recruitment Services also available for Nurses

IT Software for management of related documentation

Hospital Efficiency Management Tool (HEMT) on a complimentary basis

**3 perspectives**

**3 technologies**

**Perspective of multi-vendor**

- Selection of safe and reliable cutting-edge technologies with an eye to the future
- Proposal of compatibility-focused system configuration with your existing environment
- High cost performance and flexible response to environmental changes

**Optimized System**

Technologies that support medical services

**Perspective of medical practice**

- Humanwear-focused development
- System introduction in consideration of reducing workloads at the medical practice
- System operation support from the training through to the operation & maintenance

**Optimized Operation**

Technologies that support medical practice

**Perspective of hospital management**

- Effective utilization of management resources
- Establishment of a proper balance between profits and costs
- Improved efficiency of information knowledge

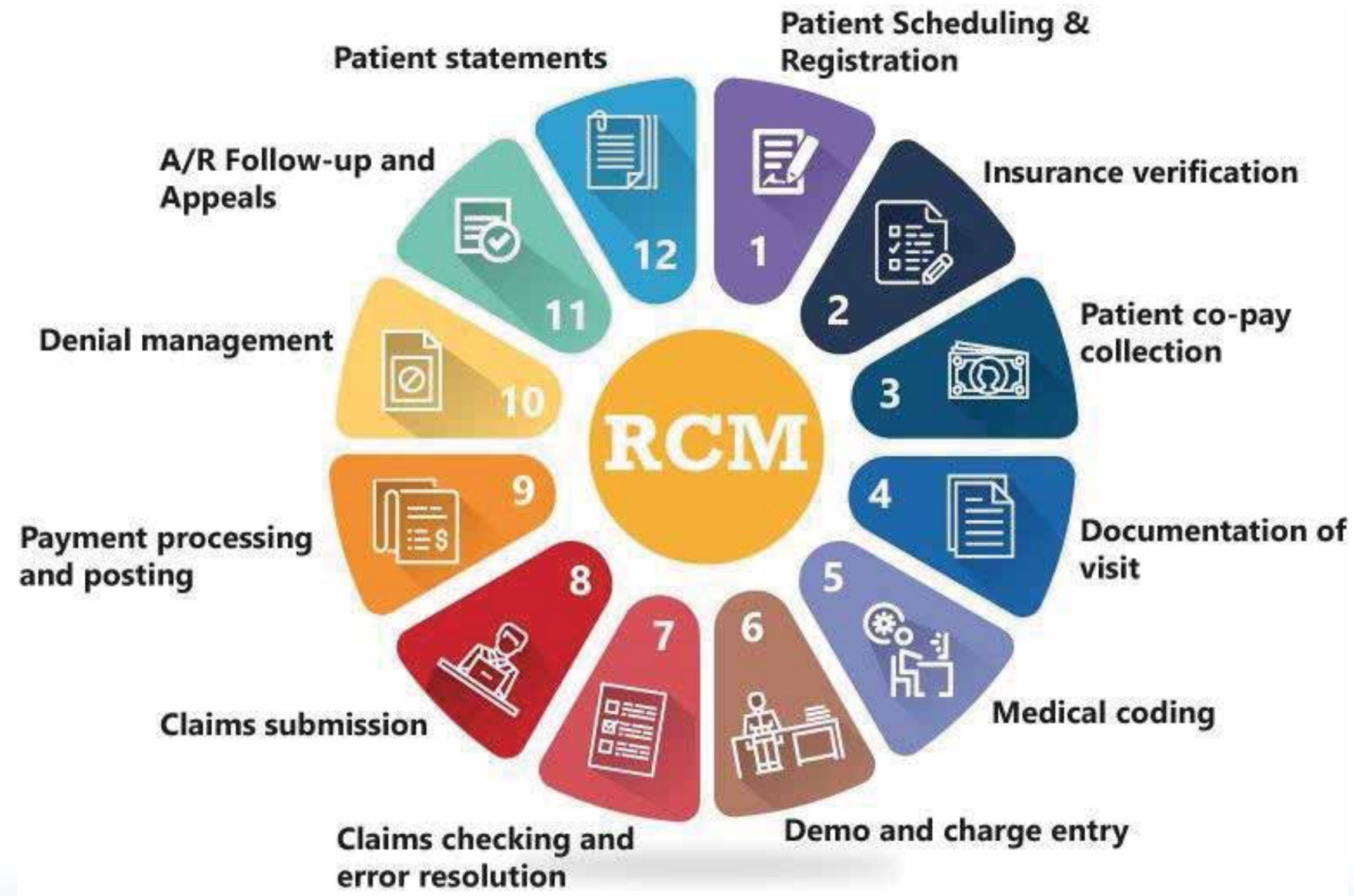
**Sound Management**

Technologies that support medical management



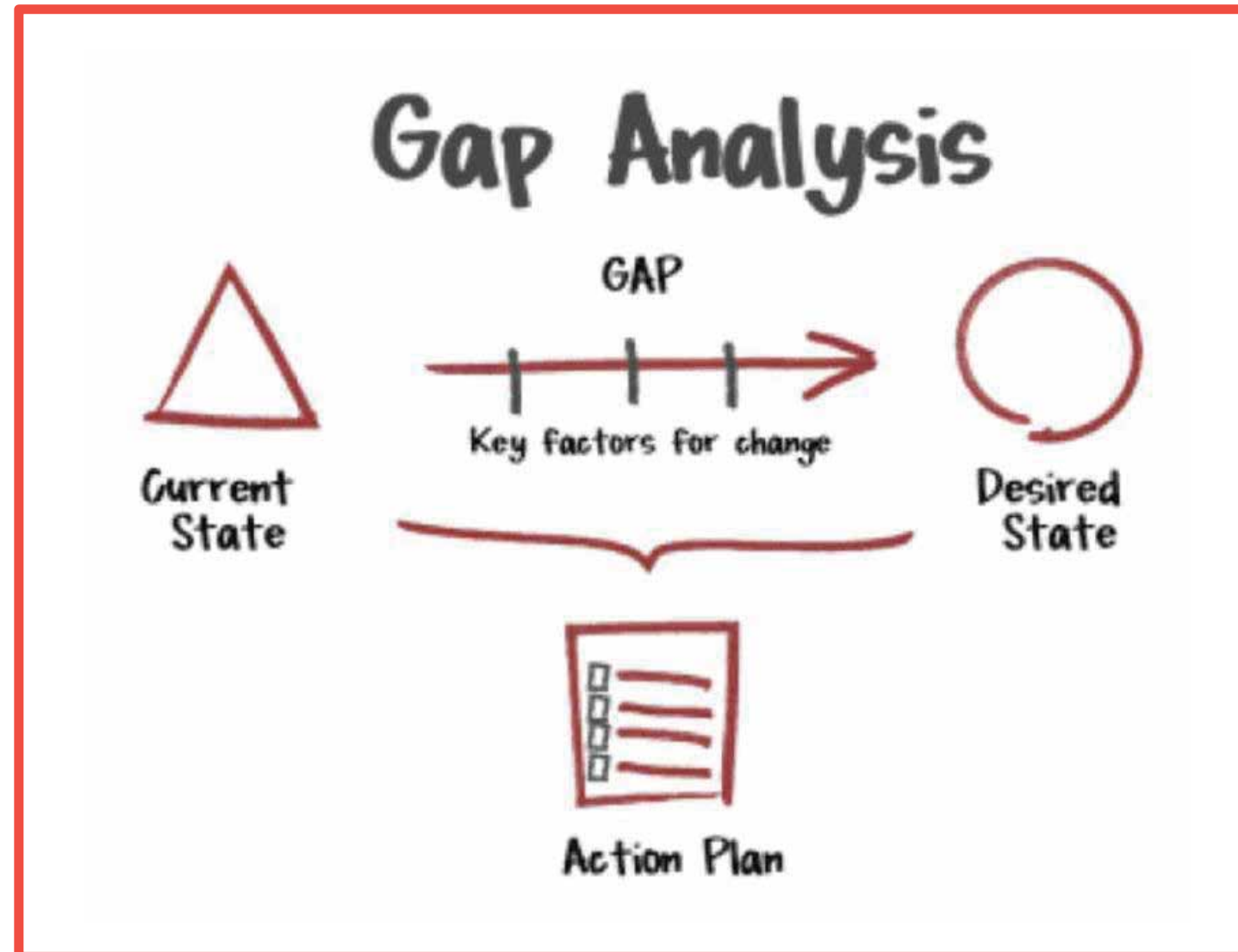
# HOSPITAL REVENUE CYCLE

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## GAP ANALYSIS

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Gap analysis is a useful tool for all active healthcare organizations to examine the running system judiciously, hence the organization becomes more dynamic.

The process entails the assessment of the present condition, crafting plans for desired future state and mobilizing organization for implementation.

In healthcare practice, precise gap analysis is vital for creating patient-friendly and technologically improved therapeutic functions.

## INFORMATION COMMUNICATION & TECHNOLOGY

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We assist hospitals in planning, sourcing, and implementation of the healthcare information system such as **Practice Management Software (PMS)** that assist doctors in scheduling, billing, and resource planning.

We assist to build the **Laboratory Information System (LIS)**, **Radiology Information System (RIS)**, and **Hospital Information System (HIS)** that supports administrator and the medical practitioner in the day-to-day hospital operations and in improving the productivity level.

## HEALTHCARE DIGITAL MARKETING

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Patients have become keen observers of healthcare services and always do significant amount of research before picking a hospital or a healthcare service centre for their health needs.

It is the healthcare entrepreneur's obligation to conduct online promotional as well as awareness activities in most apt and specialized ways.

We have proven track record of making all categories of healthcare marketing services, patient-focused and value-based.

We will make sure that our clients have a beneficial online presence.

You can rely on our expert assistance to make your hospital's digital and social presence strong.

## HUMAN RESOURCE PLANNING

Delivering healthcare expertise...!



Healthcare Personnel who works with a hospital or a healthcare management service must be a qualified & experienced professional.

Our team members, who are well-versed in all areas of healthcare management services, can rightly identify the required manpower for all your clinical and non-clinical departmentsva.

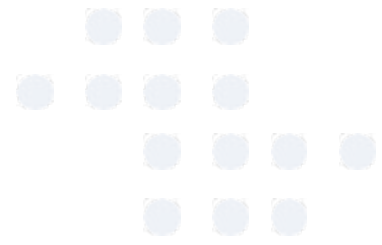
# Medical Event Planning and Management

Conferences, Events and Exhibitions



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# WHAT WE DO



**CORPORATE  
MEETS**



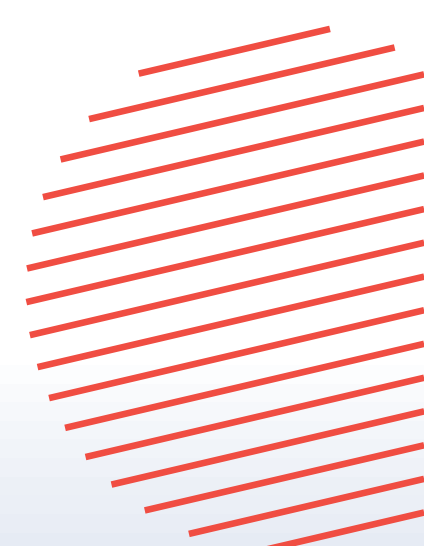
**CONFERENCES**



**REWARDS &  
RECOGNITIONS**



**EVENTS**



# PAST EXECUTIONS

## 79<sup>th</sup> Indian Road Congress





# PAST EXECUTIONS

## ROCHE India, Annual National Conference



# PAST EXECUTIONS

## Nagpur Municipal Corporation, CHEJ Mahotsav



# PAST EXECUTIONS

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## Summits



# PAST EXECUTIONS

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## Fashion Shows



# PAST EXECUTIONS

## Live Concerts



# OUR ESTEEMED CLIENTS



# AWARDS & ACHIVEMENTS

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## Dr. Amruta Suchak unpacks about being a health care industry expert

At the intersection of expertise and success you'll find city's proficient healthcare professional Dr. Amruta Suchak, a strategist, entrepreneur, consultant, mentor and the Founder of K-LINQ. Coming as a person of extraordinary performance, immense versatility and absolute professionalism, she has spent more than a decade in the healthcare industry and is an influential name in trade. With the knowledge and experience she gained over the years, she has been instrumental in launching of several new healthcare organizations. Renowned for Turnkey Hospital business solutions, her core strengths lie in setting up and commissioning of hospital and clinics developing sustainable business model, which is need of the hour. Talking about motive, she explained how for her, ensuring timely and efficient turnarounds is of paramount importance. She went on to add "I believe that new entrepreneurs are like new hopes and new possibilities. And hence every plan and every dream can be turned into a working project with proper execution". Having done her academic performances and corporate tenure impeccably, Dr. Amruta has countless medals and laurels to her credit, nationally and internationally. But what is most exciting is witnessing her take the helm in industry that has been historically male-dominated. Her prowess as healthcare professional didn't just make her endure but she proudly emerged as one of the best in the industry. Evidence of which are the recognitions she has been bestowed with, like Award for Strategic Healthcare Consultants in Singapore Healthcare Conclave in 2015, Prestigious Women's Achiever Vidarbha Award in 2018 and other such myriad of significant rewards. It is well said that with power comes responsibilities, and Dr. Amruta surely handles them ideally. Along with being a full time working professional, being a mother to a beautiful daughter, can be taxing at times but this is Dr. Amruta Suchak we



Dr. Amruta Suchak

are talking about. With immaculate management and multitasking skills she leaves no stone unturned to be a great mother, a doting wife & an inspiring professional. This women's day we salute her undying spirit of superiority.

**For More Information Contact:**  
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amruta.suchak@klinq.in  
9225634567

### 20 MOST PROMISING WOMEN CONSULTANTS - 2020

NAME	COMPANY	DESCRIPTION
Ankita Puri, Founder & CEO	Healtheminds Bangalore healtheminds.com	Healtheminds is helping people to take control of their life and improve their mental strength by offering one-to-one online health counseling services.
Aparna Rammohan, Managing Director	SriSattva Group Chennai srisattvagroup.com	Established in the year of 2009, SriSattva Group has evolved into a full-fledged growth strategy consulting firm that primarily focuses on the SME businesses.
Dipti Vaidya, Co-founder	Investronaut Pune investronaut.com	A Digital Marketing & Business Advisory to early growth businesses, family owned businesses and companies at different stages in their life cycle.
Dr. Amruta Suchak, Founder	K-Linq Healthcare Business Consultancy Nagpur klinq.in	K-Linq has helped hospitals on several issues ranging from making business strategies to imposing operational efficiency & business turnaround solutions.
Garima Sajita, Founder	Poshvine Bangalore poshvine.com	This premier consultancy firm strives to help businesses create and maintain a good and authentic relationship with their customers.
Meghna Saroagi, Founder	StyleDotMe Haryana styledotme.com	StyleDotMe strives to transform the future of retail shopping with the help of the latest technologies like augmented reality and much more.
Mitu Samar, Founder	Eminence Mumbai eminenceonline.in	This reputed consultancy firm works with both businesses and individuals to build, establish and protect their reputation.
Naiyya Saggi, Founder	BabyChakra Mumbai babychakra.com	An eCommerce service company focusing on providing unique consulting services that have had an impact on how Indian families raise their children.
Neha Arora, Founder	Planet Abled New Delhi planetabled.com	A revolutionary company providing accessible travel solutions and leisure excursions for people with different disabilities.
Niharika Verma, Co-Founder	Bonorganik Bangalore bonorganik.in	Starting their operations with just organic baby wear, Bonorganik has developed into India's first and world's largest twinning outfits retailer.

**Dr. Amruta Suchak:**  
Strategic Healthcare Management Consultant, Motivational Speaker, Entrepreneur, Healthcare Operations & Management Expert

**Awards and Achievements**

- Awarded among 20 most courageous Business Women to look for 2020 by Global magazine.
- Award of Excellence for Best on Site Signage Approach to healthcare quality management in India of Mumbai in 2019.
- Prestigious Women's Achiever in Vidarbha Award in 2018.
- Awarded for Strategic Healthcare Consultant in Singapore Healthcare Conclave in 2015.
- Gold medalist in Masters in Business Administration from Pune University in 2007.
- Gold medalist in Bio Tech in 2002-05 from Nagpur University.

**Dr. Amruta Suchak**  
WOMEN'S CONSULTANTS

**Dr. Amruta Suchak**  
Founder, K-Linq Healthcare Business Consultancy

recognized by Consultants Magazine as  
ConsultantsReview 20 MOST PROMISING  
**WOMEN'S CONSULTANTS 2020**

This annual listing of '20 Most Promising Women Consultants - 2020' represents not only the commitment of the featured women leaders to bring in a difference in business with their ideas but also recognizes their enthusiasm to change the world around them.

Deepshikha Singh  
Managing Editor  
Consultants

# AWARDS & ACHIVEMENTS

- Awarded as Best Healthcare Consultant in Times Business Award, 2021 by TOI & ET.
- Superwomen Award for Excellence in Healthcare Business Consulting by My FM 94.3, 2021.
- India's Top 20 Women Consultants, Consultants review magazine, 2020.
- Healthcare Industry Expert, Times of India, 2019.
- Prestigious Women's Achievers, Vidarbha Award, 2018.
- Six Sigma Approach to Healthcare Quality Management in India, Excellence for Thesis, Mumbai.
- Strategic Healthcare Consultant, Singapore Healthcare Conclave, 2015.
- Gold medalist in MBA, Pune University, 2005.
- Gold medalist in Bio-Tech, Nagpur University, 2002-05.





# THANK YOU!

for your valuable time.



Delivering healthcare expertise...!

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