



NH@CAYMAN ISLANDS - CASE

UHG 2015 – 5th October
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CASE FACTS

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WHAT DO YOU THINK OF DR. SHETTY?

NH IN BANGALORE – HOW DOES IT WORK?

WHY CAYMAN?

Aligned w/NH's mission & values?

Why not Boston but Cayman?

Why is it important to have Indian doctors?

NH moving elite from less-privileged - is that okay/doable?

WHY CAYMAN?

Aligned w/NH's mission & values?

Why not Boston but Cayman? (Regulatory flexibility; economics?)

Why is it important to have Indian doctors? (practice transfer, retaining culture and work ethics, cost advantage, poor availability of doctors in Cayman will be likely reasons)

NH moving elite from less-privileged - is that okay/doable?

ECONOMICS & REGULATION @ CAYMAN

Optimal price of CABG @ Cayman?

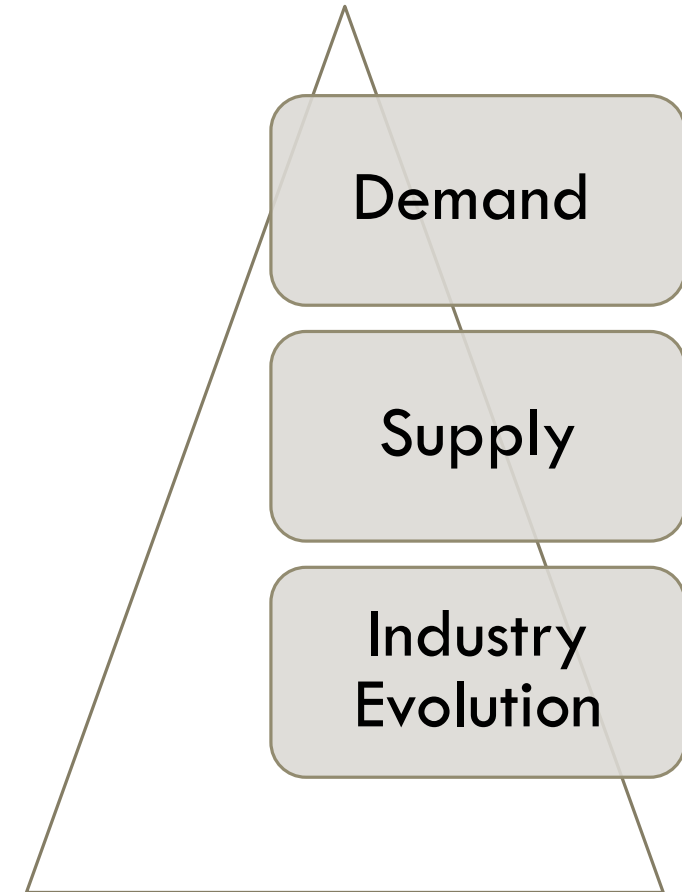
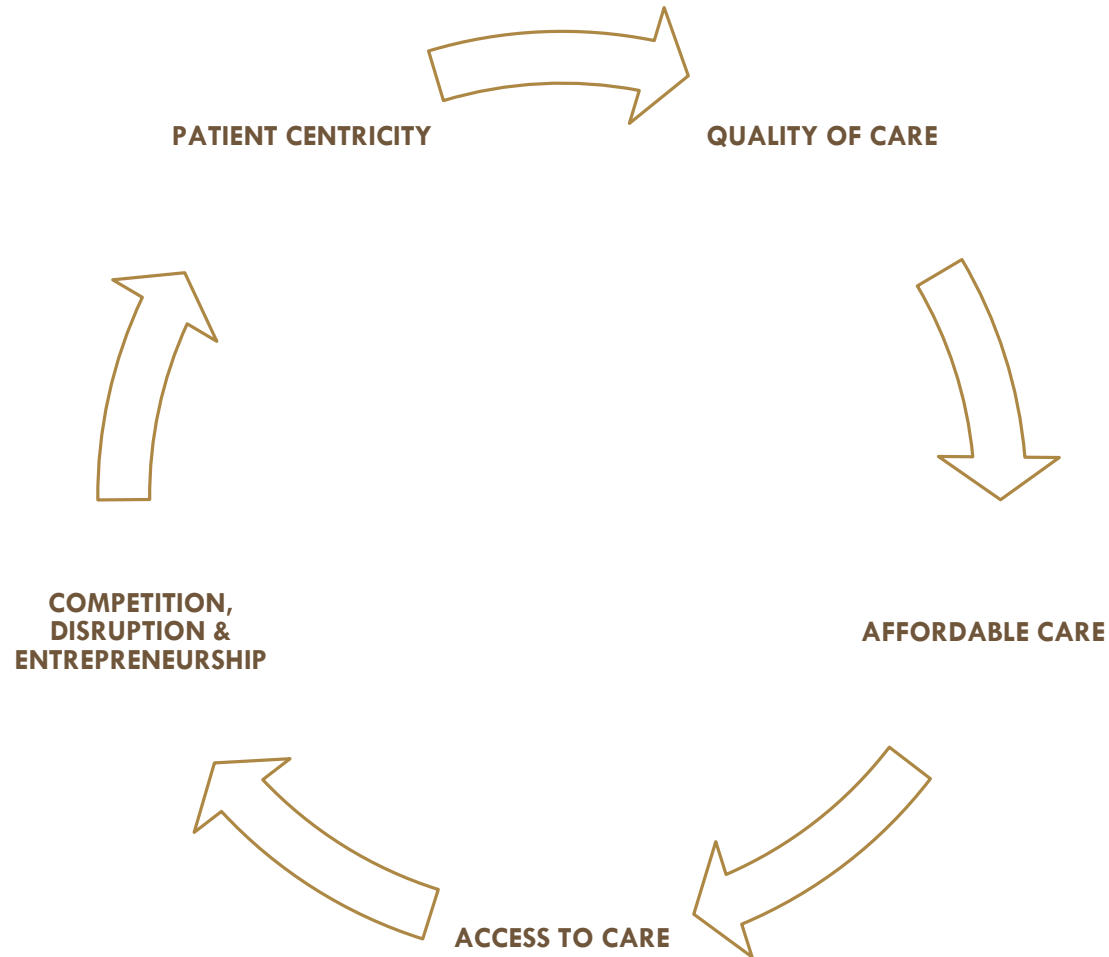
Why not USD 50k & cross-subsidization?

Ascension and Cayman Government's reaction to pricing/non-pricing decisions and overall project?

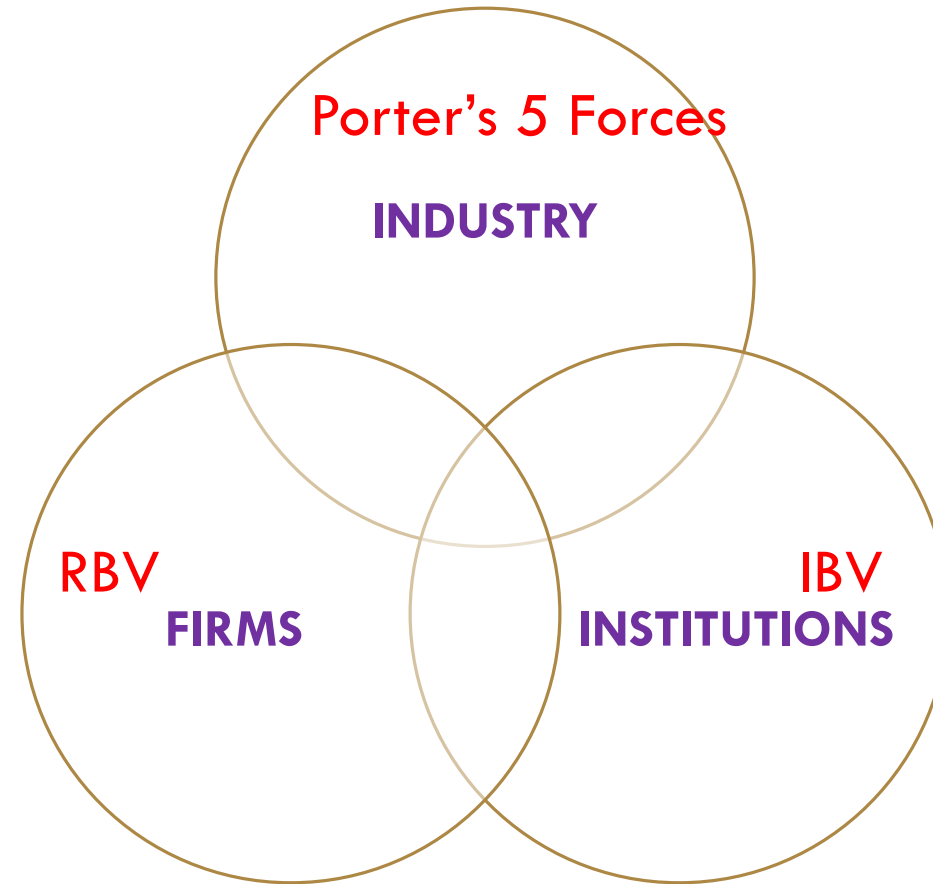
What should HCCI try to achieve in the first 5 years?

How much time/effort and managerial bandwidth/attention should NH put in?

THE ANTECEDENTS



THE STRATEGY BUNDLE IN A SLIDE



IS THAT ALL?

Certainly not – bunch of issues & questions.

- 1) Hospital System Formation, Industry Evolution, Uni-speciality Hospitals & What next?
- 2) Vertical Integration?
- 3) The Increasing Role of Metrics?
- 4) Business Models: Hub & Spoke / What Else?
- 5) BoP activities & Possibility of Reverse Innovation.
- 6) Disruptive Innovation.

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BOP INNOVATION

<https://www.youtube.com/watch?v=SrpK8XLJOLg>

Who will do it?

How will it be adopted/diffuse?

Issues on Quality?

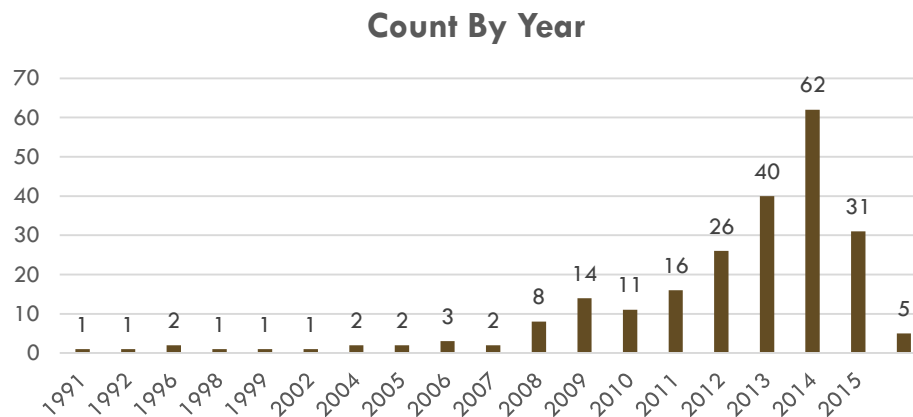
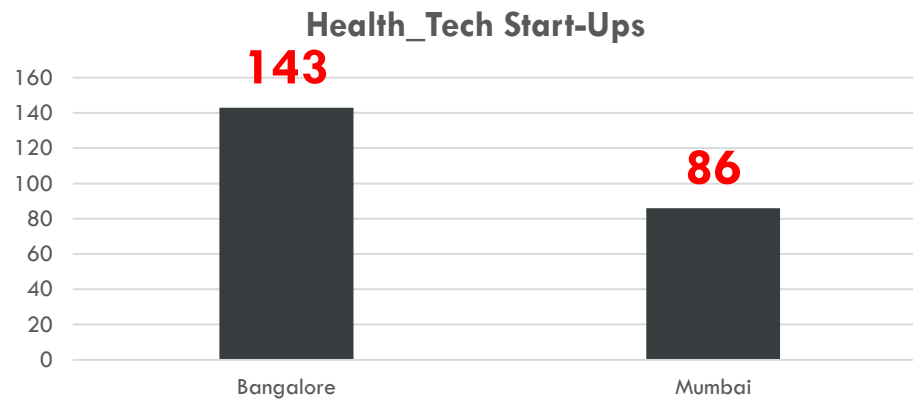
Emphasis on design – IP?

Reverse Innovation Possibilities?

Role of Hospitals in diffusion of BoP
diagnostics?

DISRUPTION & INDIAN HOSPITALS

<https://www.youtube.com/watch?v=mbPiAzzGap0>



Source: Tracxn.com

WHY DISRUPTION?



DIFFERENCES BETWEEN NH & HCG

| | HCG | NH |
|-----------------------|-----|----|
| Leadership Style | | |
| Objective Function | | |
| Business Model | | |
| Capital Intensiveness | | |
| Vertical Integration | | |
| Regulatory Risk | | |
| What Next Globally? | | |