

# IM 853 Indian Field Seminar - 2014



M/S R.K.Gupta & Co.



# Delhi



# Mumbai



# Bangalore













# Why Participate?

- See how emerging countries are undergoing a transformation that is changing the face of global business.
- Become conversant in global issues. See and touch this world.
- Obtain a vivid understanding of the intensely intertwined challenges facing India.
- Examine the full range of the health sector, including
  - Rapid development to compete successfully on a global basis
  - Daunting barriers to meeting the needs of over a billion people.
  - Entrepreneurial energy and innovative capacity to create new value and opportunities.
  - Visit health care delivery systems, biopharma/biotech, NGOs, social enterprise models, patent attorneys who argued the Novartis case, one of the largest private equity firms in the world
- Understand the future of the health sector in India and implications globally





It will change the way you see the world  
And your place in it

<http://www.youtube.com/watch?v=VdY6c339ZjA>

# Route of Travel



# Tentative Itinerary

Sat. 12/28	Arrive Bangalore
Sun. 12/29	India Field Seminar Begins
12/30 and 31	Sessions in Bangalore and free time
Wed. 1/1	Fly to Mumbai in afternoon
1/2 - 6	Sessions in Mumbai, including tour to Elephanta Caves and free time
Mon. 1/6	Fly to Delhi in afternoon
1/7 - 11	Sessions in Delhi, including optional tour to Taj Mahal
Sun. 1/12	Return to Boston

# Potential Site Visits

- Bangalore
  - Biocon
  - GE Healthcare
  - Vaatsalya Healthcare
  - Narayana Nethralaya
- Mumbai
  - SNEHA
  - Cipla
  - Arogya Parivar Rural Program by Novartis
  - Abbott India
  - APAX Private Equity
- Delhi
  - All India Institute of Medical Science (AIIMS)
  - Anand and Anand Law Partners
  - Institute of Genomics and Integrative Biology (IGIB)
  - MaxHealth
  - Palwal District Hospital and Community Health Center
  - Public Health Foundation of India (PHFI)
  - Super Religare Labs (SRL) and Fortis Hospital

# Format

- Site visits to pivotal settings across the sector
  - Service Delivery: For profit, government, grass root
  - Bio-Pharma and Medical Devices: Established and start-up
  - NGOs, slums of Mumbai, villages of Rajasthan (Delhi)
  - Meetings with private equity and legal principals involved in the health sector
- Informal dinner sessions in small groups
- In-depth exploration of health sector organizations
- Time in the evening and on weekends to see and touch this absorbing and engaging country

# Point Counter Point

- MaxHealth and AIIMS
- Abbot and Cipla
- Gurgaon and Palwal
- Gateway of India and Dharavi

# Max India



Analjit Singh, BU Alum  
Chairman and Co-Founder



# AIIMS



AIIMS CEO Ramesh Deka

# Innovation

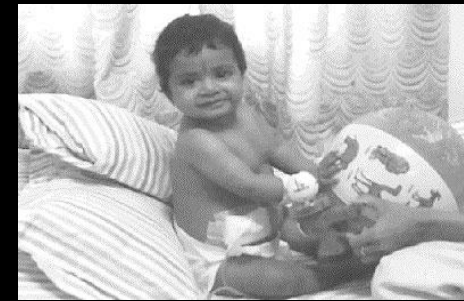
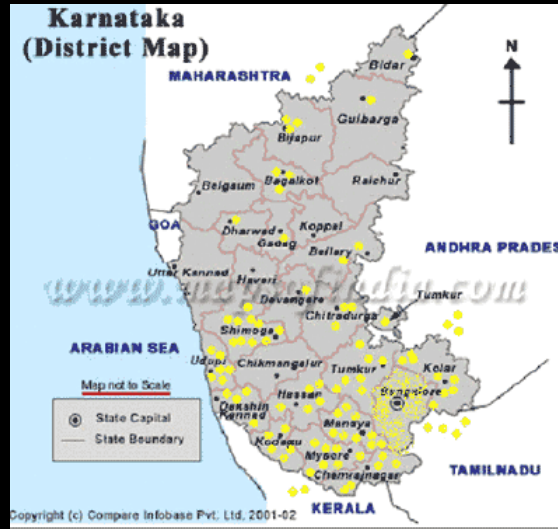
- Narayana Hrudayalaya
- Vaatsalya
- GE John Welch Center



# Narayana Hrudayalaya



Dr. Devi Shetty, CEO





# GE John Welch Center Bangalore



**Munesh Makhija**  
Chief Technology Officer  
GE Healthcare - India



**Terri Bresenham**  
President & CEO, GE Healthcare India

[http://www.youtube.com/watch?v=kbVKRJvQqRc&feature=player\\_embedded](http://www.youtube.com/watch?v=kbVKRJvQqRc&feature=player_embedded)

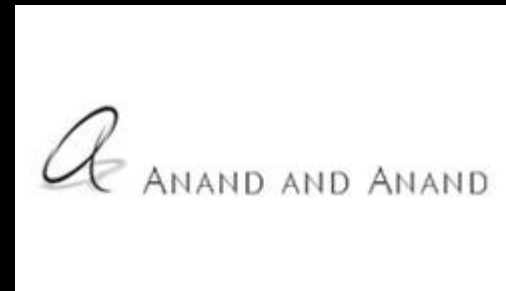


# Investment in the Future, Influencing Health Sector Laws

APAX Partners,  
Private Equity



Anand and Anand,  
Law Firm



# Accommodations and In-Country Travel

- 5 star hotels in each city
- Travel by coach for site visits
- In country flights
- Tour agent accompanies the group to deal with day to day logistics
- Faculty leader as well as staff co-leader
- Guided orientation tours and time for exploration on your own

# Course Structure and Requirements

- Pre-Trip Sessions
  - Preparatory readings and discussion
  - Briefings about the trip and practical Q & A
  - Guest speakers
  - Background on target organizations
- Course Requirements
  - Slide presentation on chosen company, key leaders in it, issues and questions
  - Daily reflection journal
  - Final paper on chosen company and implications for the health sector in India and globally
  - Active participation, team work and leadership
- Post-Trip Session Debrief and Reflection Meeting

# Program Costs

Program Fee: \$4,000

Includes:

- Accommodations with breakfast each day
- Lunches included with program visits
- In country airfare
- Transport to site visits
- Guided tours
- Special dinners

Other Costs:

- Tuition (regular tuition for a 3-credit course)
- Airfare to Bangalore and return from Delhi (est. \$1,500)
- Other meals (est. \$450)
- Incidentals, gifts and entertainment

# Applications accepted beginning this Friday, April 26 at 7:00am

- Register online at the GPO website (under the “forms” section, select “Field Seminar Application for India”).
- <http://smgworld.bu.edu/gpo/india-field-seminar-application/>
- All information about the registration process can be found at that link



# Assistance

## Financial Aid

- Program fees can be added to the cost of education
- Student loans can be used to cover the cost

## For financial aid information contact

**Nicola Melton**

Assistant Director of Financial Aid

[gsmfa@bu.edu](mailto:gsmfa@bu.edu)

**353-3584**

## Visas, insurance and health preparations

- Information sheet will be provided

## Other Information

### About the trip:

**Andrea Sodano**

[asodano@bu.edu](mailto:asodano@bu.edu)

**617 633 3398**

### About registration:

**Alicia Clemente**

[aliciabc@bu.edu](mailto:aliciabc@bu.edu)

**617-353-4725**

# Answers to FAQ'S

- Yes, this is a spring semester 3-credit course and provides credit towards graduation. The only tuition you pay is what you would pay for any course.
- You make your own flight arrangements to and from country. You may arrive early or leave late. You may use frequent flyer miles.
- We will provide access to our travel agent to provide group flight arrangements as requested and a group trip to the Taj Mahal as desired.
- Yes you will have both an intense learning experience and the time to explore on your own
- No, at this point we do not have scholarship funds and cannot reduce the fee.



Questions?

