



# Corporate Review & Business Update 2017

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Diversified IT &  
Healthcare Group

Global leader in IT Products  
for Short Term Lending incl.  
PayDay Loans

Point of Sale, Online &  
Mobile Credit Service  
Organization

First Generation  
IIT/ IIM  
Entrepreneurs

Public Listed:  
VIRINCHIBQ

50 app Healthcare Mobility  
Ecosystem Platform

Over 1 mn  
Clinical Data of  
Hospital Patients

1000 seater, 200,000 sft own GDC,  
300,000 sft hospital, 70,000 sft  
City Center Dev Park, 200 seater  
New Jersey corporate office

Fast growing Indian  
Corporate Hospital  
chain– 800 beds  
operational at 3 locations

Over 1200 resources  
with over 200 IT  
consultants in the US

End to End Hospital  
Information System  
(HIS) with ~100 installs

Deep Delivery Capability in  
Mobility, Cloud and  
Predictive Analytics

Over 80,000 healthcare  
resources to be trained in  
Govt of India partnerships

# Vision & Mission

*To be a Global Technology-led-Business Innovator in Healthcare & Financial Domain*



## Financial Technology

- **“To build Globally Inclusive Solutions”**
- Over 15 mn short term loans, including payday loans, to sub-prime customers
- Proprietary machine learning credit underwriting tools
- Soon to be launched ‘downloadable credit card’ in India together with leading banks & NBFCs

## Healthcare

- **“To serve a Billion Patients”**
- Existing 800 bed facilities across 3 locations in Hyderabad, to grow to 5000 beds in 5 years
- Leading HIS/EMR solution with 100+ installs
- Healthcare Ecosystem mobility solution to target 1 mn Integrated Healthcare Providers





## Annuity based IT Products & IT Enabled Business Services



[www.qfund.net](http://www.qfund.net)

Qfund is a technology leader in the short term mortgage industry, managing around 5000+ POS and online installations transacting around \$20 bn annually in the U.S.



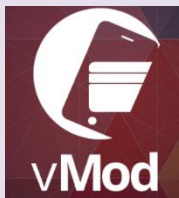
[www.ksoftglobal.com](http://www.ksoftglobal.com)

KSoft Systems Inc. is a 400+ person, consulting and technology services company, serving clients in the Life Sciences, Healthcare, Telecom, Logistics, and Insurance Industries.



[www.payez.biz](http://www.payez.biz)

PayEZ is an innovative Point of Sale Credit Service IT Platform to provide lead sourcing, loan generation, machine learning underwriting, lender aggregation and integrated loan servicing for consumer loans



[www.vmod.mobi](http://www.vmod.mobi)

Instant mobile overdraft set-up and point-of-sale credit marketed as Downloadable Credit Card for Indian market

## Healthcare Delivery & IT Enabled Business Services



[www.virinchihospitals.com](http://www.virinchihospitals.com)

Virinchi Hospitals owns and runs state of art multispecialty hospitals in India. The hospitals are unique delivering advanced medical technology & sophisticated IT / mobility driven patient care



[www.v23.mobi](http://www.v23.mobi)

V23 is a unique mobility platform with over 50 healthcare apps connecting the patients and providers across the outpatient ecosystem



[www.learn.virinchi.com](http://www.learn.virinchi.com)

Virinchi Learning is a leading Healthcare skill development organization working together with NSDC, Govt. of India to upskill up to 80,000 Healthcare Workers across hospitals & biotechnology services



[www.research.virinchi.com](http://www.research.virinchi.com)

Virinchi Combinatorics and Systems Biology aims at developing a comprehensive program for population health management through aggregated analytics on biomarkers and clinical outcome

# Group Infrastructure

State of the Art Infrastructure across multiple locations in India & US



US Corporate HQ, Edison , NJ



Global Delivery Center, Hyd

## Key Balance Sheet Assets

- Land: 11 acre campus at Hakimpet in Hyderabad with 1000 seater, 100,000 sft , Global Delivery Centre
- 500 seater, 50,000 sft City Software Development center
- 50,000 sft Training center, spread in 5000 Sq. meters at Hyderabad
- IDC hosting hardware farm at San Francisco, California

Dallas Office,  
TX

Nashville  
Office, OH

DR Center,  
Atlanta, GA



Data Center Farm, SFO, CA

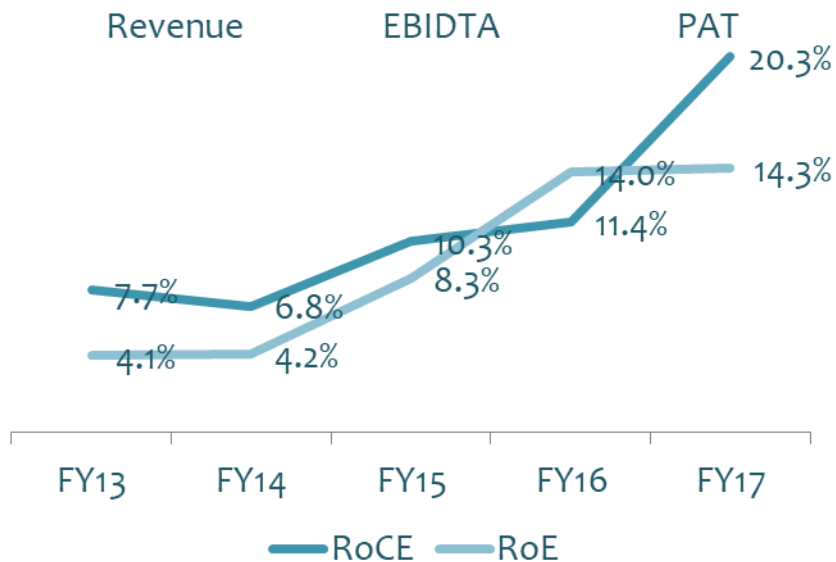
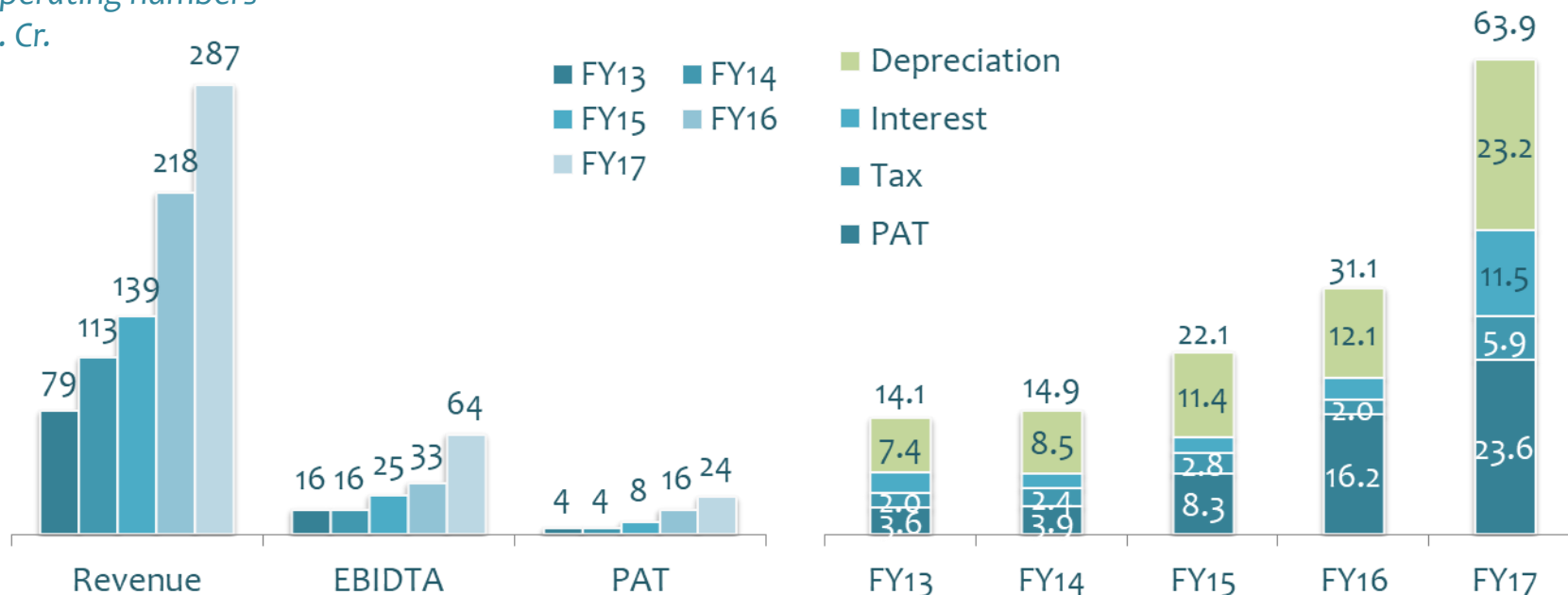


600 bed Hospital, Banjara Hills, Hyd

# Consolidated Financial Performance

**Sustained 30% growth in Revenue with a Diversified Asset Portfolio**

All Operating numbers  
in Rs. Cr.



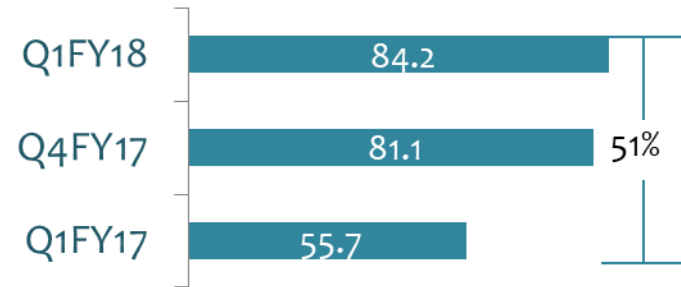
## FY 2016-17 Summary

- 30% revenue growth to Rs. 287 cr. IT Products – Rs. 90 cr., IT Services – Rs. 136 cr., Healthcare – Rs. 51 cr.
- 90% EBIDTA YoY growth, 46% PAT growth
- Total Debt = 103 cr.; EMI commitment = 8.4 cr. p.a.
- PAT (24 cr.) + Dep (23 cr.) = Cash (47 cr.) growing at 65% YoY. Cash = 6 times EMI
- Asset Light hospital to be cash positive this FY
- Guidance of 320-340 cr., 700 operational hospital beds and cash generation of Rs. 75 cr.
- Current MarCap of Rs. 275 cr, P/E = 11

# Q1FY2018 Analysis

All Operating numbers  
in Rs. Cr.

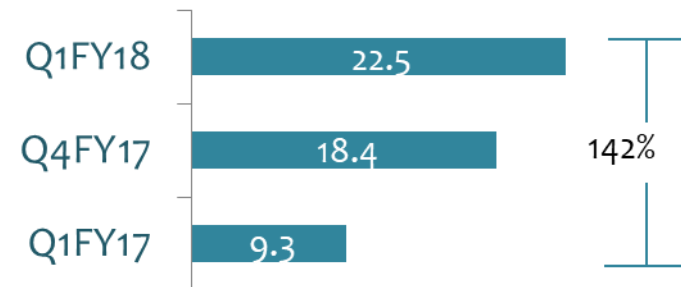
## Income



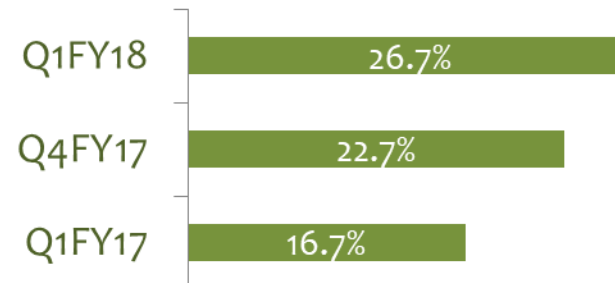
## EPS



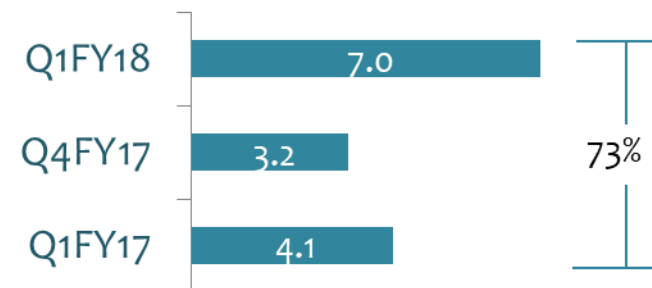
## EBIDTA



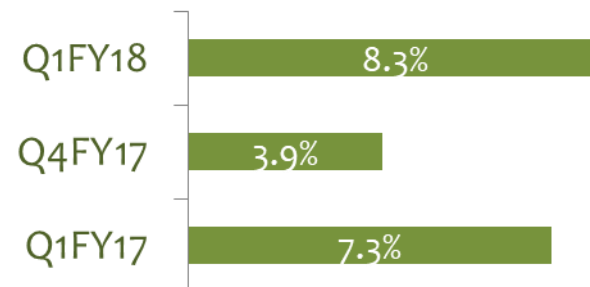
## EBIDTA Margin



## PAT



## Net Margin





# Recent Major Awards

## *The Times Health Care 2017 Award for the Telugu Speaking States*



Emerging Hospital of the year in Multi-Specialty Hospital category



Best Hospital – Radiology, Best Hospital – Nephrology  
7 Individual Doctor Recognitions

## *State of Telengana Award 2016-17*



Best in Revenue among the IT SMEs for the year 2015-16

## *HYSEA 2017*



Best Indian IT SME for the year 2015-16 by Hyderabad Software Exporters Association 9

# Promoter & Management Team

## Vish Kompella

Founder - Promoter



- IIT Madras,
- First Generation Serial Entrepreneur with multiple investments in IT, Hospitals, Education, Life Sciences and Social Enterprises



## Satyajeet Prasad

CEO

- IIT Kharagpur, IIM Lucknow, GE Healthcare
- Co-Founder Asclepius Consulting
- Six Sigma Expert
- Industry thought leader in Healthcare Delivery



## Vishal Ranjan

Group Head, New Businesses

- IIT Delhi, IIM Calcutta (Rank Holder)
- Management Consultant at A.T. Kearney
- Co-founder Asclepius Consulting
- 15+ years of healthcare process technology & consulting



## M V Srinivasa Rao

Group President

- BE – ECE (OU), IIMA
- 18+ years with Deloitte Touche Tohmatsu India, in-charge of the Hyd consulting practice for 11 years
- 24 years in management consulting , Strategy & operations and corporate finance



## Neeraj Kumar

Head, US Business Development

- IIT Delhi, IIM Lucknow, CFA
- Director Strategy, AXA Worldwide (London & New York)
- Global project implementation at PwC
- Co-founder Shear Web Technologies , [www.bigvyor.com](http://www.bigvyor.com)

# Annexures

- **IT Products & Services**
- **Healthcare Delivery & Services**

# Global. Inclusive. Business Solutions

*IT Business Focused on Scalable Products for Global Markets*



***ADDITIONAL HEALTHCARE & FINANCIAL PRODUCTS***



# Contents

- **IT Products & Services**

- Qfund

- PayEz

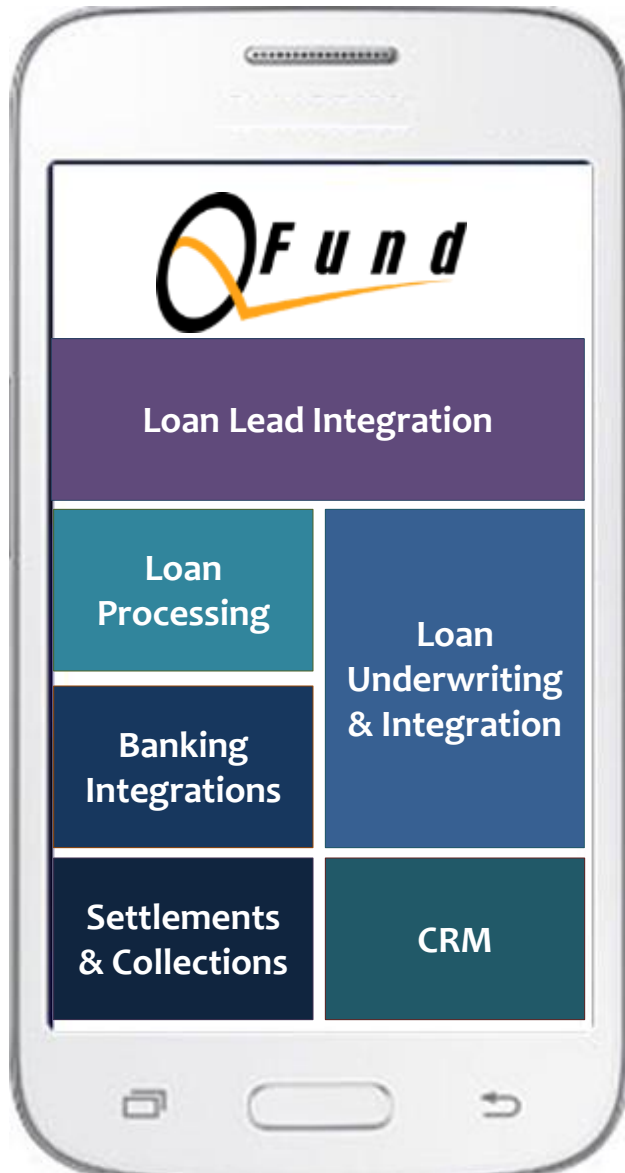
- vMOD

- KSoft

- **Healthcare Delivery & Services**

# Qfund: Flagship Lending Management System

Global Market Leader in Lending Management Solution for Retail Micro Credit Industry



\$ 12 bn new loans p.a.



12 mn borrowers growing @ 7%



20,000 lender stores, incl. multi-billion listed companies

## "The Small Dollar Loans"

Pay Day Loans

Line of Credit

Installment Loans

Pawn Loans

Auto Equity Loans

Check Cashing

Online Loans

Hybrid Loans

- ~5% of all Short Term US Lending is through Qfund
- Monthly ~450,000 loans are processed amounting to ~ USD 225 mn in value

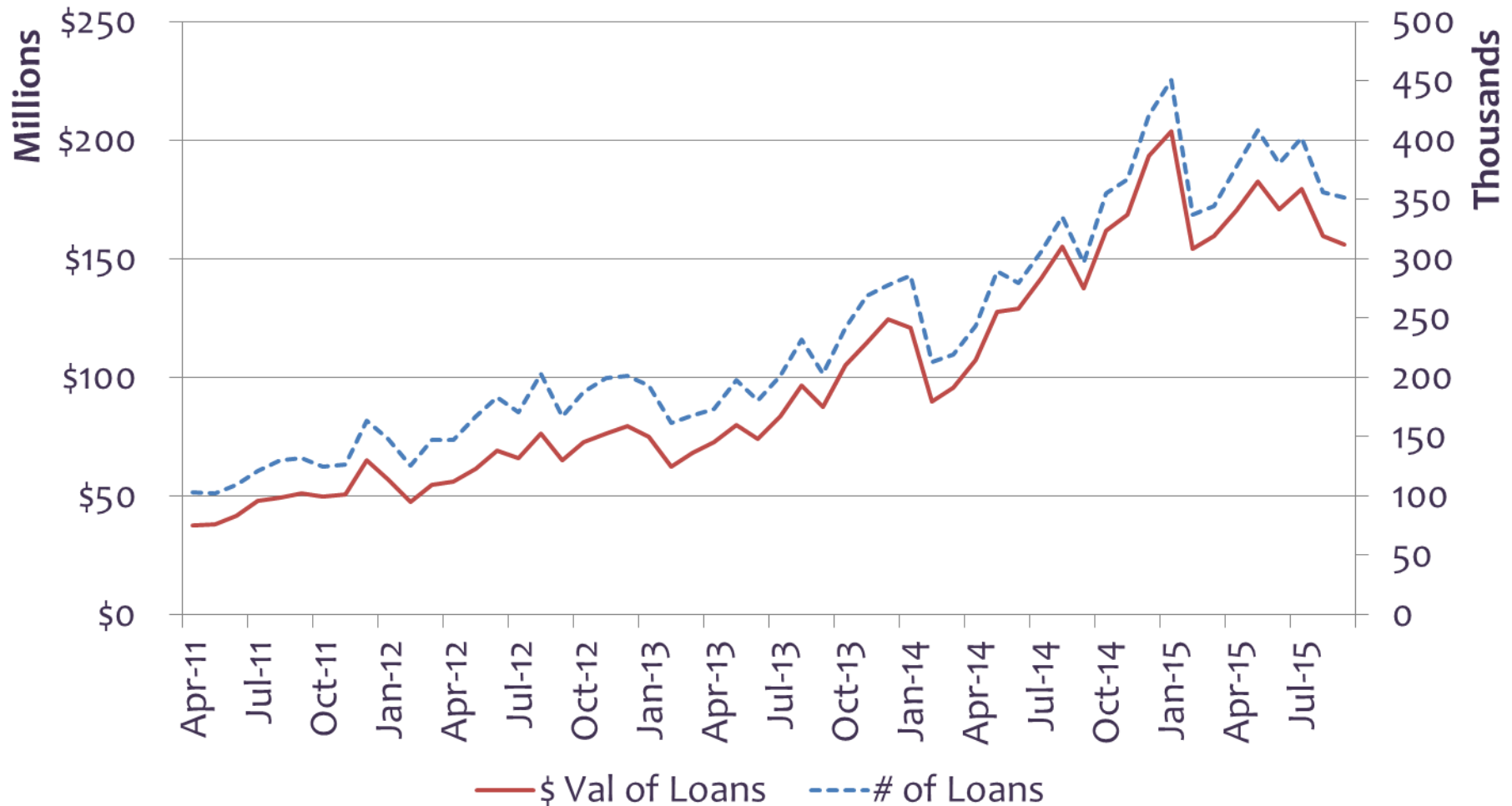
There are more Payday Outlets than McDonalds stores in the US<sup>1</sup>

Source: (1) CFPB, March 2014, CFPB PayDay Lending Report March 2014

# ~5% of all Short Term US Lending is through Qfund

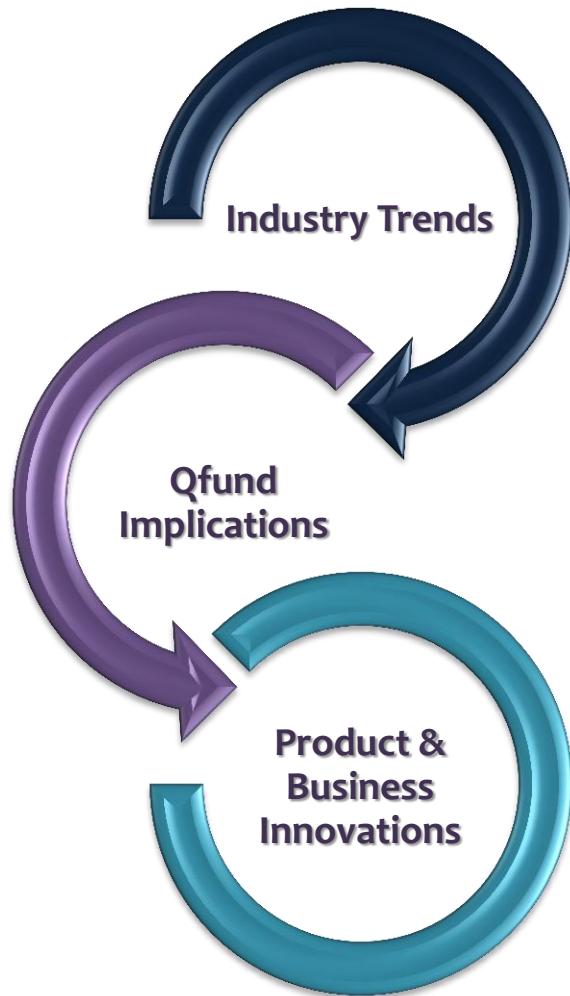
*Significant Growth Opportunity Exists while consolidating the Leadership Position*

## Monthly Loans Processed through Qfund



# Heavily Regulated Industry lead to Evolving Strategies

*Continued regulatory oversight lead to shifting goal posts, creating Innovation Entry Barriers*



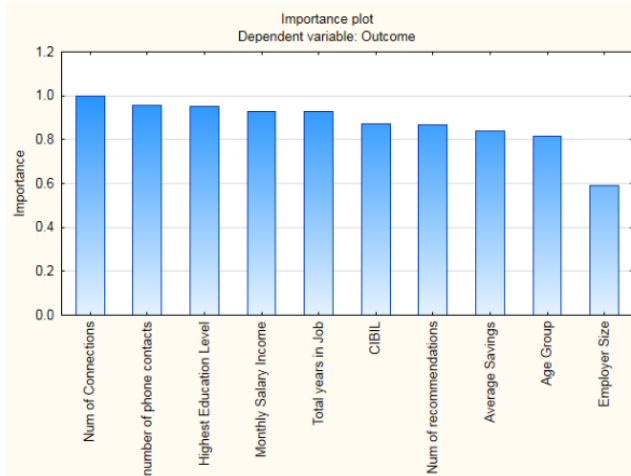
- CFPB revised regulations on refinance, APR and Lenders' Profile lead to Industry innovations on products and business models
- Increasing consolidation bringing scale and efficiencies amongst lenders
- Increased online lending while coexisting with store front models
- Renewed focus by lenders to chose “appropriately profitable customers”
- Agile product with configurability to adapt varied business models
- Industry SMEs to advise customers on appropriate models & technologies
- Mission Critical cloud infrastructure to support distributed operations
- Coexisting models for online, offline and hybrid lending on single identity
- Aggregated online data integrations with sophisticated underwriting tools
- Expanded product line – Pawn Loans, Line of Credit, Instalments
- Increased product depth with configurability to evolving regulations
- Built machine learning underwriting tools to support heuristics decisions
- Increased product integrations to provide single window customer data
- Developed lighter product version for small store footprint customers
- Sophisticated mobility enabled business intelligence dashboards
- Expanded product footprint across related consumer lending segments



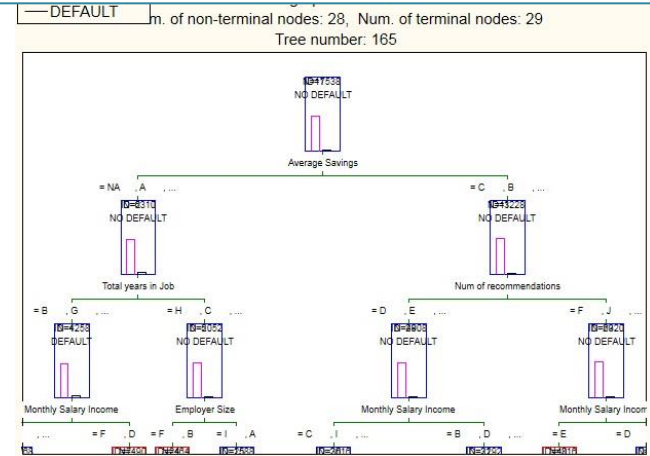
# Sophisticated Machine Learning based Underwriting

Predictive tools on credit quality executed over 15 mn loan transactions

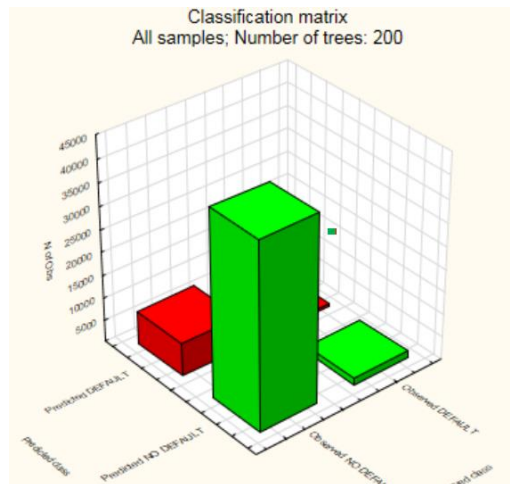
## Analyse Alternate Credit Metrics for Predictor Importance



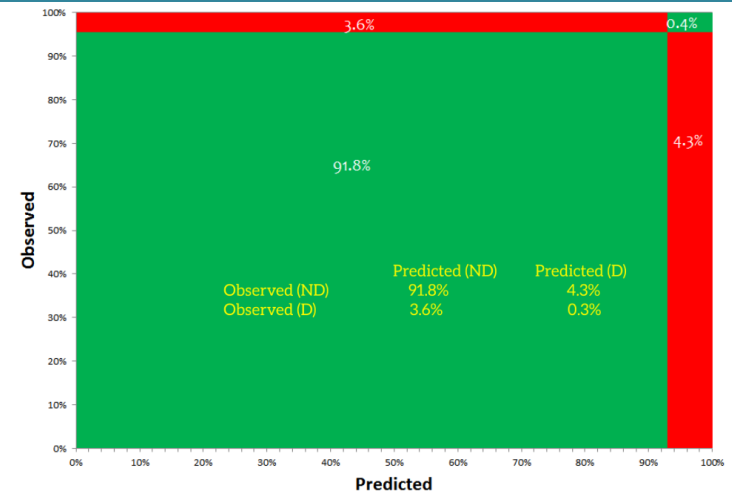
## Apply Data Science Tools to Create Decision Trees



## Iteratively improve model accuracy on Existing data

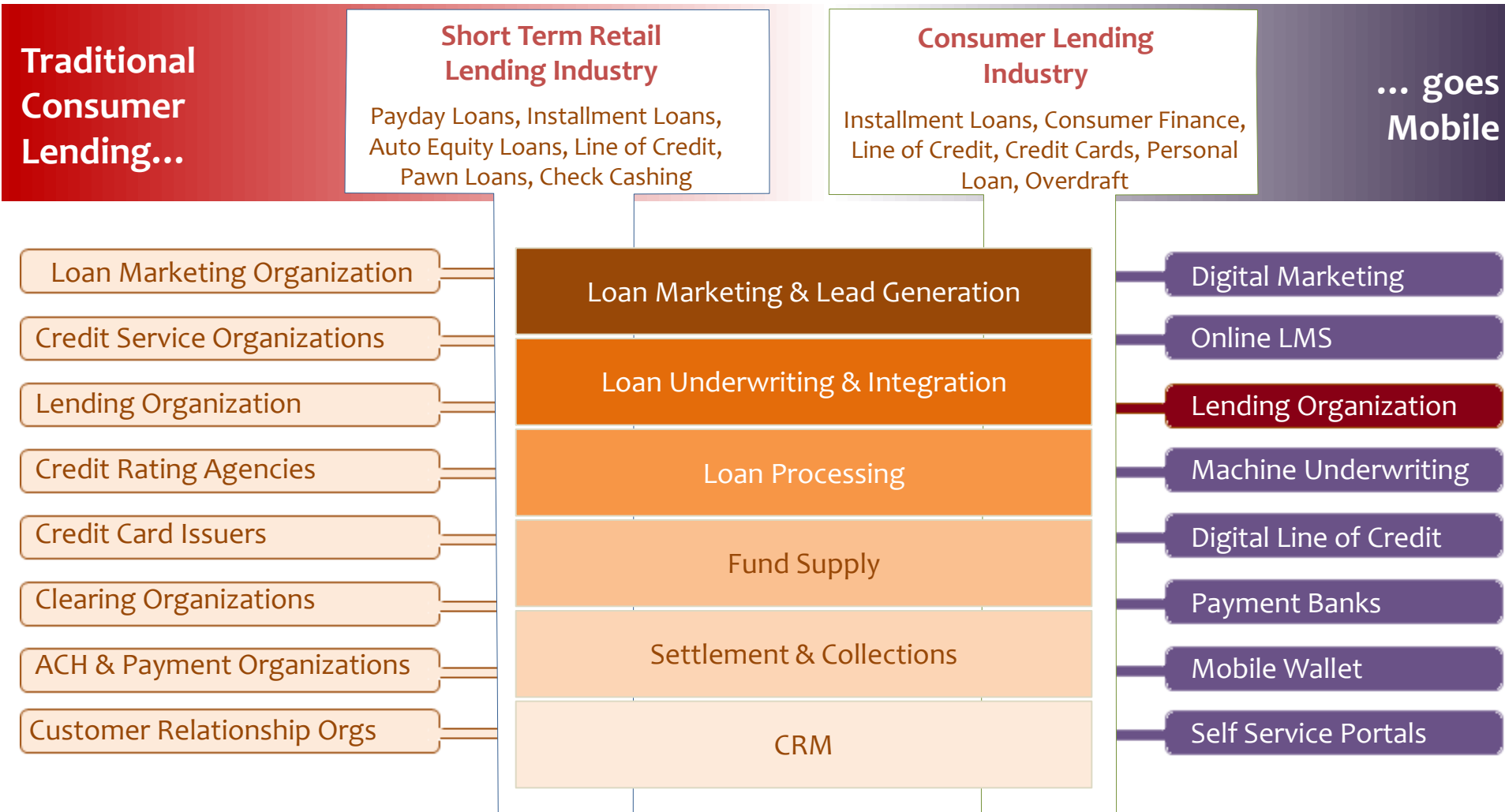


## Sufficient data can lead to 90%+ predictive accuracy



# Expand footprint across Retail Lending by PayEz & vMOD

*Technology already replacing critical parts of the Lending Value Chain*



*Virinchi aims to leverage and expand its Product Suite to offer Select Digital & Mobility services across the Entire Lending Value Chain for the Mainstream Consumer Lending Industry*

# Contents

- **IT Products & Services**
  - Qfund
  - PayEz
  - vMOD
  - KSoft
- **Healthcare Delivery & Services**

# PayEz – Point of Sale Consumer Financing

*Sophisticated real-time uncollateralized consumer financing for online and offline purchases*

## How it Works?

1

**Customer to opt for converting a POS purchase into installment payments**

PayEz appears as an alternate payment option for Credit Card/ Debit Card for online payments. Offline payers to use portal/ mobile app

2

**Online Credit Check and Loan Eligibility assessment through a wide third party ecosystem and sophisticated credit scoring analytics**

Installment payments for loans from \$500 to \$10,000 over 3 to 24 months tenure

3

**Pre-Qualified Loans and Credit Score electronically sent to Lender Pool for instant APR quotes/ approvals. Lenders to cherry-pick online loan applications**

Finance cost borne by Consumer or discounted by merchant. Lender to charge subsidized APR for lead source. Integration/ validation/ ACH cost borne by PayEz

4

**Customer to choose the approved Tenure-APR Program and conclude purchase**

Next day settlement to Online/ Offline merchants . Direct ACH based collection process – no credit card/ service charges transaction needed



# Consumer Finance @ PayEz

*Current options are often bureaucratic and delayed with credit check & collateralization*

What works?

Online/ Offline Consumer



- Instant loan – 6 to 24 EMI for >\$500 spend. No need for credit card to be used for installments. No credit limit usage
- Non collateral high value expenses – vacation/ hobby lessons/ expos etc.
- Online Paper work/ Credit Check for both online and offline purchases
- Additional option of ACH transactions instead of CC/ Debit card only

SME Merchant



- Consumer finance & ACH payment option increases customer options
- Sales pitch improves for turning any large purchase into manageable EMIs
- Increase sales and offer special incentives ('0% finance options') previously available only to large companies
- Sophisticated on-spot credit check & ACH integrations for paperless transactions

# Best-in-Class proven Integration Ecosystem

A real-time uncollateralized consumer finance tool requires a robust online integration ecosystem

## Why it works?

### Risk Assessment/ Underwriting



### Payment Processor/ Gateways



### ID Verification



### ACH Processing



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# Post 8/11, Digital Currency is a National Opportunity

*Significant “Goldilocks” conditions aligned for inflection of Digital Currency*

**250 MN**  
Smartphones

**1 BN**  
Aadhaar Numbers

**750 MN**  
Bank Accounts with KYC

**28 MN(!)**  
Credit Cards

Demonetization – Govt pushes digital currency

PayTM crosses 100 mn accounts

UPI-BHIM Payments Cross 300 MN Install

Small Merchants need Digital Payment Modes

eSignature Accepted by RBI

Digilocker for All Government Documents

Aadhaar linked KYC & Bank Account

Digital Bank Statement Analysis

Stronger Credit Bureau Reporting

# vMOD – Downloadable Credit Card

Aggregating multiple fintech services, initially targeted to 1 mn **Healthcare** Customer Base

## Integrating Fintech Services Ecosystem



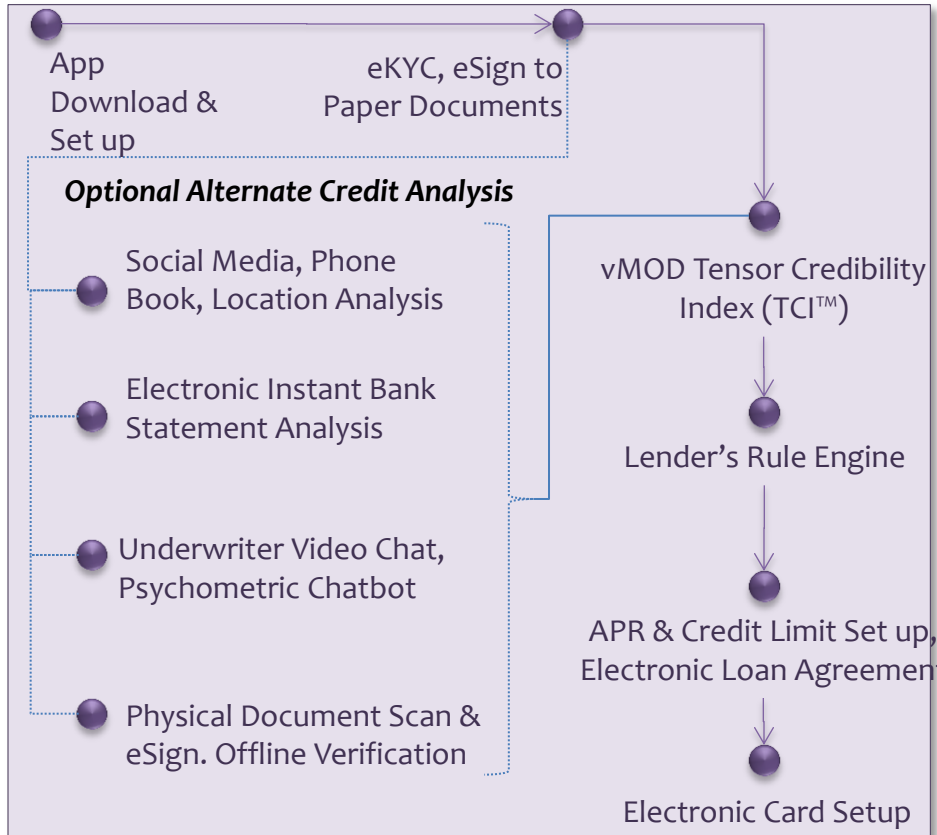
- Instant Credit Activation
- Risk Based Credit Pricing
- Small Ticket Credit Limits
- Alternate Credit Metrics
- Merchant Independent
- Bank & NBFC Aggregation
- Omni Channel Payments
- Existing Healthcare Network
- Machine Learning Tools
- Aadhaar based eKYC
- Instant Bank A/c Analysis
- Existing Healthcare Customers



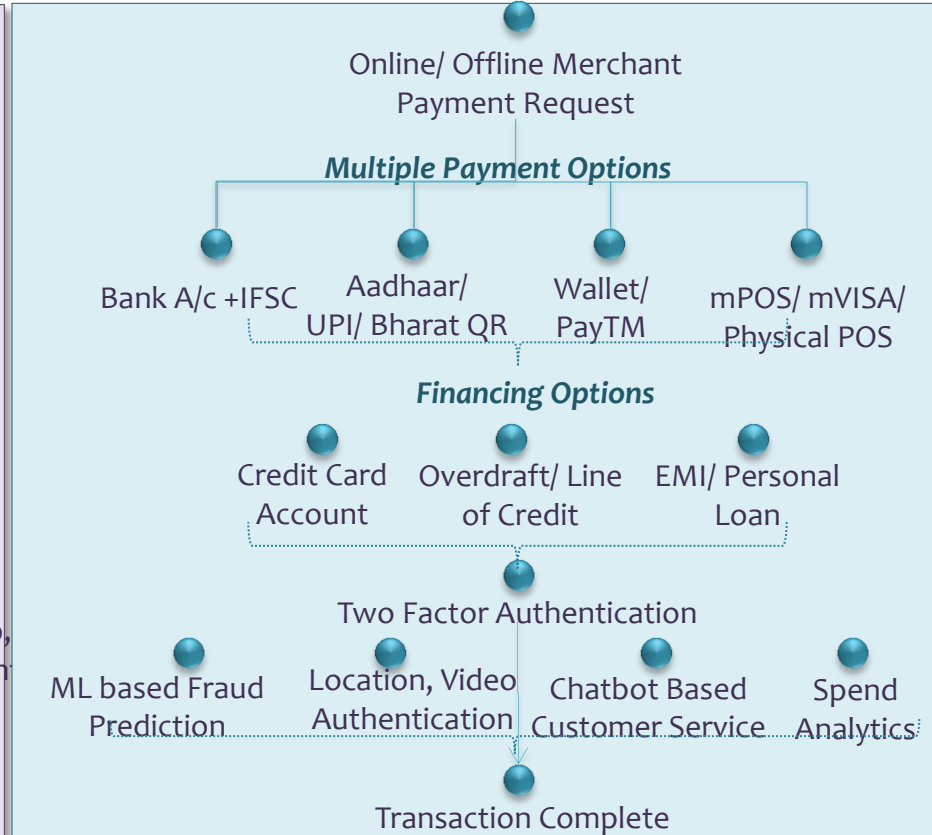
# End to End workflow on Mobile

*Sophisticated & secure integrations across ecosystem allow mobility seamless experience*

## ORIGINATION



## USAGE



- Instant mobile credit card set up & Point-of-sale credit settlement on the mobile app
- Paperless documentation for Credit Card generation - Aadhaar based KYC, Digilocker linked ID proof, two-factor authentication for e-sign, electronic bank statement
- Merchant settlement through UPI gateway, minimize intermediaries
- AI & Predictive Analytics for underwriting and spend insights

# vMOD – Alternate Credit Score (TCI™)

Over 200 parameters integrated through Machine Learning framework to predict credit behaviour

## Tensor Credibility Index

### cash

Monthly Salary Income  
Monthly ATM Withdrawal  
Monthly Online Payments  
Monthly Credit Card Payments  
Monthly Investments  
Monthly EMI  
Monthly Big Ticket Payments  
Monthly Other Transfers Out  
Monthly Other Transfers In  
Monthly Average Balance  
Calculated Savings CIBIL etc.

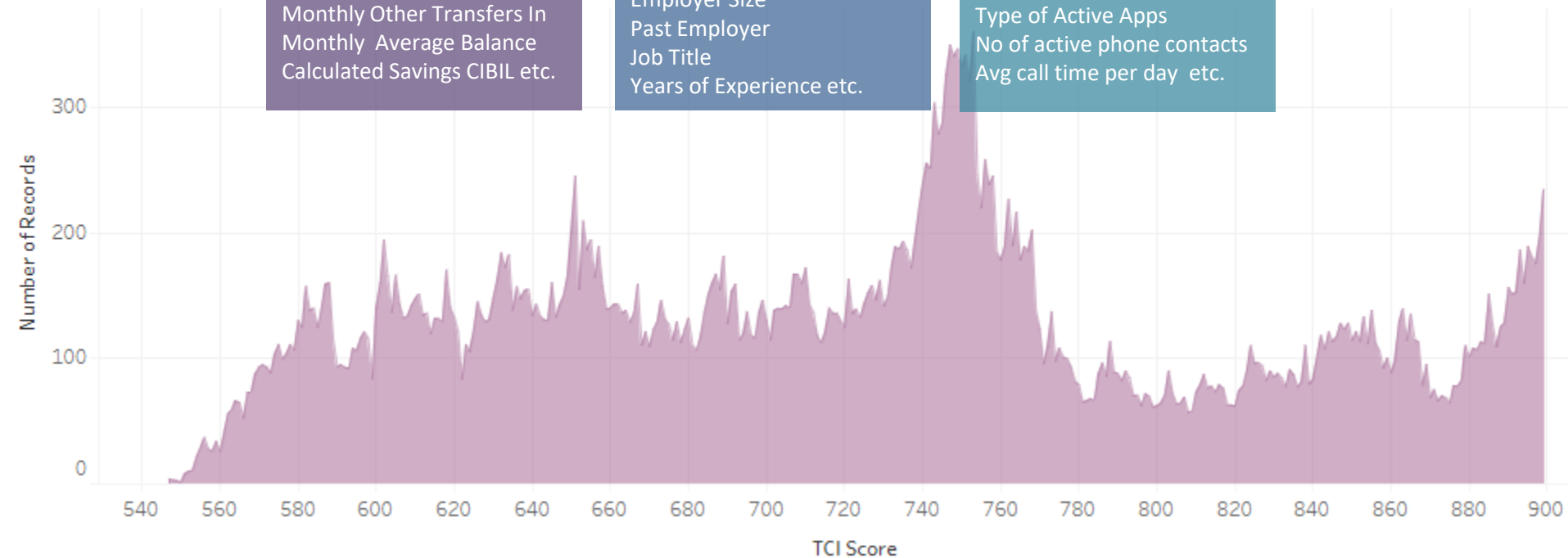
### demographics

City Grade (Metro/Tier1/Tier2 etc...)  
Age  
Gender  
Highest Education Level  
Education  
Institute Name  
Past Education Institutes  
Employer Name  
Employer Size  
Past Employer  
Job Title  
Years of Experience etc.

### social

No of Facebook Friends  
No of Facebook posts  
No of tagged places  
No of Facebook tagged posts  
No of LinkedIn connections  
No of LinkedIn recommends  
No of Twitter Followers  
No of Twitter posts  
Type of Phone  
Type of Active Apps  
No of active phone contacts  
Avg call time per day etc.

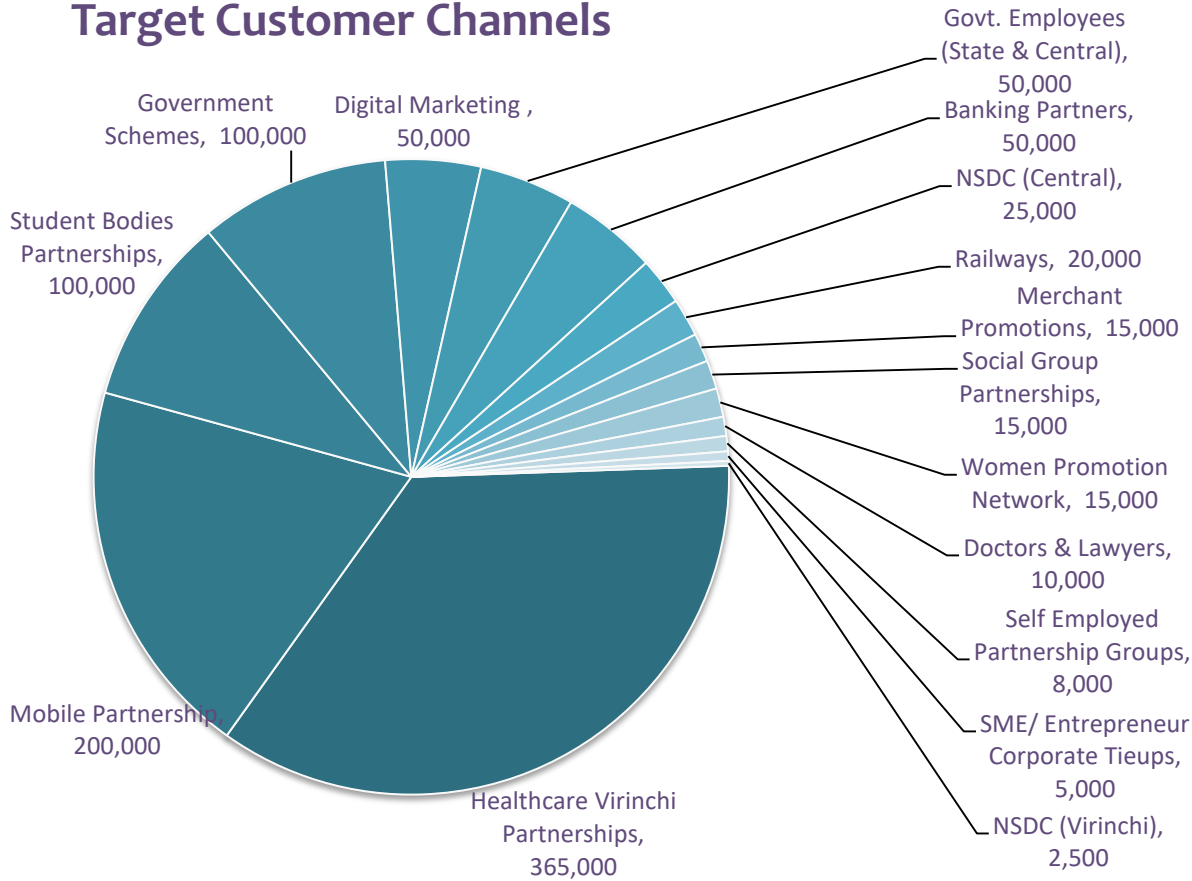
TCI Aggregate



# Near Prime Customers

2.8 cr Credit Cards, 78 cr Bank Accounts ; Cost to Originate Credit Card Customer > Rs. 4000

## Target Customer Channels



- Credit Partnerships with leading Bank and NBFCs with aim to expand unsecured lending market
- Go-to-market plan built around direct sales to large customer groups (employees of an approved organization)
- Direct Customer access through Healthcare footfall and allied Healthcare product ecosystems
- Multi channel Marketing campaign to include direct customer communication
- Positioned around convenience and digital currency campaign

# Annexure

- **IT Products & Services**

- Qfund

- PayEz

- vMOD

- KSoft

- **Healthcare Delivery & Services**

# Fast Growing full services IT Portfolio

Competency built around High Quality Onshore and Offshore Personnel

## KSoft IT Services

Packaged Product Implementation



Testing & Maintenance Services



Staff Augmentation



Cloud App Dev/  
Migration



Data Centre  
Hosting Services



Business  
Intelligence  
& Analytics



Outsourced  
IT Services



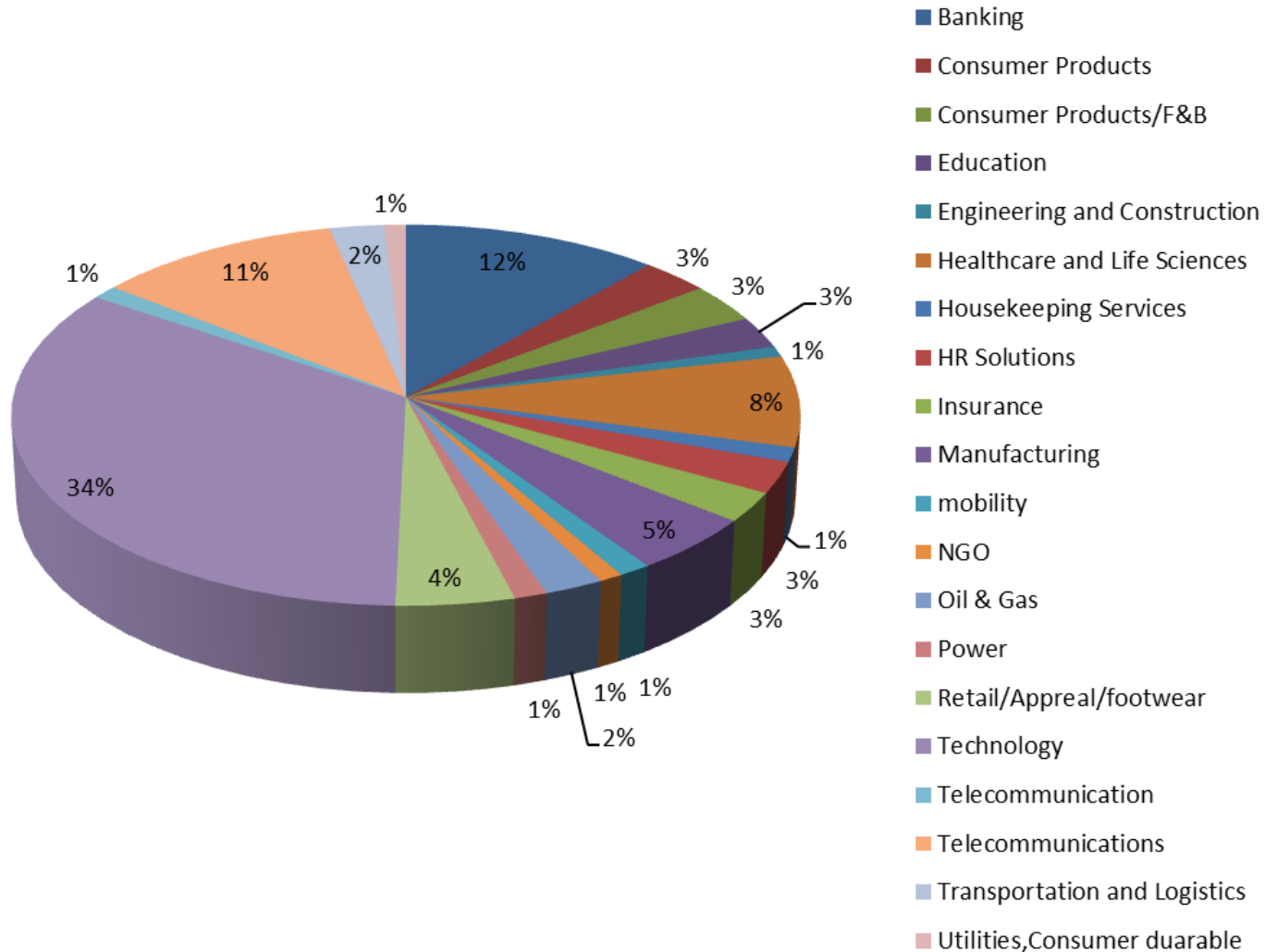
Digital Marketing  
Services



Enterprise Mobility  
Solutions

# Well Diversified Client Mix

*Technology, Telecom & Banking clients contribute > 50% of revenue*





# Focus on six competencies



*Business Development built around product and domain based sales*

## Focus Area

### SOCIAL

- Digital Marketing
- Social Management



### MOBILITY

- Healthcare
- Enterprise Mobility
- Games
- CRM



### ANALYTICS

- Life Sciences
- Financial Services
- Business Intelligence
- Predictive Tool



### CLOUD

- Deployment & Migration
- Managed Services
- Embedded Enterprise Apps
- App services



### PACKAGE PRODUCT SERVICES

- SAP/ SAP HANA
- Oracle
- App Development



### APPLICATION SERVICES

- Enterprise Integration
- Maintenance & Support
- Code/ Quality Services
- Testing



## Goals

### DEVELOP PRODUCTS

- Mobility
- Predictive Analytics
- Business Intelligence
- Enterprise Products



### BUILD SCALE

- Onshore Local Hires
- Onshore H1 travel
- Offshore Delivery Team



### ANCHOR CUSTOMERS

- Specialized Domain Services
- Large Scale Migrations/ Implementations
- Enterprise Product Suite



# Annexures

- **IT Products & Services**
- **Healthcare Delivery & Services**

# Underserved Healthcare Opportunity

Increased **Access & Affordability** to Formal Healthcare Systems drive sustained growth

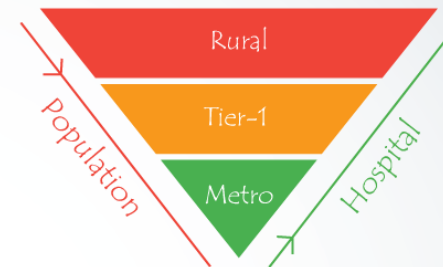
Underpenetrated &  
Private Spend  
limit healthcare access

84%  
private  
spend

3 beds  
/1000

Need 12 beds for  
every 1000 people

Metro centric Tertiary care created  
Inverted Pyramid Supply



Public Healthcare  
Education  
limited talent pool availability

20%  
of doctors  
are available

Increased  
awareness &  
regulation drive  
healthcare quality

Increased income  
lead to higher  
healthcare spend

Wider healthcare  
infrastructure  
improve  
accessibility

Medical tourism  
presents  
international  
accreditations

## Healthcare Strategies

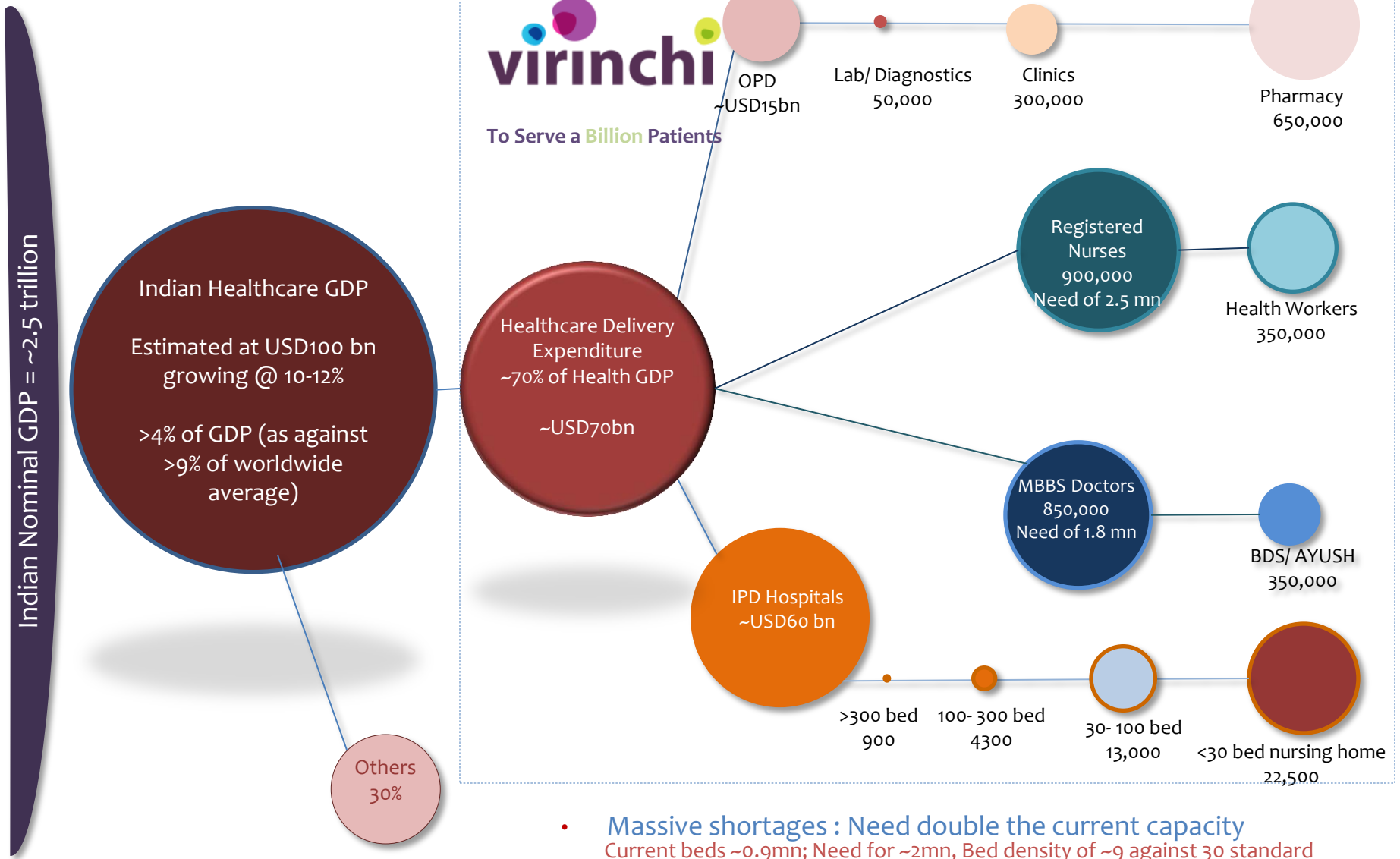
**I**NNOVATION in  
healthcare delivery  
necessary for  
scale benefits

**I**NVESTMENT in  
Healthcare talent  
necessary for  
distributed deliveries

**I**NFRASTRUCTURE  
that is light - needed  
for replicability

**I**NTEGRATED  
crowdsourced healthcare  
delivery model leapfrogs  
access

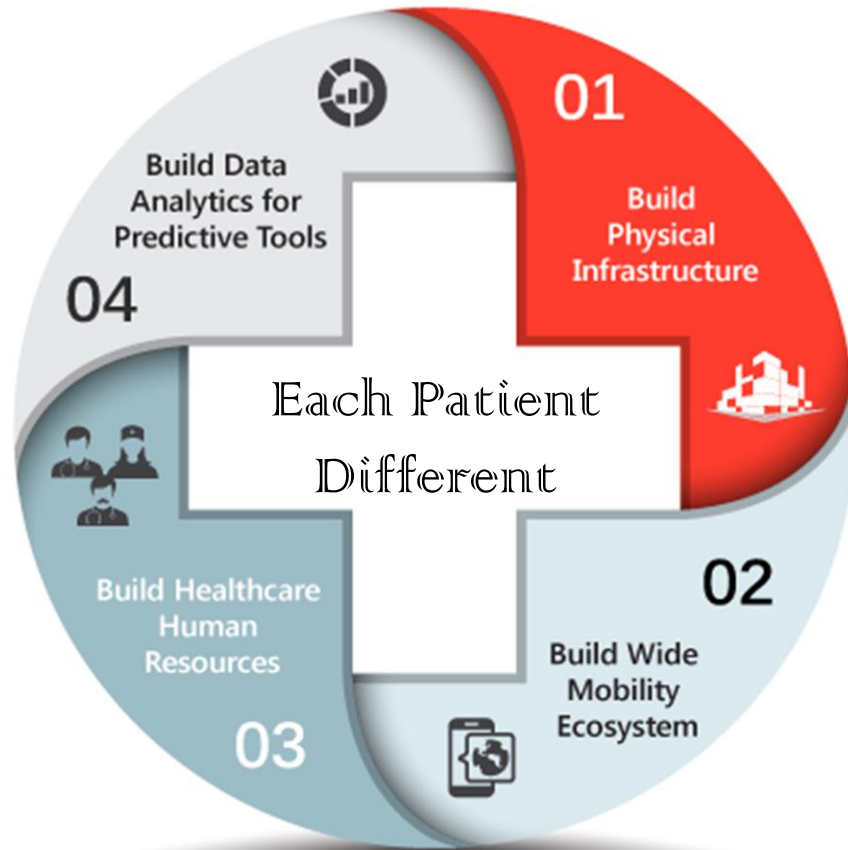
# Brick & Click Healthcare Delivery Ecosystem



- **Massive shortages : Need double the current capacity**  
 Current beds ~0.9mn; Need for ~2mn, Bed density of ~9 against 30 standard

# Four-Pronged Healthcare Delivery Strategy

To serve a **BILLION** patients



Asset Light Physical Hospital Infrastructure to scale from existing 800 beds to 5000 beds

Strong mobility backed business processes for replicable and scalable patient experience

Build 'the widest healthcare mobility ecosystem'. Open API for new developer partnerships

Provide free cloud based Clinic Management, Lab Management, Hospital Information System

Work with Government Departments to offer free Mobility Network Services & achieve volume

Provide trained workforce to healthcare providers for managing healthcare delivery

Create quality transaction data and electronic medical records through ecosystem

Develop machine learning predictive tools to build data backed healthcare analytics vertical



# Annexures

- **IT Products & Services**
- **Healthcare Delivery & Services**
  - **Virinchi Hospitals**
  - **v23 Health App**
  - **vLearn NSDC Program**
  - **Virinchi Combinatorics**



# Virinchi Hospital, Banjara Hills, Hyderabad

PARTNERSHIP OF HUMANITY  
WITH MEDICINE



BEST EMERGING  
MULTI-SPECIALTY HOSPITAL

BY TIMES HEALTHCARE AWARDS 2017



600 beds, Four Towers, 350,000 sft

Landmark location @ Banjara Hills

C.O.N.N.E.C.T.™ Super specialities

140 critical care beds, 11 OTs, 2 Cath

# Market Positioning on Science & Technology Innovations

*Alignment across Architecture, Operations, Equipment & Branding*



**Cell Correct**  
*Life Sciences Innovations*

**How Matters**  
*Process Innovations*

**V-Connect**  
*Widest Mobility Innovations*

**Patients & Patents**  
*Doctor Focussed Innovations*

## **C.O.N.N.E.C.T.™ Specialties**



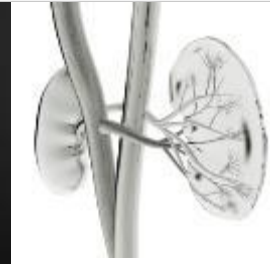
**Cardiology**



**Orthopedics**



**Neurology**



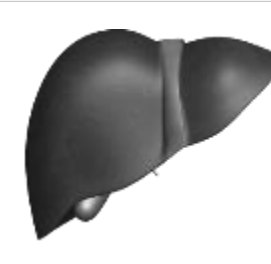
**Nephrology**



**Emergency**



**Cancer Care**



**Transplant**

# Cross Delivery Model Innovation

## Business Model Innovation

- Highest Capital Efficiency
- Scale Benefits across Delivery Chain
- IT-Driven Cost Control
- Full Time Senior Medical Team on Salary
- Population Data Partnership - AADHAAR
- NSDC for High Patient Provider ratio

## Healthcare Delivery Innovation

- Mobility backed Medical Devices
- Color Changing Dressing
- Robotic Interventions
- Ingestible Sensors
- Image Guided Minimal Invasive Surgery
- Rapid Diagnostics Kits

## Healthcare Tech Innovations

- Personalized Preventive Healthcare
- Public Health Evidence Based Treatment
- Clinical Collaboration Tools
- Targeted Therapy
- 'Functional' mobile-medicine virtual visits
- Inter-Disciplinary Therapies

## Medical Science Innovations

- Gene Therapy
- Clinical Trial Drug Availability
- Stem Cell Growth
- Regenerative Medicine
- Xenograft/ GEMM models for in-vivo study
- Genomics based Preventive Care

## Marketing Innovation

- Own/ Partner Hospitals & Outreach Centres
- Mobility app & Patient Portal
- Accountable Care Organization
- Analytics and focused Patient CRM
- Mobility based Doctor Referral Network
- Leadership in Content Marketing

## Process Innovation

- Technology Integrated Ecosystem
- IT enabled Checklist based Processes
- Digital Targeted Medical Literacy
- Patient Centric IT enabled Processes
- Cross Chain Patient Identity Integration
- Payment Integrations

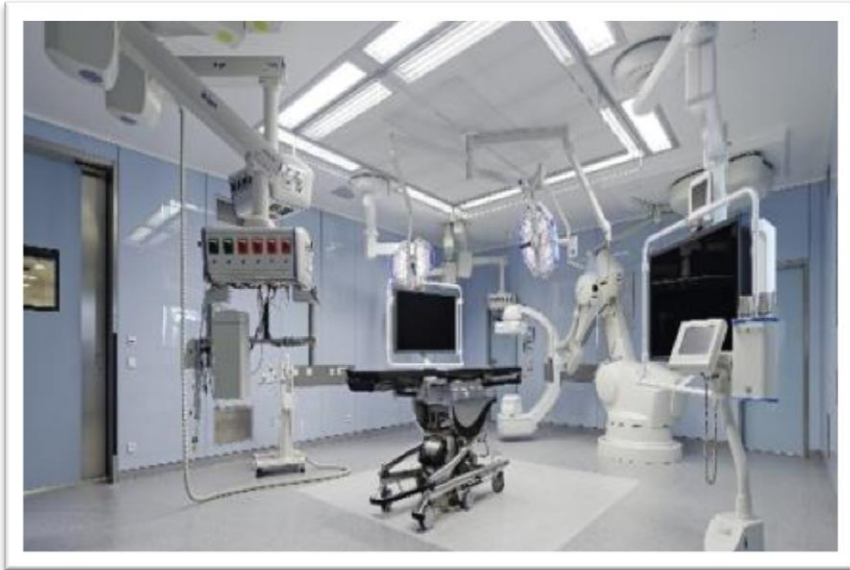
## Multi-Dimensional Patient Engagement



# Eleven Operation Theatres, One Forty ICU Beds

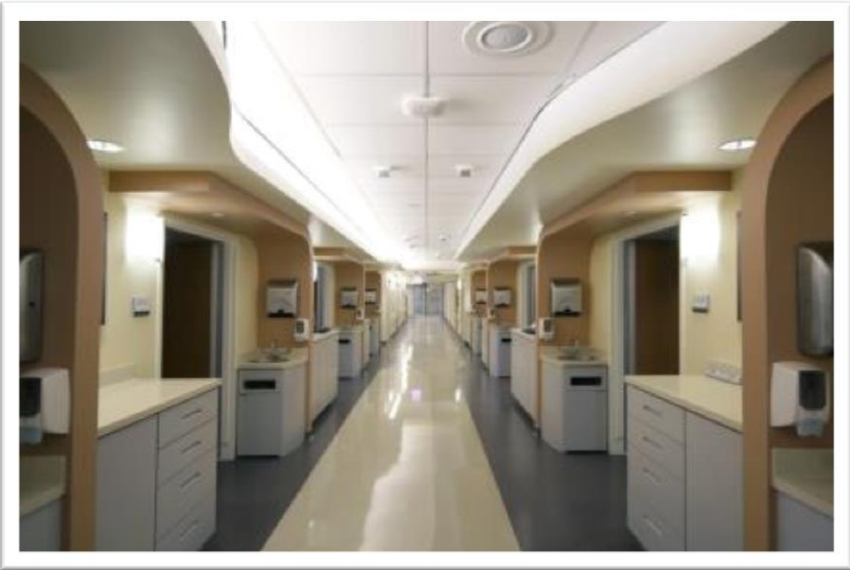
*Higher share of Facilities commensurate to Super speciality focus*

## Integrated OT-CSSD-Transplant Complex



- Amongst the Largest OTs in the Industry
- Laminar Flow with Highest Luminosity OT Lights and Specialized OT Tables
- Specialized OT equipment dedicated to each OTs
- Sterile corridor distinctly separate from Dirty Corridors

## Class 100,000 Clean Room ICU



- 100% Digital Critical Care with integrated mobility and bed side device interface
- 100% Infection Isolation across all Medical ICU beds with separate Step Down ICU
- All Critical Care Beds on a single floor to limit man-material-methods exchange



# State of Art Diagnostics with Global Leading Technology

*All Equipment procured with an eye on Imminent Medical Innovation*

**3 Tesla MRI**



**Spectral 128 Slice**



**PET CT with Clear.Q Image Reconstruction**



**Ceiling mounted Cath Lab with IVUS & FFR packages**



# Best in Class In-house HIS System—proven over 100 hospitals

Forms the backbone EMR & HIS for paperless IT system

## Clinical information system (CIS)



Clinical integration



Clinical documentation



Orders



Patient monitoring



Device data integration



Clinical decision support

## Electronic medical record (EMR)



- Past and present history
- Problems and complaints
- Allergies
- Diagnosis
- Investigations
- Flowsheets
- Vitals data
- Surgery notes
- Medications

Pre-admission

Admission

History & Physical

Examination

Provisional diagnosis

Investigation

Diagnosis

Treatment

Monitoring

Discharge

Post-Discharge

## Hospital information system (HIS)

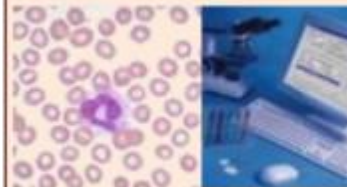


Admission discharge transfer

Billing & finance

Material & inventory

## Lab information system (LIS)



Lab tests

Lab reports

## Radiology Information System (RIS)

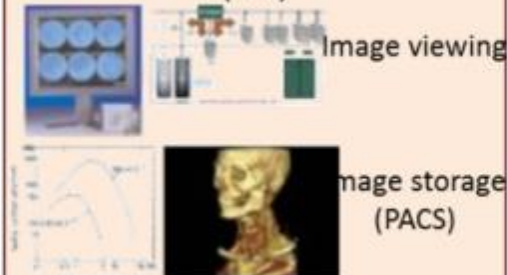


Image viewing

Image storage (PACS)



# Healthcare Services: Delivery through Information Technology

*Comprehensive Mobility Portfolio –unparalleled in Industry*



Video Consultation



Download Lab/  
Radiology Report



Cell Correct Game



Live Healthy



Hospital Facebook / Twitter



Participate in  
Survey



Videos & Tools



Specialties



Find a Doctor



Virtual Tour



Find a Health Coupon



Directions



Report an  
Accident



Chat Online



Contact Us



Ask a Question



Vaccination  
Reminder



Set a Reminder



Download Bills



Generate Estimate



Book An  
Appointment



Book a  
Health Check



Download Discharge  
Summary



Give a Feedback



Make Payment  
Online



Register Online

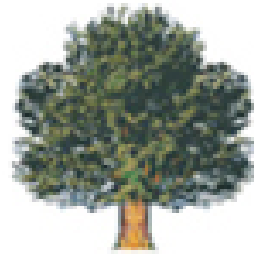


Gift Health

**In-house Mobility Expertise leveraged to Provide unmatched Patient Experience**

# Bristlecone – Budget Brand with loyal Patient Base

*Merged with Virinchi in FY 2016-17*



**Bristlecone  
Hospitals**

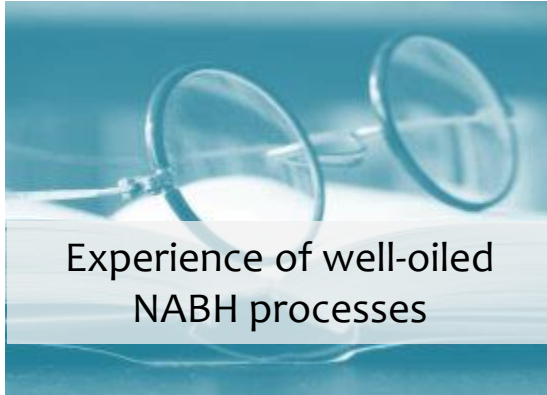


Two fast growing hospitals adding  
to 200 beds

State-of-art medical infrastructure

50,000 satisfied patient base  
served by over 100 Doctor-panel


Strategic locations in old city &  
busy highway



Experience of well-oiled  
NABH processes



>500 payers & city-wide  
referral partnerships



Economies of Scale of  
existing Hospital Chain

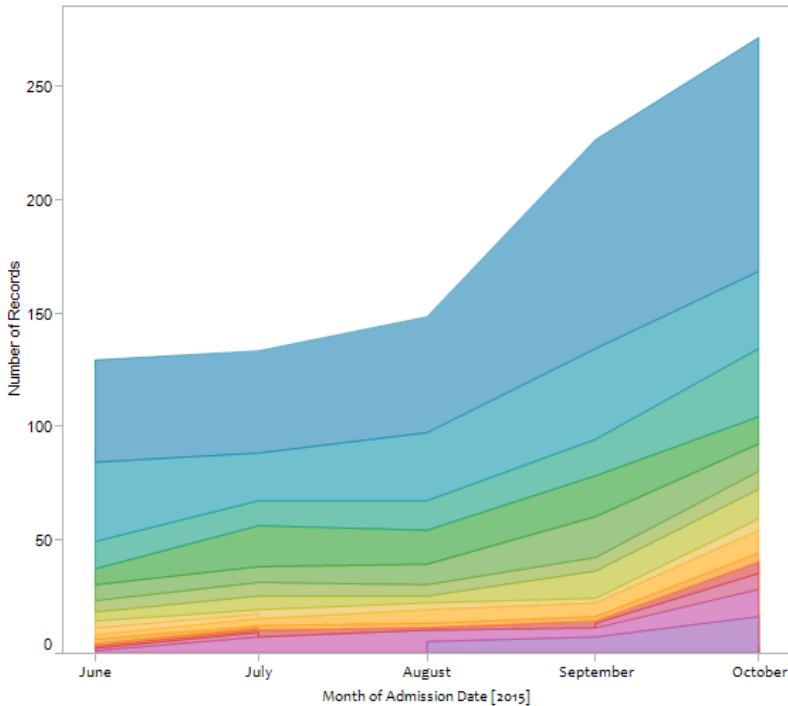


400 Trained Employees, 100  
Doctors Team

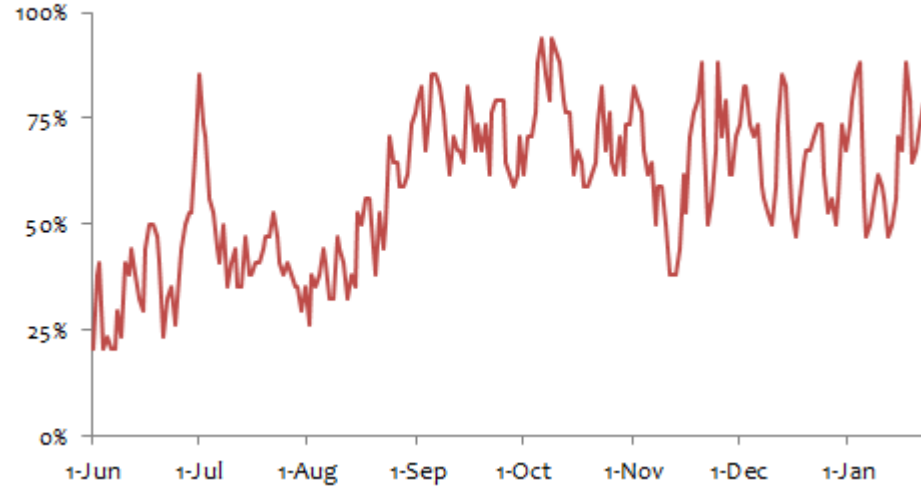
# Bristlecone has delivered strong operating metrics

50,000+ patients, 80% average occupancy

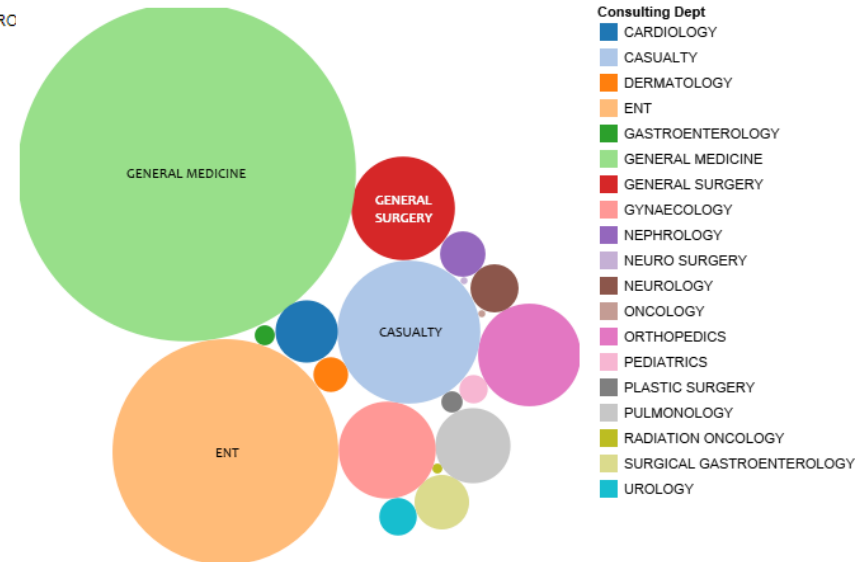
Number of surgeries per month



Average Occupancy



Department wise Outpatients  
(Relative scale-12 months data)



# Annexures

- **IT Products & Services**
- **Healthcare Delivery & Services**
  - **Virinchi Hospitals**
  - **v23 Health App**
  - **vLearn NSDC Program**
  - **Virinchi Combinatorics**

# Single Platform with ~50 Healthcare Apps

# v23

Mobility based Healthcare IT network of Patients & Partner providers





# Ecosystem approach for Healthcare Delivery



1. Appointment to Doctor/ Lab through **Patient app** & Make the Visit



2. Doctor completes consultation. Create Prescription on **Doctor App**.

3. **Patient app** to show prescription. Shows nearest Lab/ Radiology for tests



3.1. Lab/ Radiology completes the tests. Result / PACS/ report automatically upload to **Lab App**

4. Orders pharmacy for home delivery through the **Patient App**

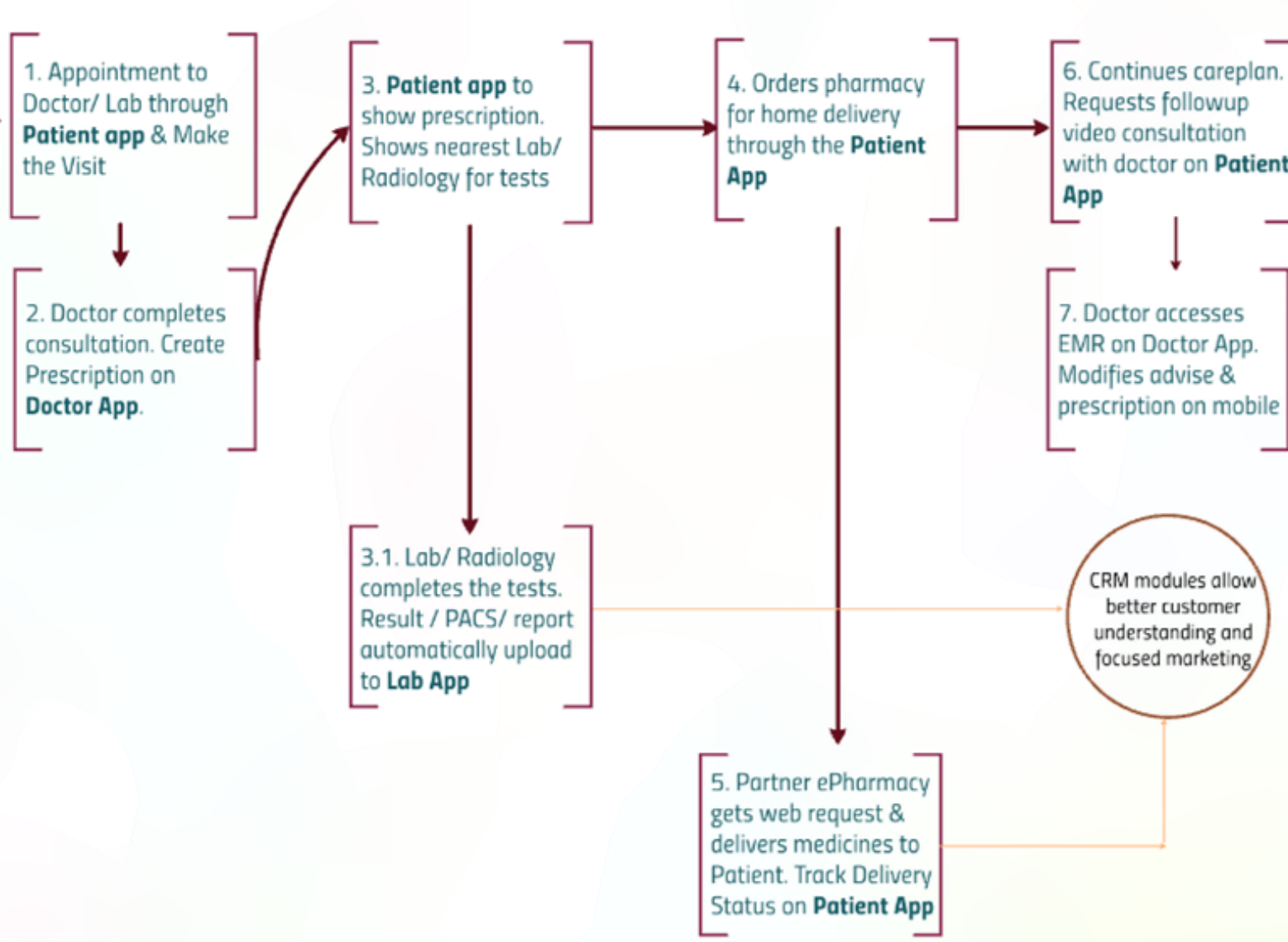


5. Partner ePharmacy gets web request & delivers medicines to Patient. Track Delivery Status on **Patient App**

6. Continues careplan. Requests followup video consultation with doctor on **Patient App**

7. Doctor accesses EMR on Doctor App. Modifies advise & prescription on mobile

CRM modules allow better customer understanding and focused marketing





# Existing HIS, LIS, RIS, Clinic ERP to be offered free

Currently Healthcare ERP is fragmented from Rs. 10,000 to Rs. 50,00,000 for different providers

v23

FIND CARE.  
SEARCH THE BEST DOCTORS  
OR FACILITIES NEARBY

UPLOAD, ACCESS AND SHARE  
ALL YOUR HEALTH RECORDS  
IN DOCUMENT VAULT

EASY FOLLOW-UP WITH  
VIDEO CONSULTATIONS

PAY ONLINE, PERFORM  
ACTIVITIES ON APP,  
GAIN HEALTH COINS

v23<sup>+</sup>

BECOME A REGISTERED HEALTHCARE  
SERVICE PROVIDER. BE PART OF A  
BIGGER ECOSYSTEM

CONNECT ANYTIME, ANYWHERE  
WITH YOUR PATIENTS VIA  
VIDEO CONSULTATION

BETTER FREE CLINICAL  
MANAGEMENT SYSTEM  
WITH MODULES SUCH AS  
MY APPOINTMENTS

REFER PATIENT AND/OR  
GET REFERRALS

## Ecosystem Approach for Healthcare Delivery

# Annexures

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# Healthcare Services - Learning

## Virinchi Learning



### NSDC funded project to upskill healthcare workers

- Govt. of India funded project to upskill Healthcare Workers in the Region
- Govt. of India laid course curriculum
- Courses ranging from OT nurses, Phlebotomist, General Duty Assistant, Diabetes Technicians etc.
- Strong mix of experienced faculty and hands on training in group hospitals
- State of Art Learning Management Solution for self learning and monitor performance
- Over 80,000 hospital staff to be trained and upskilled over next 10 years, Over 1000 staff in the next 12 months.
  - **Large pool of in house trained human resources creates strategic advantage**

#### Select Courses

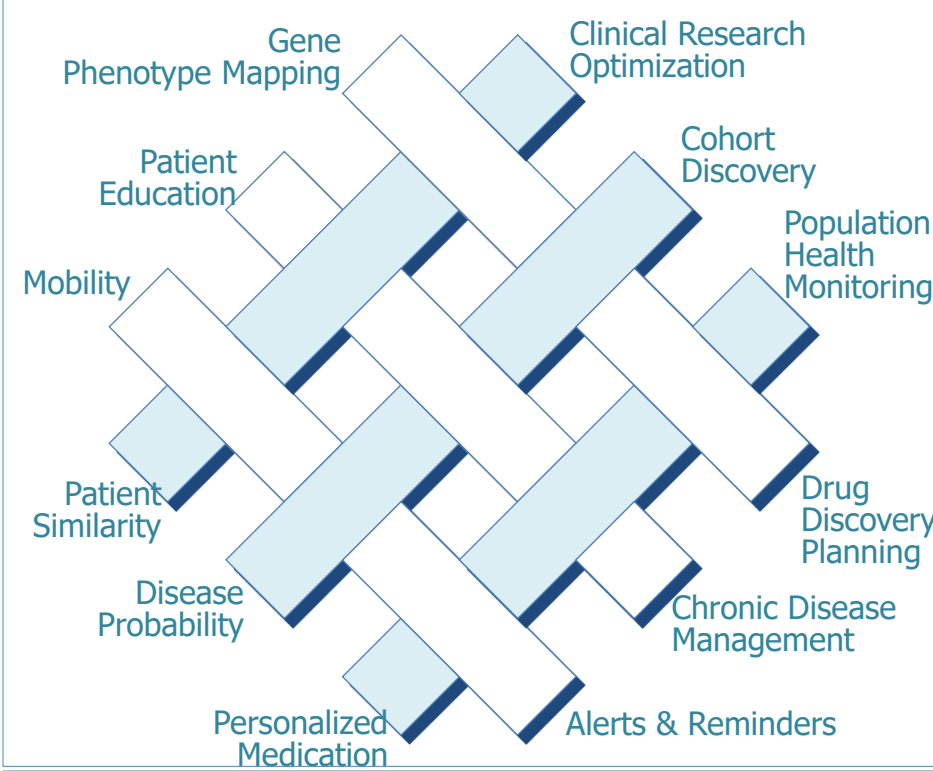
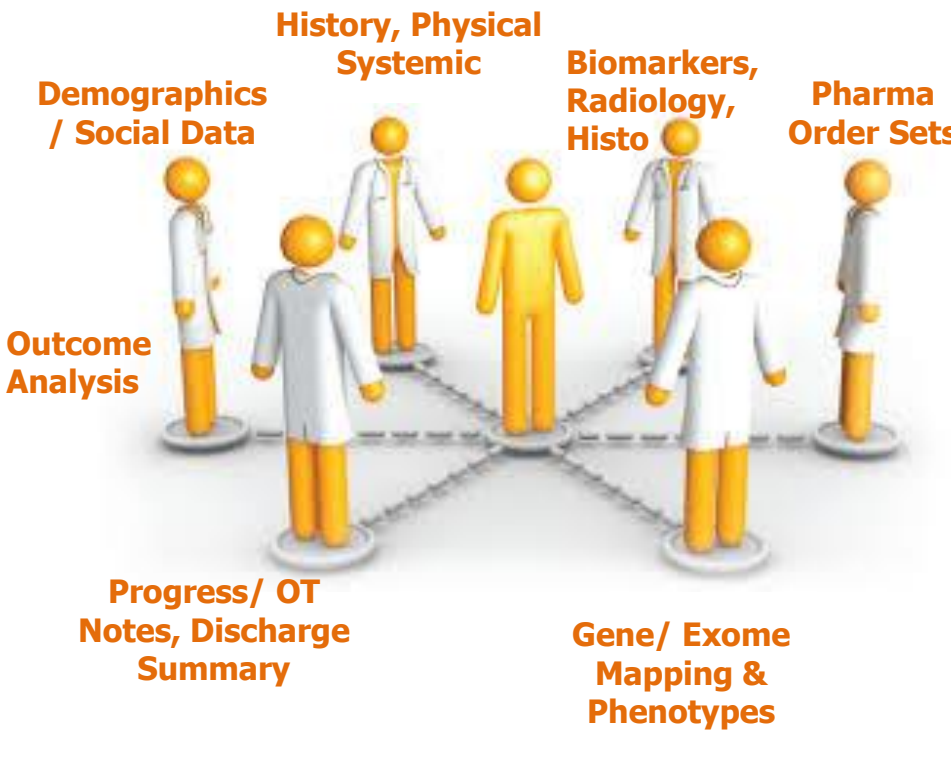
*OT Technician*  
*Anaesthesia Technician*  
*Dialysis Technician*  
*Diabetes Educator*  
*Cardiac Technician*  
*Emergency Medical Technician*  
*General Duty Assistants*  
*Blood Bank Technicians*  
*Dietician Technicians*  
*Assistant Physiotherapist*  
*Medical Equipment Technicians*  
*Radiology Technician*  
*Pharmacy Technician*  
*Medical Lab Technician*  
*Phlebotomist*

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# Patient Tensor based Research Approach – Redefining EBM in India

A Multi-dimensional Time Based Patient data Analysis drive Evidence Based Medication



- INPUTS**
- Comprehensive patient data management with Objective Based Data Capture
  - Sophisticated Machine Learning Algorithms with
  - Proven Medical NLP Algorithms , proprietary lexicons & unstructured data management
  - Inhouse Analytics group to monitor data quality

- OUTPUTS**
- Patient Cohort identification and monitoring
  - Phenotypes for targeted medication
  - PHM with Community/ Govt. Agencies
  - High Quality data for Clinical research
  - Integrated analytics delivery on Sophisticated Mobility Environment

# Contacts



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