



proposal for

**Proposal for 1 (one) MOBILE 1000**

**Clinic**

**FOR**

**HTL LTD @ Chennai**

**Implemented By**

**WOCKHARDT**  
FOUNDATION

**LIFE**  
**WINS**

1<sup>st</sup> March 2023

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ACCESS TO  
HEALTHCARE SERVICES  
REMAINS THE KEY ISSUE FOR  
MOST OF INDIA'S POOR WITH  
VERY LIMITED SERVICES BEING  
AVAILABLE,  
ESPECIALLY IN RURAL AND  
REMOTE AREAS.



# WOCKHARDT GROUP



## ABOUT THE WOCKHARDT GROUP :

**W**ockhardt is a global pharmaceutical and biotechnology organization, providing affordable, high-quality medicines for a healthier world. It is India's leading research-based global healthcare enterprise with relevance in the fields of Pharmaceuticals, Biotechnology and a chain of advanced Super Specialty Hospitals.

Wockhardt is a true Indian Multi-National Company with a multi-ethnic workforce of 7900 Wockhardt Associates from 21 different nationalities globally. It has 3 research centers and 12 manufacturing plants, with businesses ranging from the manufacture and marketing of Pharmaceutical and Bio-pharmaceutical formulations, Active Pharmaceutical Ingredients (APIs) and Vaccines.

## ABOUT WOCKHARDT HOSPITALS:

**W**ockhardt Hospitals is one of the leading tertiary cares, super specialty healthcare networks in India offering high quality healthcare services. The chain of hospitals is owned by the parent company Wockhardt Ltd, India which has featured on the list of Top 10 pharmaceutical companies in India.

Wockhardt Hospitals, originally called First Hospitals and Heart Institute, were one of the early movers among corporate health-care chains in India. The company was established in 1973 and it started its first operations with a medical Centre in Kolkata, 1989 and a heart hospital in Bangalore two years later. Today the company has its presence across India with 8 multi-specialty hospital networks and a ninth on its way.

Wockhardt Hospitals has been accredited by the National Board for Hospitals & Healthcare Providers, NABH. With a vision to establish state-of-the-art medical facilities, Wockhardt Hospitals has been in a strategic alliance with Partners Harvard Medical International in Boston, USA for over a decade now. This exclusive association gives Wockhardt Hospitals access to a network of Harvard-affiliated hospitals around the world.

# WOCKHARDT FOUNDATION

Wockhardt Foundation is a national, not-for-profit organization engaged in social service and human welfare activities. Its programmes have made perceptible change in its areas of operations to the lives of the underprivileged

Mobile 1000 is a flagship programme of Wockhardt Foundation which operates 211 Mobile Clinics across 21 states in India giving free, primary healthcare to approximately 4 million patients a year.

Its other programmes like E-Learning, Khel Khel Mein, Wockhardt Skills Development Institute, ZAB, Gur+ Dialysis Centers and HELP me SERVE have made significant impact and continue to expand their social coverage in areas where the need is the most.

## WOCKHARDT FOUNDATION PROGRAMMES



# Philosophies

## OF WOCKHARDT FOUNDATION

Service to man is  
service to God

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We make a living by  
what we get, we make  
a life by what we give

---

A candle loses nothing  
when it is used to light  
another candle

Where every smile  
counts

---

Wish for others what  
you wish for yourself

---

Mankind is one family  
dependent on God,  
and the most beloved  
to God is the one most  
beneficial to it

The poor don't need  
pity, they need help

---

Poverty somewhere  
is a threat to  
prosperity elsewhere

---

When you help others,  
you help yourself the  
most, because God  
grants you peace and  
happiness

A life of giving is the  
only life worth living

---

What you give in  
charities, comes back  
to you multiplied  
many times over



**MOBILE 1000 VAN**



**NEED**

- Rural Health Centers are critically short of trained medical personal.
- 6.8% PHCs don't have doctors
- 35.80% PHCs do not have Lab Technicians.
- 16% PHCs do not have a Pharmacist.
- 80% graduate doctors live in urban areas, serving only 28% of the population.
- 24918 PHC's serving only a population of 620 million people

Ref: MoHFW, NHM, Rural Health Statistics 2019-20 / \*KPMG OPPI Report on Healthcare access initiatives, August 2016.

**WHY RURAL HEALTHCARE?**

- 830 million people living in 636,000 villages.
- Preventable and curable diseases dominate the morbidity pattern: diarrhea, measles and typhoid.
- 66 % of rural Indians do not have access to critical medicine.
- Shortfall of 8405 PHC's
- 31 % of the population travels more than 30 kms seeking healthcare in rural India.

SOURCE - "Healthcare in Rural India" by Ashok Jhunjhunwala, Suma Prashant, Sameer Sawarkar (IITM - Chennai)/ MoHFW, NHM, Rural Health Statistics 2019-20 /Census India 2011

**THE MANPOWER CHALLENGE**

- Approximately 6.8% PHC don't have a doctor.
- Approximately 35.80% PHC's don't have a lab technician.
- Approximately 16% PHCs do not have a pharmacist.
- Out of the sanctioned posts:
  - about 78.9% of surgeons,
  - 69.7% of obstetricians and gynaecologists,
  - 78.2% of physicians and
  - 78.2% of paediatricians were found to be vacant.

SOURCE - MoHFW, NHM, Rural Health Statistics 2019-20 / \*KPMG OPPI Report on Healthcare access initiatives, August 2016.

**OBJECTIVES**

The Mobile 1000 Mobile Medical Clinics deliver primary health care according to the **ADCR formula** (A – Awareness, D – Diagnosis, C – Cure, and R- Referral).

Awareness	Diagnosis	Cure	Referral
Hygienic Sanitation, water consumption	Blood pressure	Medicines	Referral of complicated cases to specialty hospital: Cases requiring special care are referred to Surgeons, Orthopaedic Doctors, Paediatricians, Obs /Gynaecologist as per the need of patients.
Covid-19	Blood Sugar	Nutritional supplement	
Mother and child healthcare	Hemoglobin levels	De-worming	
Immunization	Oxygen saturation		
Anemia	Malaria		
De-worming	Hepatitis		
Vector Borne diseases	Dengue		
Hepatitis	Typhoid		
Typhoid	Mother & Child		
Common cardiac problems			
HIV			
Diabetes			
Snake bite			
Tuberculosis			
Leprosy			
Dental Hygiene			
Eye Care			
Family Planning & Contraceptives			

**EXECUTIVE SUMMARY:**

Wockhardt Group commissioned the first mobile van in 2007.

Approximately **34.34 million** patients have been administered free primary healthcare as on date.

**HIGHLIGHTS:**

**NEED**

There is a lack of adequate primary health facilities for poor people in rural areas. Mobile Health Clinics are the best solution, as recommended by the National Rural Health Mission.

**PROFESSIONALISM**

ISO 9001:2015 approved programme of Wockhardt Foundation.

**CREDIBILITY**

Wockhardt has been a trusted brand name in India, as well as abroad, for the last 50 years.

# FOUR PILLARS OF IMPLEMENTATION



## HARDWARE

- Tata Winger / Force Traveller Brand Van
- PIS (Patient Information System)



## Diagnostics

Stethoscope	Blood Pressure Machine	Nebulizer
Torch	Magnifying Glass	Weighing Scale
Pulse oxymeter	Malaria kit	Dengue kit
Hepatitis kit	Typhoid kit	Cotton swabs, bandage, gloves, masks, hand-sanitizer etc



## Medicines

Antibiotics	Painkillers /Anti-inflammatory	Multi-vitamins
Skin medicines	Anti-allergic medicine	Cough/cold medicines
Anti-pyretics	Nutritional Supplements	Oral Anti-diabetics
Anti-pyretics	Nutritional Supplements	Oral Anti-diabetics
Anti-hypertensive	Anti-helminthics	Anti-fungal
Anti-malarial	Anti-diarrheals	Anti-spasmodics
Anti-asthametics	Anti-emetics	Antacids





## SOFTWARE (MANPOWER) :

MANPOWER = Doctor (MBBS) + Driver + Pharmacist



Doctor (MBBS)		Driver	
Lab Technician	Pharmacist		Coordinator





## TRACK & TRACE :



Track & Trace is implemented through Innovative Embedded System (GPS). Track & Trace is a revolutionary method to deliver healthcare to rural India with results.

The Track & Trace mechanism implemented through, Embedded Innovative Services (GPS) enables real-time tracking of the MMU's as each MMU van is fitted with GPRS. Wockhardt Foundation generates a unique Username and Password for tracking the MMUs. Through this, both the Partner (Donor) representatives and the Wockhardt Foundation team can see the actual position of the MMUs.

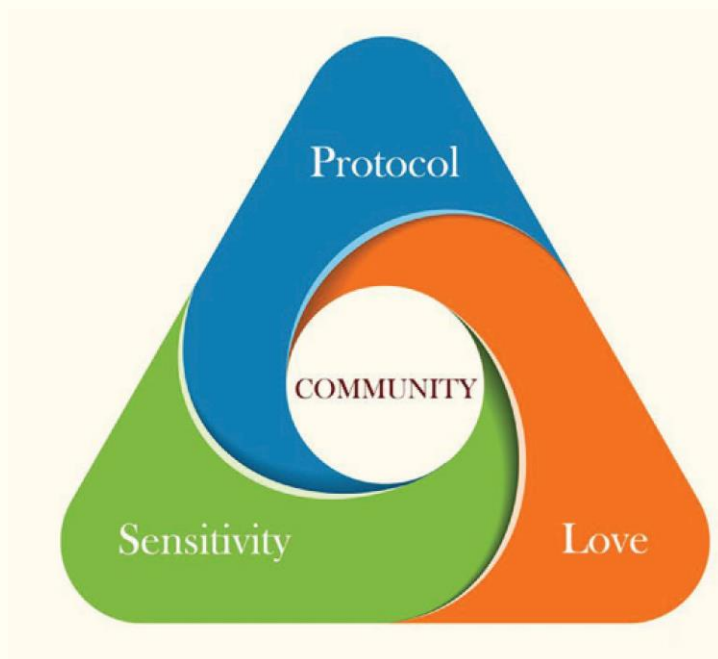
Besides knowing the actual position of the MMU at any point of time, the Partner can also find out whether the MMU is operational or non-operational due on a daily basis.

The Track & Trace mechanism helps in active monitoring the MMU's. It also helps bring in transparency in the monitoring process.



MISSION :

“To win the hearts of the rural community through professional healthcare delivery”

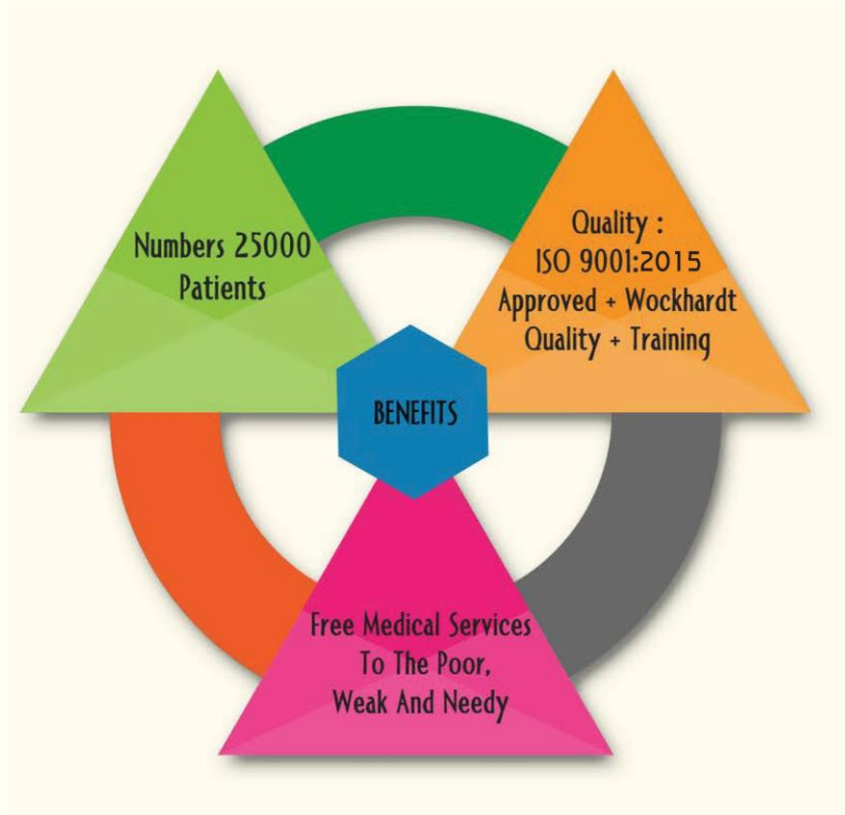


The presence of person from within the community gives the MMU programme a competitive advantage in terms of outreach and mobilization of communities.

Not only does it help mobilize the more people but it also helps expand outreach of the programme.



## BENEFITS OF THE MOBILE 1000 PROGRAMME





## MOBILE 1000 QUALITY POLICY

“Delivering excellence in primary health at door step through Mobile Medical Units”

- ❑ **VAN** - Force Motor Ltd, Traveller brand vehicle fully fabricated as an Mobile Medical Clinic, fitted with GPS
- ❑ **MANPOWER** - 1 Doctor who is MBBS qualified and MCI Registered, 1 Pharmacist who is DPharm / Bpharm qualified, 1 Lab Technician who is a DMLT, 1 Coordinator who is a graduate and 1 Driver who possess Transport Motor Vehicle License without any police complaints.
- ❑ **PROCESSES** - Each van follows the ADCR formula, A-Awareness, D-Diagnosis, C-Cure, R-Referral
- ❑ **AUDIT** - Daily reporting through attendance app, whatsapp live location tracking, Geo-fencing in GPS system, fortnightly visits by team managers to each MMU, weekly calls to village Sarpanch/head.





## BUDGET FOR SOCIAL PARTNERSHIP

<b>A Operational Expenses</b>						
Sr.No.	Particulars	Per Month (In Rs.)	Year 1 (In Rs.)	Year 2 (In Rs.)	Year 3 (In Rs.)	Total
1	Van Maintenance & GPS	₹ 5,500.00	₹ 66,000.00	₹ 66,000.00	₹ 66,000.00	₹ 1,98,000.00
2	Manpower (Doctor, Pharmacist, Lab Technician, Coordinator, Driver)	₹ 1,10,000.00	₹ 13,20,000.00	₹ 13,20,000.00	₹ 13,20,000.00	₹ 39,60,000.00
3	Awareness	₹ 6,000.00	₹ 72,000.00	₹ 72,000.00	₹ 72,000.00	₹ 2,16,000.00
4	Medicines, Diagnostics, Lab Reagents	₹ 70,000.00	₹ 8,40,000.00	₹ 8,40,000.00	₹ 8,40,000.00	₹ 25,20,000.00
5	Van Fuel	₹ 13,000.00	₹ 1,56,000.00	₹ 1,56,000.00	₹ 1,56,000.00	₹ 4,68,000.00
6	Quality Audit	₹ 1,000.00	₹ 12,000.00	₹ 12,000.00	₹ 12,000.00	₹ 36,000.00
8	Administration	₹ 22,605.00	₹ 2,71,260.00	₹ 2,71,260.00	₹ 2,71,260.00	₹ 8,13,780.00
	<b>Total budget (A) for 1 van</b>	<b>₹ 2,28,105.00</b>	<b>₹ 27,37,260.00</b>	<b>₹ 27,37,260.00</b>	<b>₹ 27,37,260.00</b>	<b>₹ 82,11,780.00</b>
<b>B Capital Expenses</b>						
Sr.No.	Particulars		Year 1 (In Rs.)	Year 2 (In Rs.)	Year 3 (In Rs.)	Total
1	TRAVELLER DELIVERY VAN, 3350 MM WB 2.6 L BS-VI DIESEL ENGINE		₹ 14,47,699.00	-	-	₹ 14,47,699.00
2	TCS @ 1%		₹ 14,477.00	-	-	₹ 14,477.00
3	TRC AND HSRP		₹ 4,500.00	-	-	₹ 4,500.00
4	FABRICATION OF STANDARD MMU		₹ 5,60,000.00	-	-	₹ 5,60,000.00
5	INSURANCE		₹ 30,000.00	25000	25000	₹ 80,000.00
6	REGISTRATION WITH NATIONAL PERMIT		₹ 85,000.00			₹ 85,000.00
7	TRANSPORTATION		₹ 25,000.00			₹ 25,000.00
8	Fitness Test				₹ 7,000.00	₹ 7,000.00
9	Swasthya Jaanch Machine		₹ 4,50,000.00	-	-	₹ 4,50,000.00
	<b>Total budget (B) for 1 van</b>		<b>₹ 26,16,676.00</b>	<b>₹ 25,000.00</b>	<b>₹ 32,000.00</b>	<b>₹ 26,73,676.00</b>
<b>TOTAL FOR 3 YEARS (A+B)</b>			<b>₹ 53,53,936.00</b>	<b>₹ 27,62,260.00</b>	<b>₹ 27,69,260.00</b>	<b>₹ 1,08,85,456.00</b>



## BUDGET FOR SOCIAL PARTNERSHIP

❑ **Size of the Proposal : 1 Mobile Medical Van**

❑ **Total Project Cost for 1mobile medical van for 3 years : Rs.1,08,85,456/- (Rupees One Crore Eight Lakh Eighty Five Thousand Four Hundred and Fifty Six Only)**

❑ **Beneficiaries :**

❖ 1 Van = approximately cater to 25,000 Patients annually

❖ Cost per patient per van = Rs.110/-

❑ Donations towards Wockhardt Foundation programmes will receive 50% tax exemption u/s 80G



# MOBILE 1000 IMPACT STORIES

## IMPACT STORY-1 Patient Name- Vaibhavi Ashol



Before



After

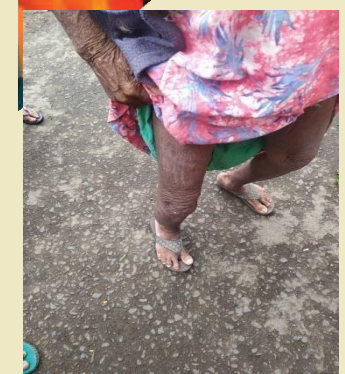
A 4-year-old patient visited the MMU with complaints of small yellow boils all over her neck. It was itchy and painful at times. The patient visited for the first time to the MMU with her mother. Treatment given at the MMU was Amoxyclav fradiomycin. The patient was advised to keep the affected area dry and clean, avoid rubbing or touching it. Upon the follow-up visit, it was noticed that the patient's infection was healing with the medicine prescribed.

Upon the follow-up visit, it was noticed that the patient's infection was healing with the medicine prescribed. Her mother was thankful for the MMU service at the doorstep. She expressed that MMU was a blessing to her daughter as they belong to low socio economic background and couldn't afford to go to the PHC. Also the PHC was 6km away from her residence.

## IMPACT STORY-1 Patient Name- Muktabai Jadhav



Before



After

A 65-Year-old patient visited the MMU with complaints of frequent urination and severe pruritic skin lesions all over. She was unable to walk and would push herself to the MMU. Her 1<sup>st</sup> Visit to the MMU was on 18<sup>th</sup> February 2021. She visited the MMU regularly till now with the hopes of cure. After the regular follow up, it was noticed that her skin lesions was clear and she was able to walk and stand.

The patient was thankful for the MMU service at the doorstep as she was unable to walk and also she belongs to low socio economic background. She expressed that the MMU is a blessing for her and others in her community



## LIST OF OPERATIONAL MOBILE 1000 CLINICS



STATES	NO. OF MOBILE CLINICS	PARTNERS
Madhya Pradesh (11), Uttar Pradesh (7), Uttarakhand (3), Gujarat (1), Punjab (1), Andhra Pradesh (3), Maharashtra (1), Bihar (4), Delhi (1), Odisha (6), Jharkhand (1), West Bengal (2) & Assam (4)	44	GAIL ( India) Limited
Uttarakhand (7)	7	The Hans Foundation (THF)
Delhi (1)	1	Bharat Petroleum Corporation Limited (BPCL)
Tamil Nadu (3), West Bengal (5) & Karnataka (4)	12	Kotak Life Insurance
Punjab (6) & Gujarat (12)	18	Kotak Mahindra Prime Limited
Assam (3), West Bengal (2), Punjab (2), Andhra Pradesh (1), Telangana (2), Karnataka (1), Maharashtra (3), Rajasthan (1)	16	Pernod Ricard India Foundation (PRIF)
Odisha (1)	1	Vedanta Limited
Uttar Pradesh (3), Rajasthan (5) & Odisha (1)	8	Vedanta Foundation
Assam (2) & Odisha (4)	6	Indian Oil Corporation Ltd (IOCL)
Telangana (6)	6	Kotak Mahindra Bank Ltd
Gujarat (1), Haryana (1) , Rajasthan (1) & Delhi	5	Hero MotoCorp Ltd.
Maharashtra (4)	4	Indocount Foundation
Karnataka (1), Gujarat (1), Assam (1) & Uttarakhand (1) Tamil Nadu (2)	6	AMM Foundation
Maharashtra (1)	1	Apraava Energy
Karnataka (1)	1	Nava Bangaluru Foundation
Maharashtra (1) , Gujarat (2) & Tamil Nadu (2)	5	DP World
Odisha (3)	3	HPCL
Rajasthan (1)	1	Exicom Systems
Uttar Pradesh (1) & Telangana (1)	2	Himachal Futuristic Communication Ltd (HFCL)
Jharkhand (2)	2	Adani Foundation
Karnataka (1), Chhattisgarh (1)	2	ACC Trust
Maharashtra (1) & Andhra Pradesh (1)	2	Syngenta India Limited
Odisha (4)	4	Nalco



## LIST OF OPERATIONAL MOBILE 1000 CLINICS



STATES	NO. OF MOBILE CLINICS	PARTNERS
Gujarat (1)	1	Welspun
Maharashtra (1)	1	Mumbai Aviation Fuel Farm Facility Pvt Ltd (MAFFFL)
Gujarat (2)	2	Concord Biotech Limited
Karnataka(1) Rajasthan (1) Maharashtra (2)	5	Rasi Seeds Pvt Ltd
Maharashtra (1)	1	Larsen & Toubro (L&T)
Odisha (1)	1	Dalmia Bharat Foundation
Haryana (1)	1	AVL Ltd
Maharashtra (1)	1	APM Terminals
Gujarat (2), Delhi (2) UP (2) & Kerala (2)	8	Petronet LNG Foundation
Rajasthan (1)	1	SNS Foundation
Rajasthan (1) & Maharashtra (1)	2	Pernod Ricard India Foundation (PRIF) - Dispensary
Maharashtra (1)	1	Goldman Sachs
Maharashtra (1) Tamil Nadu (1)	2	CBRE
Rajasthan (1)	1	Hyundai Motors India Foundation
Rajasthan (2)	2	Saurya Urja (Company of Rajasthan Limited)
Gujarat (2), Maharashtra (5) Uttar Pradesh (2) Punjab (2) Karnataka (2)	13	Huawei
Haryana (1), Tamil Nadu (2), Telengana (1)	4	Mobis India Foundation
Andhra Pradesh (1)	1	Sembcorp
Jharkhand (1) Uttar Pradesh (1)	2	GAIL Gas Ltd
Maharashtra (2)	2	First Abudhabi Bank
Tamil Nadu (1)	1	Chennai Petroleum Corporation Ltd
Maharashtra (1)	1	Rotary Club of Bombay North
<b>TOTAL VANS</b>	<b>211</b>	



# MOBILE 1000 PARTNERS



# WHY WOCKHARDT FOUNDATION ?



## ★ CREDIBILITY

- The Wockhardt Brand name has become an epitome of trust
- Dr. Huzafa Khorakiwala (Trustee & CEO - Wockhardt Foundation) leading the project from the front
- Dr. Habil Khorakiwala (Ex-President FICCI, Chairman – Wockhardt Group)



## 🤝 TRANSPARENCY

- Real-time awareness of the locations of the vans
- Detailed monthly reports

## ➡ SPEED

- Projects can be started within 60 days of the signing of MoU
- Implementation capability of as many as 18 programmes



IESECCI honored Sir Dr. Huz with  
'The Inspiring Indian Award, **2019**



CEO of the Year at the Global CSR  
Excellence & Leadership awards, **2018**



Excellence Award for Corporate Social  
Responsibility & Peace Mission - Indian, **2017**



India Top Awards 'Excellence in India\  
CSR Passion, **2016**



'Champion of WSIS Prize **2016**' award for  
E-Learning programme at Geneva Global  
Awards, **2016**



'Outstanding Leadership **2016**' award from the  
Nurturing the Future Foundation



Bronze award for table calendar from ABCI  
(Association of Business Communicators of  
India), **2015**



'Best CSR project In healthcare' for mobile  
medical vans, **2015**



'Best Community Development Award'  
for Mobile 1000 at the National Awards for  
Excellence in CSR & Sustainability, **2015**



'CSR Professional of the year' at the National  
Awards for Excellence in CSR & Sustainability,  
**2015**



Best environment-friendly project award for  
Bio-Toilet at Asian CSR Leadership Awards in  
Dubai, **2015**



Dr. Huzaifa Khorakiwala felicitated by the  
Maharashtra Class Owners' Association (MCOA) for  
his contribution to education and learning, **2015**

# TIME TO APPRECIATE AND ACKNOWLEDGE

# VALUE OF WOCKHARDT FOUNDATION



**WOCKHARDT**  
FOUNDATION

**values**  
of wockhardt foundation

**beneficence**  
service to poor

**excellence**  
quality first

**speed**  
one step ahead

**trust**  
deliver on  
commitment

B E S T



Mobile 1000

## CONTACT DETAILS

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