



PROPOSAL FOR DIAGNOSTIC SERVICES

06 MAY
2019

PROPOSAL TO FINANCE & OPERATE THE PROCUREMENT OF STATE-OF-THE-ART DIAGNOSTIC AND TREATMENT EQUIPMENTS AND UPGRADE / REFURBISH DIAGNOSTIC LABORATORIES OF SELECT GOVERNMENT-OWNED HEALTH CENTRES UNDER A PROFIT-SHARING MODEL

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DOCUMENT CONTROL INFORMATION

Title: PROPOSAL TO FINANCE & OPERATE THE PROCUREMENT OF STATE-OF-THE-ART DIAGNOSTIC AND TREATMENT EQUIPMENTS AND UPGRADE/REFURBISH DIAGNOSTIC LABORATORIES OF SELECT GOVERNMENT-OWNED HEALTH CENTRES UNDER A PROFIT-SHARING MODEL

Date	May 6, 2019
Brand Name	MATRIX ECD PTE LTD
Brand ID	001
Project Regions	MOZAMBIQUE
Projects Markets	MOZAMBIQUE
Project Type	Healthcare Diagnostic and Imaging Center
Project Description	Implementation of Healthcare Diagnostic and Imaging Center on a PPP Model
Additional Info	N/A

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DOCUMENT HISTORY

Document Name	Task ID	Date	Author	Document Version	Revision Detail
PROPOSAL	001	May 6, 2019	Monisha	1.0	Created



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INTRODUCTION

The aim and objective of this document is to describe the proposal for financing and operating the Healthcare Diagnostic and Imaging Services . The Purpose of this document is to indicate the Scope of our work , time, efforts , and revenue share model

EXECUTIVE SUMMARY

Providing quality healthcare for all requirements, not just the right personnel but also of equal importance, the requisite equipment that will enable the personnel offer diagnostic services thereby leading to appropriate and faster treatment.

However, considering the very scarce resources that the government is contending with, the most effective means therefore would be to engage in a public-private sector partnership that takes away the funding burden from the government yet offers an innovative solution to providing better and efficient healthcare to its citizens while generating more revenue into government coffers.

Our proposal, therefore, is to finance and operate the procurement of state-of-the-art diagnostic, laboratory and treatment machines, refurbish/upgrade (where necessary) and provide management expertise of laboratories/diagnostic centers of select government-owned health centers on a profit-sharing model.

Our business model does not require any initial financial commitment, whatsoever, from the government. We understand that government has very limited resources which it intends to use to finance several of its programmes and projects in various sectors.

Our partnership with the government will see us, finance the procurement of state-of-the-art medical equipment that will enhance the diagnostic and treatment capabilities of some public healthcare centers thereby cutting down on medical tourism while also offering a service that is accessible and affordable even



to the average citizen who ordinarily may not have the financial resources to afford such services.

Our strategy is premised on an approach to deliberately and gradually reverse medical tourism in Mozambique through upgrading the laboratory and diagnostic capabilities of Mozambique's health centers with modern and state-of-the-art diagnostic machines, which, for some people, is the reason they travel abroad to seek medical services.

Together with our partners, we place unquantifiable value on the lean and sometimes unavailable financial resources of both our clients (governments) and patients. We ensure that patients spend less and are never burdened with anything exorbitant other than the actual.



With this reality, we expect that due to shortage of funds, the government may not be able to provide the requisite machines to make the health centres function at maximum capacity.

Our goal, therefore is to strategically, support the government by filling this gap in upgrading the radiology set up, laboratories of select public health facilities through the procurement, installation and maintenance of the most requisite diagnostic machines that could be found in high-end hospitals across the world yet provide those services to the public at very affordable prices.

Our passion is to provide Accessibility and Affordability to patients because we believe that access to better and affordable healthcare should be a common right to all irrespective of their economic status.

Our commitment lies in low pricing of laboratory and imaging services, which will be available 24x7, in all modalities. Despite this, we will maintain very high-quality standards with latest equipment and well-trained personnel.

Our approach offers a seamless integration with the existing health facilities that will be set out for this programme. Our laboratories will adopt the policies and standard operating procedures of the health centres where this partnership programmes will run and provide all the emergency and routine facilities, which can be accessed and viewed at ICUs and various OPDs through integrated Laboratory and Hospital Software Systems





BACKGROUND: THE COST OF MEDICAL TOURISM TO THE MOZAMBIQUE ECONOMY

Tens of thousands of Mozambicans travel every year to the United States of America, (USA), United Kingdom, (UK), India, Thailand, Turkey, France, Canada, Germany Malaysia, Singapore, Saudi Arabia and China, among other countries for treatments ranging from kidney transplant, open heart or cardiac surgeries, neurosurgeries, cosmetic surgeries, orthopedic surgeries, eye surgery and other health conditions, to the extent of delivering babies over there.

It is estimated that Mozambique losses _____ to medical tourism annually, which is more than the _____ allocated the health sector in the 2018 budget. This represents 3.9 per cent of the total _____ expenditure plan.

Furthermore, through an average of 9,000 medical tours occurring monthly from Mozambique to other countries, the nation losses 1.35 billion dollars annually to medical tourism, with India being the major beneficiary of 500 visits monthly.

Therefore, with the increasing population of Mozambicans exiting the country to seek medical treatment abroad and the huge impact on the nation's economy, it has become a matter of urgency to revamp the health sector to edge the ugly trend.

PRIMARY COMPONENTS OF OUR PROPOSAL

Our proposal is :

- I. To finance and equip select government hospitals across the state with state-of-the-art laboratory and diagnostic equipment that may have cost the government several billions if it were to procure, install and maintain them itself.
- II. To provide trained doctors and laboratory scientists/technicians that will train and retain local personnel in the use of the machines
- III. To offer advice and institute more effective protocols that are currently in vogue in world-class medical facilities across the world
- IV. To manage the laboratories over an agreed period of time during which we would have set the standard operating procedures that will ensure the effective running of the centres.
- V. To upgrade and refurbish, where necessary, the identified medical facilities, in terms of laboratory and treatment equipment, to world-class standards



OUR BUSINESS MODEL: A NEW WAY OF FUNDING PROCUREMENT OF EQUIPMENT

Our business model is premised on the fact that due to shortage of funds, the government may not be able to provide the requisite machines to make the health centres function at maximum capacity.

Our approach therefore is to strategically, support the government by filling this gap in upgrading the laboratories of select public health facilities through the procurement, installation and maintenance of the most requisite diagnostic machines that could be found in high-end hospital across the world yet provide those services to the public at very affordable prices.



OUR MISSION

Our mission is simple; to end medical tourism, provide affordable and accessible healthcare to the average citizen and support the government in providing global standard healthcare service to its people.

OUR GOAL

To provide affordable and accessible, quality diagnostics solutions, which, as you know, cost billions of dollars to procure, install and maintain for the benefits of all irrespective of social class.

OUR UNIQUE SELLING PROPOSITION

Together with our partners, we place unquantifiable value on the lean and sometimes unavailable financial resources of both our clients (governments) and patients. We ensure that patients spend less and are never burdened with anything exorbitant other than the actual.

Our commitment lies in low pricing of laboratory and imaging services, which will be available 24x7, in all modalities. Despite this, we will maintain very high quality standards with latest equipment and well-trained personnel.

Our approach offers a seamless integration with the existing health facilities that will be set out for this programme. Our laboratories will adopt the policies and standard operating procedures of the health centres where this partnership programmes will run and provide the entire emergency and routine facilities, which can be accessed and viewed at ICUs and various OPDs through integrated Laboratory and Hospital Software Systems.

WORLD-CLASS SERVICE AT AN INCREDIBLY LOW COST

Despite having high-end quality equipment and knowledgeable manpower, we do not compromise on our promise of offering lost-cost pricing and we will remain up to 30 to 40% lesser than what most centres offer and still provide services that will make us unique and stand out from the rest.

OUR EXPERTISE/CAPABILITY

Due to our years of experience in supporting both the public and private sectors in providing consultancy services, procuring and setting-up state-of-the-art laboratory and diagnostic facilities, we have developed advanced instrumentation, good technical back-up and managerial staff, through which we are capable of providing and handling an average of 600-800 patients, requiring various routine as well as advanced, specialized investigations.

Absolute importance is given to Quality Assurance Programmes. In every project, a team of specialists are engaged to train local personnel and deliver constant, timely reports. We also provide support and guidance to various research studies conducted by post-graduates and also clinical trials.



OUR EQUIPMENT'S:

We offer the latest technologies in the health sector. Our machines include but are not limited to the following;

RADIO-DIAGNOSIS



We have 1.5 Tesla Silent Suite MRI, 128 Slice Dual Energy compatible CT Scanner, High-end Ultra sound machines, Portable and Fixed X-rays with CR Systems.

LABORATORY



We also have fully automated Biochemistry Analyzers with high throughput, state-of-the-art 6-part Hematology Analyzers, Immunoassay instrument, Automated blood culture system and many more. All these equipments have back-up instruments.

GENE MATRIX



Our molecular diagnostics and research project is our step forward to abide with the latest technology for faster disease detection, recognition and to provide research to improve diagnosis and treatment.

REQUIREMENTS TO SET UP RADIOLOGY AND LABORATORY DEPARTMENTS:

- Provision of ample space as per standard norms to set-up and refurbish the radiology and laboratory departments at ur respective hospitals.
- Provide the licences to install and run the machines.
- Provision of uninterrupted electricity and generator back up.
- Provision of security personnel at appropriate places in the respective departments.
- Exempt/reduce the duties on the machines being imported into the country for the purpose.



WHAT WOULD WE BRING IN:

We will install, maintain and run the state of art radiology and lab equipment's with appropriate AMC/CMC during the contract tenure.

We would run the radiology and laboratory departments on a 24/7 basis.

Maintain the quality of radiology and laboratory reporting to the highest standard.

We would provide appropriate remuneration to radiologists, pathologists, microbiologists, biochemists and technicians at the set-up.

Provide Teleradiology and Telemedicine support as per the requirements of the departments.



INVENTORY OF OUR EQUIPMENTS



Latest 1.5T MRI scanners.



Latest multislice CT scanners.



Latest state of art Portable and Fixed X-ray machines and USG scanners.



Fully automated Biochemistry Analyzers with high throughput, State-of-the-art 6-part Hematology analyzers, Immunoassay instruments, Automated blood culture system.

DURATION OF THE CONTRACT:
A MINIMUM OF 13 YRS CONTRACT IS REQUIRED

REVENUE SHARING MODEL SUMMARY

HOW WOULD THE BILLING BE DONE AT THE RESPECTIVE HOSPITALS:

- ▶ The govt would do the billing themselves in their respective software.
- ▶ The remuneration would be paid to the company in USD at timely basis as agreed upon.
- ▶ A royalty 20% will go to for the government for the duration of the contract, which will be signed by the MOZAMBIQUE government.

TERMS & CONDITIONS

FORCE MAJEURE

MATRIX ECD does not undertake any responsibility if it is prevented from performing its obligation due to sickness, accident, or death of MATRIX ECD Personnel or any other cause beyond the control of MATRIX ECD inclusive but not restricted to any enactment both present and future, as may be passed by the Government of **MOZAMBIQUE and Singapore**

CHANGE REQUESTS

If customer requests for significant changes in the scope, MATRIX ECD will discuss the same with the customer and revise the fees, payment terms and schedule as mutually agreed upon.

LOCATION

The Healthcare Diagnostic and Imaging Center will be setup by MATRIX ECD Team, at Government healthcenter in MOZAMBIQUE as per the scope depicted in this document

PROPOSAL SIGN OFF

If either party desire to change the terms of this proposal, the following will occur:

- ▶ The initial party will document the request in writing.
- ▶ Authorized representative of each party will negotiate the impact of the requested change on the work to be performed under the proposal
- ▶ The terms of the change will be documented on a Change Request Form as an amendment to the proposal
- ▶ The change will take effect upon signature of the amendment by both parties.

VALIDITY

This Proposal document is valid until 1 week from the date of offer.

Please sign below to indicate your acceptance of this proposal and authorization for Matrix ECD Pte Ltd to proceed.

.....
Kiran Shanmugam

Director Matrix ECD PTE LTD

Date:

.....
Minister of Health

Government of MoZambique

Date: