**Introduction:**

I conducted the visit to a Doctor Clinic Name “Sadat Clinic”

The business is based on sole propritornership, they provide the Medical services to the people of local area. The owner of the business is X-Senior house surgan in “Services Hospital Lahore.” They doen MBBS from “Allama Iqbal Medical College Lahore” in late 1970’s

**Owner of the Business:**

The name of the owner of the business is Dr. Syed Bakthawar Ali Shah.

**Management:**

The business is based on sole propritornership, so that only one person is the part of the management and that is also the owner of the business.

**Address:**

The address of the clinic is

**“SADAT CLINIC 327-A, G.T. ROAD LAHORE.”**

**Contact No.**

The contact No. of the Clinic is 042-6542104

**History and Background:**

Dr. Syed bakthawar Ali Shah start our Clinic in mid of 1980 as a part time.

In morning he would doing a job in services hospital as a house surgan and in evening he open our Clinic. They take a shop on rent. Earlier period of his business is so diffculit he would tried hard but return is very low. Initial he hardly manage the rent of the shop and other utilitie bills. But after two he earned handsome amount from Clinic. He left the job from Services Hospital Lahore and giving more time to Clinic.

He sitting whole day in the Clinic and his Clinic getting popularity around his local area. After that in 2001 he madeup his owen Clinic on large scale near his old clinic. He increase Medical facilities in his Clinic and also installed some modern medical equipment like X-ray machine, ultra machine, etc.

**Description of the Business:**

The description of the business is Medical Clinic

**Description of the Services :**

The description of the service is providing medical services.

**Target Market:**

**Annual Sales:**

The Annual sales of the Sadat Clinic is

**Monthly Revenue** = Rs 100,000

So,

**Annual Revenue**  = Rs 100,000 \* 12

= Rs 1,200,000

**Competitors:**

The competitors of the Sadat Clinic are other Clinics that are open near it specially those Clinic that must be deal in some special class like child specilest, etc.

**Questionnaire:**

1. **How many employees are working in your clinic?**

The number of employee that work in Clinic are 5, in which 2 are the premanent staff member and they work for many years but others are non-permanent staff member these members are increase in some how because some also come for the training of “First Aid.”

1. **What are your sources and application of funds? Have you availed any finance facility from any financial institution?**

The only source of the funds/income are the customers which availed his Medical facilities.

Yes he availed financial facility from one of the commercial bank. He take loan from one of the commercial bank for the purpose construction of his clinic building at amount of Rs. 1600,000.

1. **What do you think is the role of government? How government can help you in your business?**

He don’t know how gornment can help him in his profession.

1. **What are the key problems/ challenges for your SME?**

The main problem of Clinic is new Entrens that reduce its market shares. Lack of standardize medicines, and many medical stores that also provide doctors facilities without the permission or linces of **PMC** (Pakistan medical Council).

1. **Where you see your business 5 years from now?**

He see our Clinic into a small level Hospital with sufficient trained staff and modern equipment that compete the **S.A. Rahman Hospital** near his Clinic