



Intern HR &lt;intern.hr@pec.org.pk&gt;

## Fwd: Revised Discount Details

5 messages

zunai anum &lt;zunaira.anum@pec.org.pk&gt;

20 May 2025 at 14:58

To: Intern HR &lt;intern.hr@pec.org.pk&gt;

----- Forwarded message -----

From: Sheikh Hassan Tahir &lt;sheikh.hassan@kih.com.pk&gt;

Date: Mon, 19 May 2025 at 10:56

Subject: Re: Revised Discount Details

To: zunai anum &lt;zunaira.anum@pec.org.pk&gt;

Dear Ms. Zunaira,

I hope this message finds you well.

As discussed last week, I am pleased to inform you that I have successfully obtained management approval from Kulsum International Hospital for a special discount of **PKR 3,000 on Private Room Rent**, exclusively for the employees panel of Pakistan Engineering Council (PEC). Please note that all other room categories will continue to receive a 5% discount, while the PKR 3,000 fixed discount will apply only to Private Rooms. I was also able to secure this additional special discount for PEC after highlighting that PEC intends to avail Pre-Employment Medical Screenings and Annual Medical Screenings for their employees at Kulsum International Hospital, Islamabad. This point was discussed during our meeting with your good self and Director HR, Mr. Bilal. Following this email, I will be sharing a formal proposal outlining multiple Annual Health Screening Profiles from which PEC may select the most suitable options for their staff.

Additionally, as agreed during our meeting in your office, the following **Cash Discounts** has been approved for registered PEC members:

Sr. No.	Service Category	Discount Rate (OPD/IPD)
1	Radiology	10%
2	Laboratory Tests	15%
3	Cardiology – Non-Invasive	10%
4	Room Charges (Except Private Rooms)	5%
5	Consultant Fee	10%

Also as discussed, PEC will have to maintain the security deposit of PKR 1 million with Kulsum Intl. Hospital. Please feel free to reach out should you require any further clarification. In attachment I am sharing the

it MOU proposal for your review while I look forward to sharing the Annual Screening Proposal with you shortly.

## **Sheikh Hassan Tahir**

### **Head of Marketing & Business Development**



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**From:** Imran Anjum <imran.anjum@kih.com.pk>  
**Sent:** Monday, March 24, 2025 10:23 AM  
**To:** zunai anum <zunaira.anum@pec.org.pk>  
**Cc:** Sheikh Hassan Tahir <sheikh.hassan@kih.com.pk>  
**Subject:** Re: Revised Discount Details

Dear Miss Zunaira,

I hope this message finds you well. I am looking forward to receiving an update regarding the MOU signing.  
 Thank you in advance for your response.

## **Imran Anjum**

### **Business Development Manager**



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**From:** Imran Anjum  
**Sent:** Tuesday, March 11, 2025 2:12 PM  
**To:** zunai anum <zunaira.anum@pec.org.pk>  
**Cc:** Sheikh Hassan Tahir <sheikh.hassan@kih.com.pk>  
**Subject:** Revised Discount Details

Dear Miss. Zunera,

ope this email finds you well.

ollowing up on our meeting today, please find below the revised discount percentage that has been specially approved for your organization. Additionally, please note the following points for your consideration:

- Discounts won't apply on lab tests which are outsourced.
- Discounts won't apply on pre discounted defined packages.

*PEC Discounts*

Sr. No.	Services	Panel Discount
1	RADIOLOGY - OPD/IPD	15%
2	LAB TESTS - OPD/IPD	25%
3	CARDIOLOGY NON-INVASIVE - OPD/IPD	15%
4	ROOM CHARGES - IPD	5%
5	CONSULTATION - OPD/IPD	10%

Should you have any further questions or need clarification, please feel free to reach out.

### Imran Anjum

Business Development Manager



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Standard MOU Kulsum International Hospital (Credit).docx  
27K

zunai anum <zunaira.anum@pec.org.pk>  
To: Intern HR <intern.hr@pec.org.pk>

22 May 2025 at 11:42