**Scope of Work**

**Project context:**

* We have recently completed Phase 1 of our project with Orbit World – Market Scan and Investment Opportunity Shortlist, in which we identified Cardiology as an area of focus and developed a high-level Business Concept (hospital and clinic model) for a Cardiology Center of Excellence in Saudi Arabia
* As a part of our current engagement, we are developing a detailed market assessment feasibility study for the agreed Cardiology Business Concept, along with a preliminary view of the high-level operating model.
* For this engagement, Arthur D. Little is engaging with a range of experts, including experts with deep expertise in Cardiology

**Detailed Scope of Engagement for the project:**

During the development of the demand and financial model for the Cardiology Business Concept, Arthur D. Little would like Dr. Reddy’s input in the following areas:

* Service offering for the Cardiology hospital vs the cardiology clinics that are being established in our overall Cardiology business concept (with a clear boundary between what procedures can be provided in the outpatient setting with advancements in technology) including rehab and homecare offering
* Overall operational plan to roll out agreed set of services for Hospital and Clinic, including phasing approach, staff requirements, technology requirements, and infrastructure requirements
* Common co-morbidities / other services that should be offered in a Cardiovascular Center and their impact on hospital operations and staffing
* Wellness / preventative services that should be offered (including the location, i.e. hospital or clinic) and the associated equipment and staffing requirements for these services
* Demand model methodology and key assumptions for the demand model (i.e. Population to OP ratio, OP to IP ratio, IP to Surgery ratio, % of OP requiring preventative care, % of patients requirement chronic disease management, etc.)
* Financial model structure, including inputs on assumptions and structure of financial statements for a Healthcare facility
* Detailed infrastructure requirements in the Cardiology hospital and Cardiology clinic (i.e. types & number of equipment, number of ICU beds ratio to total beds, rehab bed/equipment requirements, number of operation theatres to total beds, etc.)
* Detailed operational requirements for the hospital and clinic based on total beds / patients provided by ADL (i.e. number and breakdown of staff (including doctors, physiotherapists, surgeons, allied health professionals, nurses, other medical staff such as technicians, etc.) by rank
* Hospital infrastructure and cost buckets to be considered, including inputs on all CAPEX and OPEX assumptions for the model
* Direct costs and G&A costs for the hospital
* Typical revenue mix of a Cardiology hospital and clinics (consultation (%), lab (%), pharmacy (%), diagnostics (%), surgery (%), rehab (%), home care(%))
* Financial ratios and overall sensitivities to be applied to the Financial Model
* Overall review and feedback on demand model, business concept and financial model, including key deliverable slides

These inputs will be collected through 6-7 discussions with Dr. Reddy during the course of the project. Each meeting will be considered equivalent to half day effort as they may require some preparatory work prior to the call and / or follow up work post the call

**Contract Value**

The total agreed contract value of the project as per the scope defined above is USD 3,000 inclusive of taxes.

**Term**

This engagement shall commence upon execution of this Agreement. The Agreement shall continue in full force and is effect from **November 15, 2020 to March 1, 2021** and is extendable based on the Service Provider's performance of the services and mutual concurrence on revised terms of engagement.