

Business Solution for Healthcare Industry

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Problem Statement

When the country grappled with severe shortage of medical oxygen during the first and second waves of deadly Coronavirus, many, irrespective of their social strata, were deprived of this life saving resource, which is vital for those who have been infected.

Most of the hospitals depend on Oxygen cylinders

The dire shortage turned out to be a major challenge for hospitals in many states across the country

Demand Vs Supply gap resulted in major cost escalation which burnt the fingers of many.

Exploitation by middle-men

Preparedness to tackle such unprecedented situation is always challenging for a country with 1.3B population



Solution

All hospitals should have their own PSA (Pressure Swing Adsorption) Plant to become self-reliant and self-sufficient

PSA is a process by which ambient air is filtered to separate nitrogen from air to give for use as medical oxygen supply

A plant with a capacity of 200 liters per minute can supply oxygen for 200 hospital beds concurrently with moderated needs 24 x 7, 365 days

The Plant can meet the needs during Covid like crisis as well as during normal times, thereby making it a sustainable model

Hospitals need a very minimal space of 100 square yards to set-up the PSA plant

Business model

Currently machines are imported and installed in a small scale

Imports are primarily from China - challenged for its technology integration and life or from Europe - not cost efficient for hospitals and eventually increased cost for patients

India is leader in Technology and has abundance of skilled resources

Thrive on "Make in India" initiative to manufacture PSA machines in India with the latest technology and with the adoption of AI

AI helps to collect the data at various installations about the performance, stock of oxygen etc

Seamless operation of the plant in-house by hospitals with one maintenance personnel.

Helps to keep the operational cost as low as 5% which even a Govt. run or a charitable hospital can afford

An initial investment of US\$250,000 from Grants or Friends & Families to set up the manufacturing unit and then bootstrapping



Promotion

Target Government or Charitable run hospitals where poor go for their medical needs

Government and Private should participate as it helps these hospitals to subsidize the cost or give for free for poor to provide the treatment

Private can participate through their CSR funds for this social cause to support procuring the PSA plants for these Govt./Charitable run hospitals in towns and villages.

Run a responsible business by manufacturing and supplying the PSA machines to hospitals for profit but not for exploitation