

PLAYBOOK FOR A SUCCESSFUL SHCO

CAHO Healthcare Division - Small Health Care Organizations (SHCO) Wing



AGENDA:

- **Context Setting:** Dr Babu Narayanan, Chief Business Development, GEM Hospital, Chennai, TN.
- **Session I- From Consultation to Care—Building a 50-bedded hospital.**
 - Transitioning from a clinic to a hospital requires strategic planning, clear execution, and lean management. Listen to a success story of perseverance and clinical governance.
 - *Faculty: Dr Naveen Chitkara, Founder and Director, NHS Hospital, Jalandhar, Punjab.*
- **Session II - The SHCO Strength & Opportunity Analysis: The David Vs Goliath Story**
 - Making a 50-bed hospital successful in India requires a strategic balance between clinical excellence, operational efficiency, and community trust. This scale is considered an "ideal" model because it is large enough to offer multi-speciality services while remaining compact enough to manage administrative overhead effectively. Hear from experts.
 - *Faculty: Founders, hospital owners, and association heads across India.*
- **Session III—The Small Hospital as a Financial Engine—Financial Indicators for SHCO**
 - Financial success by optimising operational overheads, increasing occupancy, and efficient revenue cycle management—Hear from the wonder man of India.
 - *Faculty: Mr Renjith Krishnan, CEO, Kinder Hospitals, India*
- **Pot Puri: "Ask Me Anything" (Q&A) session**
- **Closing Remarks:** Dr Balamurugan, COO, Dr Muthu's Hospital, Chennai, TN.
- **Secure your Seat:** Dr Divya : 9886268210

DURATION: 60 MINUTES



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