



Management Consulting

Charak suite of Healthcare IT Products

Made To Order Software Solutions (MTOSS)

Implementation and Lifecycle Management



- End-to-end vertically integrated solutions
- Global expertise customized for the Indian Healthcare Industry
- Six sigma delivery and International quality standards
- World-class team of doctors, consultants and IT personnel

Corporate Office

No. 8, 1st Floor, 15th Cross, 100 Ft Ring Road,
J.P. Nagar, 6th Phase, Bangalore 560078.
Tel : +91 98800 46849, +91 80 4165 0200
email : contactus@asclepiusconsulting.com
Website : www.asclepiusconsulting.com

Improving Healthcare Delivery

Our Services

Management consulting

Asclepius Consulting helps hospitals and nursing homes improve performance by providing insightful and practical solutions across all issues concerning healthcare delivery, including delivery processes (admission to discharge cycle), material management, IT strategy, human resource management, finance management and customer acquisition. Our team specializes in business process redesign, de-bottlenecking, benchmarking, organization structure and business planning. We develop solutions to meet your specific needs and have a strong commitment to deliver tangible results.

Charak suite of Healthcare IT products

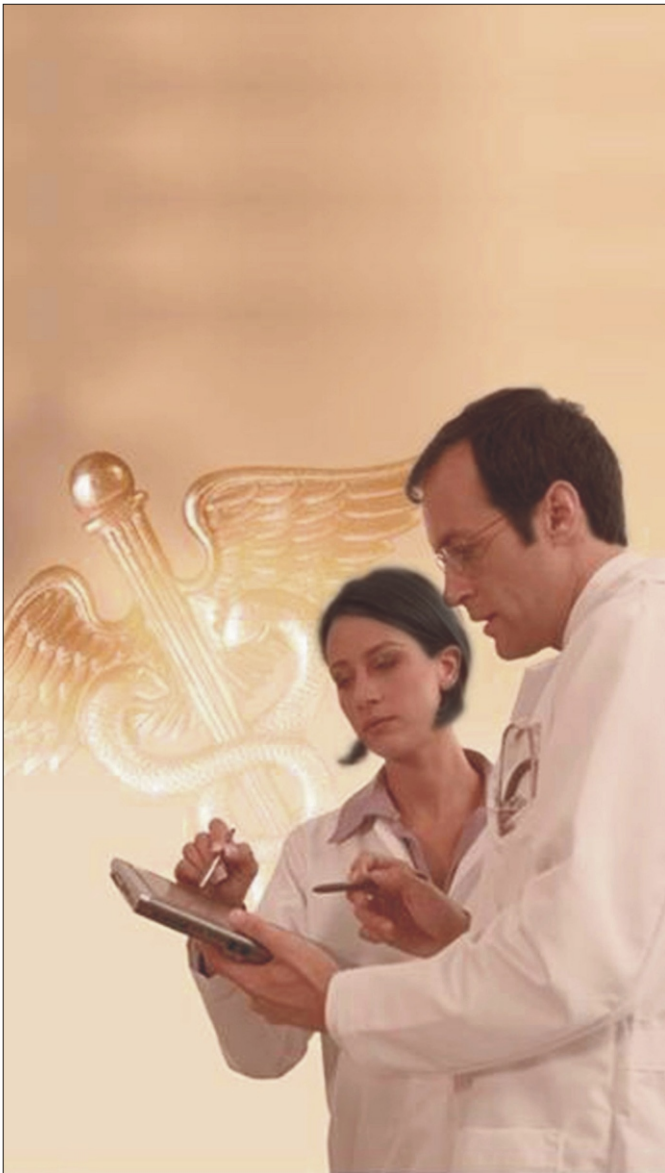
Asclepius has developed a world class suite of healthcare software products - called **Charak**. The Charak suite of healthcare IT products focuses on all areas of clinical care including electronic medical records (EMR), diagnosis, orders, care plan, charting, medication, lab interactions, radiology images, clinical protocols, etc. It has additional features to manage hospital administrative processes like patient and hospital resource scheduling, billing, inventory management, etc. This product is completely configurable and is modular in nature, Thereby serving as building blocks for solutions specific to your establishments requirements and workflow.

Made to Order Software Solutions (MTOSS)

At Asclepius, we know that every hospital is unique and it faces diverse challenges idiosyncratic to its environment. Should your hospital need in- depth solutions for a specific part of healthcare delivery, or need add on features beyond Charak, we offer MTOSS solutions to meet the specific needs of your hospital. Given our deep healthcare industry knowledge and expertise in IT delivery, the Asclepius team is uniquely qualified to undertake specific assignments - offering IT driven solutions to your hospital. Our team of world class developers and management consultants leverage extensive global best practices and technology to develop robust and innovative, yet *simple* solutions.

Implementation & Lifecycle management

One of the core values of Asclepius is to deliver tangible results creating significant value for our esteemed clients. Asclepius partners with you to hand-hold your organization through the IT implementation, conducts training program for your employees, configures the modular software product and assists you to enable change management across the organization. Our commitment to your hospital does not end with sale of the software - we ensure quick adoption and benefit realization. Our 24 X 7 help desk and long term service contract ensure that we continue to support your organization during the entire lifecycle of the solution and its implementation.



Asclepius Consulting: Your Success. Our Passion.

Asclepius is committed to help you excel - to serve more customers, to achieve better profits, to be at the forefront of technology, to be the preferred healthcare destination *always*. Asclepius believes in partnering with you towards a long term relationship, to help *you* succeed at every stage of your growth.

IMAGINE A SCENARIO WHERE...

...your doctors are not wasting time on administrative work; instead are able to monitor everything at the click of a mouse. Your doctors are not running to the patient to look at the bed head tickets; instead they are monitoring the electronic medical record remotely. Your physicians are not left waiting for their next case, as the scheduler is optimally allocating patients, rooms, devices and specialists. Your radiologists are not standing near devices, as the image viewer is supporting digital image transfer. Your lab orders are not being followed up, as the lab data is available at the click of a button. Your nurses know exactly when and what medication is to be given and the doctor is able to monitor it on his mobile phone. Imagine, always being able to treat your trauma patient at the 'golden hour'....

IMAGINE CHARAK.



Benefits to Patients

Improved patient safety: Practice guideline driven treatments, cross speciality integration and history availability reduce chances of error. Errors due to wrong medication, drug - allergy interactions, etc. are also minimized

Reduced cost of treatment: Reduced length of stay, minimal visits and no repetitive activities unnecessary tests

Remote Care: Remote prescription, monitoring, medication, consultation

Smaller waiting time: Optimal scheduling of resources across facilities - OPD, labs, radiology, etc.

Integrated care: Seamless information exchange across all hospital departments, specialities, physicians, labs, radiology, pharmacy, etc.

Data privacy: Sophisticated tools to protect patient privacy and allowing data access as per designated roles - doctors/ nurses/ specialists/ administration, etc.

Quick responses at 'Golden hour': Historic data availability allows quick response time in emergency situations

Benefits to Physician

Reduced administrative activities: Several administrative activities done automatically. e.g. lesser time spent on phone following up with lab for reports

Remote patient care: Information on bed-head-tickets, follow up on medicines, critical patients and care plan available remotely on laptops, mobiles, hand-held devices

Easy access to all clinical information: Demographics, history, diagnosis, care plan, medication, discharge instructions, etc.

Easy checks on drug and allergies interactions: Drug data bank includes preferred drugs, brand names, options, compositions, interactions, etc.

Leverage senior resources: Protocols and guidelines can be set by senior doctors to ensure adherence by junior doctors. Allows senior doctors to focus on critical patients while routine treatment is taken care of by junior doctors

Reduced waiting time: No time wasted, waiting for correct patient, reports, ORs.

Easier research: Electronic medical record (EMR) allows quick data analysis and rigorous clinical research

Benefits to Hospital

Loyal customer base: Patients prefer hospitals which 'know' them and have less number of unnecessary/ repetitive treatments

Higher revenue per sq. ft.: Better bed utilization, access to remote care, lesser patient waiting time. Integrated care allows lesser inefficiency. New patients attracted by scientific and predictable care

Higher referral base: Higher geographical reach, referrals tracked through systematic history keeping. Associated doctors contributing remotely

Improved billing: No lost bills. All elements of workflow - admission, orders, consultation, care plan - tracked in real time and scientifically billed

Increased utilization: Efficient scheduling reduces waiting times and removes bottlenecks for all resources - devices, labs, radiology, doctors, OR etc.

Device integration: All device data available electronically to doctors even when they are not near the devices. Scans like X-ray, Ultrasound also available remotely

Reduced errors: Protocol driven medication, formal documentation, single click data entry - no mistakes in interpretation

Less chaos at emergency: Formal triage and whiteboards allow scientific prioritization for patient care. Availability of history reduces panic situations and chaos

Less wastage: Inventory at pharmacy optimally ordered and tracked. Material tracking within the hospital to avoid wastage or spoilage

Better business tracking: Digital information on utilization, collections, costs, material, etc. Allows tracking through smart dashboards

I have a stable, well- run hospital - why should I change?

You should change if any of the questions below appeal to you :

- Is it possible to get more from the same set of resources - higher profits without any incremental staff facility or investments?
- How many patients could we not attend to due to limited capacity?
- Can I improve the occupancy rate at my hospital?
- What is the productivity of my resources?
- How do we acquire and serve more patients?
- How do I become the preferred healthcare destination, for patients and referrals alike?
- Why doesn't increased revenue translate in to similar increase in profits?

If you answered yes to even one of above questions, then Asclepius Consulting might be the right partner for you to facilitate change.

Asclepius offers you end-to-end services which directly address all of these questions. On one hand, we can provide strategic and practical insights into your business; on the other hand, we can implement and sustain critical process improvements by leveraging our wide portfolio of software solutions.

Why should I pay for changing a running facility?

Typically, legacy processes accumulate inefficiencies over the years - significant benefits can be unlocked by taking a fresh look at the hospital processes. Asclepius has built strong expertise in business process redesign and can partner with you to drive process improvements across the organization.

Globally, IT has yielded step changes in hospital performance, with high return on investments. Increasingly, Indian hospitals are migrating to IT backed processes to reduce administrative load on doctors, standardize patient care and offerings, and improve efficiencies. Charak, our flagship software has been built based on inputs of several Indian doctors. It relieves the busy doctor from unnecessary paper work and supports you in all clinical activities.

What does any software know about the complex clinical world?

Charak is built by specialists in the healthcare industry, incorporating inputs from several doctors and process experts. Unlike pure accounting software, Charak participates in the clinical workflow - allows you to incorporate clinical protocols, checks drug-drug interactions, and tracks if the medication has been given to the patient. Even better, it allows you to 'educate' the software, with your own protocols and preferred medicines.

I am setting up a new facility and I know how to put it together - Why should I look for external help?

Profits do not always increase with increase in revenues. If your business model runs on low margins, any expansion to new facility may continue giving you below par returns. Implementing existing practices in new facilities will lead you to the same business performance and similar margins. A new facility is an excellent opportunity to leverage your experience in the industry coupled with a set of new eyes, best suited to adopt global healthcare best practices in the Indian context.

Will Charak work for my Hospital?

Charak is modular and highly configurable, so it will work effectively for most medical specialities. Charak's configurability allows you the flexibility in designing your own forms, add content, define protocols and set up the program to suit the way you work best. Asclepius' consultants can set up Charak according to your workflow and support you even after you have started using the product.

We have very busy resources - won't a computer slow us down?

Globally, in healthcare as well as in other industries, IT is known to reduce inefficiencies and speed up the organization. There is a learning curve initially after which efficiencies directly translate to better business process and improved financials.

Charak has a very user-friendly and intuitive interface, together with innovative hardware options - like Digital Pen, PDA, Mobile interface - to allow

doctors to easily migrate to the digital workflow. Further, Asclepius hand-holds your organization during training and change management - to ensure that your doctors are comfortable with the IT system and the benefits are readily realized

I already have other software systems - Will Charak work with the other systems in my office?

Charak is built on the philosophy of empowering its end users, rather than inhibiting them. The software is built to co-exist with all software applications in Healthcare IT that are compliant to industry standards. All interfaces are Health Level 7 (HL7) compliant and all images are exchanged using Digital Imaging and Communications in Medicine (DICOM) standards.

Charak builds itself on the framework of Integrating the Healthcare Enterprise (IHE) which enables passing vital health information seamlessly from application to application, system to system, and setting to setting - across the entire healthcare enterprise. In special cases, our engineers can also build custom interfaces to software that do not comply with these industry standards.

Can I completely replace the paper chart in my hospital with electronic records?

It completely depends on the level of digitization that you choose to undertake. However, it is advisable to move to a completely paperless office only in phases. This sets up a sustainable change process. Charak is able to seamlessly integrate with the paper world, allowing digital pens, printed prescriptions, orders, etc. The software has several pre-configured forms, which can be used to give print outs with diagnosis, care plan, advice, diet plan, etc.; thus relieving the doctor from writing the same instructions again and again.

I cannot afford to loose data - How safe is my data?

Charak is accessible to only authorized users as per the privileges assigned to them based on their job roles. The product has an ability to automatically track modification of all data.

Depending on the criticality of your data, backup processes can be access and defined for your data on tape, discs or another storage server. This will ensure that you never lose data even if you lose your infrastructure to force majeure.

As an additional benefit, the data collected here, can also be useful in event of a litigation; proving the hospital's adherence to protocols, giving authentic and time-stamped patient data to establish the quality of patient care.

Are your services and software product affordable?

You will buy from Asclepius only when you are convinced yourself that there is a need for Charak in your hospital. Depending on size of your facility, our consultants will spend 1 - 2 weeks to define the opportunities of improvement. Your agreement will be obtained that there really is a need and then you can decide your investment based on the benefit expectations. You may choose improvements based on your need to gain: in time, in profit, in quality of care, in patient satisfaction, in efficiency and staff satisfaction. Asclepius intends to assist you in your decision making, to maximize your Returns from Investments.

I am ready to invest - Why Asclepius?

Asclepius offers you world class solutions, specifically designed for the Indian market at very affordable prices.

The company has a strong focus on your end customers - the patient - in all its solutions. This has resulted in efficient and simple solutions for care providers and hospitals.

The company leverages global best practices for using IT-enabled solutions in healthcare set up. All solutions by our company are specifically designed for the Indian market. Above all, we guarantee you international quality solutions at a reasonable price.

We have a rare mix of technical, business and clinical experts with experience in global management consulting as well as global healthcare industry. Our team members in the past have consulted government, public and private players to deliver breakthrough changes. Our team members have worked extensively with hospitals and other care providers in implementing solutions at their premises.