



American Intercontinental Healthcare Group

South Asia Consulting team

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Healthcare Group

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Healthcare Management Consulting

AIHG South Asia Team

- **High Prolife Leadership**
- **Strategic Visioning, Feasibility Assessment and Planning Services**
- **Develop Viable Business Models**
- **Assurance of Improvement**
- **Improved Operations and Maintenance**



Target Clients

- **New hospitals in pre-construction**
- **Newly constructed hospitals that have not commenced operations**
- **Existing hospitals seeking efficient management**
- **Hospitals experiencing financial difficulties**
- **Hospitals seeking new funding sources**

AIHG can assist any healthcare facility



Extensive Management Experience

Team members are from

- USA
- Canada
- India
- Bangladesh
- Sri Lanka

Each team member has had extensive experience in a variety of different hospitals throughout the world



AIHG LEADERSHIP



- **Daniel Smigelski, MPH/MHA** has been a Hospital CEO for 22 years, worked in Hospital Turnaround situations and been the Vice President of a major national hospital chain in the US. He has consulted with many top institutions and has developed a solid reputation as a high quality healthcare professional. Dan's experience includes hospital operational analysis and development of strategies to strengthen hospital financial and clinical operations. Dan has worked with hospital projects and healthcare development on over 35 countries worldwide.



- **Gregory J. Kuntz, MPH, FACHE** has served as a US hospital COO or CEO for over 16 years, and has also served as the practice executive for a large interventional cardiology practice. Greg has directed facility operations in West Africa, Central Europe, MENA, and Asia, led strategic planning engagements for client facilities, and authored feasibility evaluations in Central Europe, Africa, and Asia. He has provided interim executive and consulting services to private equity investors, state hospital associations, and private physician practices. Greg currently serves as the Board Chair of American Hospital Tbilisi and is a Board Member of Lagos American Specialty Hospital.



AIHG LEADERSHIP



- **Ed L. Hansen, PhD, MA** Ed has C-Level leadership experience and expertise (as CEO, COO and CFO) in government hospitals and health systems; not-for-profit community hospitals; and corporate, for-profit hospitals. He has been the CEO of an international multi-facility hospital group. He has consulted hospital boards and financial institutions on strategies for the operational enhancement of distressed hospitals. He led the process for different four hospitals in attaining initial accreditation by either JCAHO (US) or JCI (International).



- **Mr. Md. Shohrab Hossain (Shohrab)** brings more than twenty-seven years of senior executive experience in international, multi-national and national companies to his role as Project Coordinator for the South Asia region. He has served as a core member of the Commissioning Team for the launching of two international standard corporate hospitals. Shohrab excels in the development of the operational teams used by AIHG in launching hospitals and other components of contemporary international-standard healthcare delivery systems. Shohrab excels in the development of the operational teams used by AIHG in launching hospitals and other components of contemporary international-standard healthcare delivery systems.





Dr. Ed L. Hansen

Chief Consultant
(USA)



From left to right

Md. Shohrab Hossain
(Canada)

Kazi Shahidul Islam
(Bangladesh)

Benazir Shroff
(India)

Thomas Rodrigo
(Sri Lanka)

AIHG South Asia Consulting team



Dr. Ed L. Hansen

Hospital CEO

Hospital and Health Systems Development Consultant

Mr. Ed L. Hansen (Ed), PhD – is a Management and Organizational Development thought-leader specializing in Hospital and Healthcare Service Delivery Systems. He has spent four decades working in US and international hospitals and health systems. The last two of those decades have been dedicated to developing, commissioning, and operating international standards hospitals, diagnostics centers, and pharmacies in eight different countries. He and his Teams create and operate service delivery organizations from concept-to-ongoing operations.

He is one of the best management leaders in healthcare sector.



Md. Shohrab Hossain

International Coordinator, AIHG

Director, Phoenix Global Academy (PGA), USA.

Consultant- Administrative Services (HR & Administration)

Mr. Md. Shohrab Hossain possesses a unique combination of skill sets that have allowed him to play a key role in project management decisions throughout all stages, from initial ideation to post-launch first accreditation. He is capable of providing an effective management process in human capital alignment, a positive company culture, and administrative procedures that are medically friendly. He is aware of the complexities of business establishment in the healthcare industry.

He is a key player in decision making process to start a business in healthcare.



Kazi Shahidul Islam

Managing Director, Aholi ICT Limited, Dhaka
Consultant-Infrastructure & Facility Management

Mr. Kazi Shahidul Islam is a man behind the machines which save lives and facilitate the treatments. He is an electrical and electronic engineer by study and ICT project implementer by profession. He understands every single activity in healthcare environment and how these are interconnected and how they are interfaced with infrastructure and facility. He is always having an ability to focus his entire talent to solve a complex problem which even may require a call to lead to get the things done.

He has a proven track record and reputation for his passion of innovation and problem-solving skill.



Benazir Shroff

General Manager

The Lifeline Hospitals, India

Consultant-Operation Management (IPD & OPD)

Ms. Benazir Shroff has served in healthcare consulting roles throughout the entire hospital project lifecycle from concept to commissioning through operations. She is a great team player, very resourceful in teaching, skilled in team management. She has experience in crucial operational methods for hospitals with 25 to 1500 beds. She is very capable to design non-clinical standard of procedures and policies. She inspires positive relationships and can work with internal and external (administrative & clinical) cross-functional/multidisciplinary teams.

She understands the pulse and blood flow of the hospitals.



Thomas Rodrigo

Head of General Administration & Facility

Kings Hospital Colombo, Sri Lanka

[Consultant-Hospitality and Environment Management](#)

Mr. Thomas Rodrigo is a dynamic, result-oriented professional with over 40 years of experience in the hospitality industry. He has worked in prestigious five-star hotels and hospitals throughout Asia, the Middle East, and Africa. His accomplishments have been attributed to his proven track record and board-based experience in administration, food and beverage, housekeeping, laundry, front office, maintenance, security, transport, and guest relations.

He knows how hospitality and atmosphere of a hospital can improve patients' feelings and help early recovery.



Project Process



Step One: Strategic Visioning

- Two-day (sixteen hours) exercise with involved constituencies to determine the goal of the project;
- Ten step guided process as Strategic Conversation to develop the Organizational Vision;
- Opportunities for all constituencies to provide input Consensus of the parties to the outcome of the visioning process that they can support;
- Designate project leadership (internally or externally).



Step Two: Assessment

- Perform Feasibility Assessment
- Create Business Plan
 - Size, Complexity, Services to be offered
 - Target markets
 - Can it be self-sustaining, or will operational subsidy be required?



Feasibility Assessment Components

- Assess local healthcare marketplace and competitive dynamics
- Conduct a demographic analysis to assess the primary target market.
- Determine project parameters
 - Mix and breadth of services to be offered
 - Size and scope of the proposed facility
- Detail project costs:
 - Real Estate acquisition and development
 - Project design, construction, and development costs
 - Medical and non-medical equipment budget
 - Ongoing equipment replacement plan
 - Pre-operation, and commissioning costs
- Develop 5-year pro-forma financial statements
 - Project capital costs
 - Operating budgets
 - Revenue budgets
 - Expense budgets
 - Staffing models
 - Sources and uses of funds
 - Cash flow, income and balance sheet



Business Plan Components

- Organizational Structure
- Marketing Plan
- Staffing Plan
- Statement of Goals and Objectives
- Pro forma Operation Budget
- Orientation and Training Plan
- Commissioning Plan



Step Three: Architect Selection

- Identify potential architects
- Contemporary Healthcare design a “must have”
- Evaluate candidate firms, create “short list”
- Interview finalist candidates
- Recommend selection to Project Sponsor



Step Four: Identify Funding sources

- Establish funding requirements
 - Debt/equity leverage ratios
 - Up-front funding requirements
- Identify potential investors
- Identify potential lenders



Step Five: Design and Construction

- Manage design process as end-user
- Identify and select potential construction managers, contractors, and subcontractors
 - Recent contemporary hospital construction experience
 - Local/Regional project market experience



Step Six: Permitting and Licensing

- Construction and development permits
- Engineering studies
 - Geotechnical
 - Environmental
 - Traffic
- Licensing and regulatory approvals



Step Seven: Commissioning

- Equipment planning
- Policy, Procedure, and Governance development
- Major equipment procurement; coordinate installation with contractor(s)
- Establish provider relationships with payor sources
- Staff recruitment, hiring, training and orientation
- Project leadership up to 18 months prior to opening, as necessary for coordination and project execution
- Most hospital staff 60-90 days prior to opening, middle management up to 6 months prior
- Medical staff recruitment and credentialing
- Moveable equipment and supply procurement; establish operating systems
- Facility licensing by regulatory authorities
- “Dry run” training
- Facility opening and ongoing operations



Contact Information

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Thank you!



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