



Vol. 01 Issue 03, May-June 2017

MEDIWORLD

Middle East



Elixir of life

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- Zulekha Hospital

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Zulekha Healthcare Group

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Editor's Note

Adapting to the industry's changing dynamics

The onset of summer here in the region usually means the start of very hot and uncomfortable days with life con ned to air conditioned spaces and families leaving for a long vacation in their home countries. For many, the summer has also been a chance to visit a hospital for regular checkups or treatment of some pending issues as healthcare services are either less costly or fully/ partially shouldered by own governments.

However, this trend has started to change in recent years. Having come across news items telling about expatriate families opting to spend the entire holidays in the UAE due to various reasons - being social or economic or simply for practical reasons - Dubai or the UAE in general is not a deserted place anymore during the summer months. Business is as usual and the crowds are everywhere. Families staying back also contribute to the local economy with healthcare facilities offering the best of services round the clock - even specialized doctors are now available in the evenings in some hospitals.

In this edition, we continue to cover the medical technologies and healthcare industries both locally and internationally and strive to promote the best practices by top-tier facilities. Among them is Zulekha Hospital - a full- edged, multi-disciplinary resource with out-patient and in-patient facilities. As the group expands its presence in the UAE, we talked to the managing director who shared their success story.

The Kingdom of Saudi Arabia is the region's largest economy and at the same time the growth engine with its young and dynamic population. With over US\$32 billion allocated for health and social services in 2017, growth opportunities are abound but for those who are well prepared and we have explored the private sector participation in this industry as well as the steps that need to be taken by the authorities to attract more players. Moreover, Malaysia with her pristine beaches and friendly people is this edition's health & wellness destination.

As we bring the most recent developments from the industry both on a local and global level, your comments and inputs to grow our magazine are always welcome. Please do not hesitate to share your invaluable thoughts.

Sincerely,

Editor, MediWorld ME

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Elixir of life

Creating centres of excellence & growth - Zulekha Hospital



Dr. Zulekha Daud who set foot in the UAE in 1964 is the first female Indian doctor to practice in the UAE as well as the founder and managing director of Zulekha Hospital. Dr Daud chose to open her first hospital at a time when the government hospitals treated both expatriate and local patients for free. However, Dr Daud always counted on her rapport with patients and was not disappointed with the turnout when her hospital opened.



Zulekha Hospital, established single-handedly by Dr. Zulekha Daud in 1992 in Dubai, is a full-fledged, multi-disciplinary resource with out-patient and in-patient facilities. The healthcare facility started off as a 30-bed hospital with basic facilities for gynecology, obstetrics, surgery, medicine and pediatrics. Today, the Zulekha Healthcare Group includes two multidisciplinary hospitals in Dubai and Sharjah, as well as one diagnostic centre, three UAE medical centres and three pharmacies.

Zulekha Hospital Dubai is a 79-bed hospital established in 2004 offering both in-patient and out-patient care covers a wide range of medical and surgical specialties. Its aim is to treat patients as individuals; to understand their needs and fulfil their expectations of expert and compassionate care in a clean, safe, comfortable and friendly hospital.

MediWorld ME met with Mr. Taher Shams, son of Dr. Daud as well as the Managing Director of Zulekha Healthcare Group who shared what is it being the part of this illustrious establishment and facing challenges on the way.

You ventured into the field of healthcare by establishing Zulekha Healthcare. How has the health care sector evolved over the decades across the UAE and what are your viewpoints in patient-doctor relationship?

The healthcare sector has evolved significantly and we have seen a rapid change in the way we operate. The competition has grown manifold. Keeping up with the times, we have ensured efficient implementation of PIS (Patient Information Systems) and LIS (Lab Information Systems).

Today the patients' demands are changing with the revolutions in healthcare. Patients undergoing critical surgeries like knee replacements can walk the very next day and recover fully over a few days as compared to extended hospital stays earlier. Our facilities are equipped with perks for patients including valet parking, fast track services, and even night and Friday clinics with specialists available all night. We have been pioneers in introducing these in the regional healthcare system and it is heartening to see others follow.

As a rule of thumb in healthcare, the patient/doctor relationship is always very valuable and important. If you know a doctor in person, you are more likely to visit

“Patients undergoing critical surgeries like knee replacements can walk the very next day and recover fully over a few days as compared to extended hospital stays earlier. Our facilities are equipped with perks for patients including valet parking, fast track services, and even night and Friday clinics with specialists available all night.” - Mr. Taher Shams, Managing Director, Zulekha Healthcare Group

him/her directly. The doctor also needs to understand what the patient wants and we keep on receiving patients from far off destinations only because of their trust and confidence in our services.

You have been pioneers in medical education programs for the entire Gulf region. You have also been conducting consistent interactive workshops and seminars on various medical and surgical topics. Can you highlight some of your achievements?

Our endeavor is to constantly improve the overall quality of healthcare services and expertise in the organization and our extended communities in the region. Every time we host CME (Continued Medical Education) sessions, it helps bring together the best and enables exchange of ideas. We are providing these platforms for the medical fraternity in the UAE as diverse nationalities come together and exchange information and enhance their skills. This, in turn, enhances the patient experience in the larger healthcare eco-system.

You are known for your community service initiatives. Kindly tell us more about few CSR projects which are close to your heart?

In line with Zulekha Healthcare Group's CSR objectives, the campaigns are led by the hospital in association with government bodies and valued partners, all of whom relate to the cause of spreading awareness of deadly diseases and, in doing so, positively affecting the lives of people throughout the region. All campaigns are approved by Dubai Health Authority (DHA) and the



Ministry of Health (MOH). Allow me to enumerate some of them in brief:

Chance to Change

In 2014, Zulekha Hospital developed 'Smear, Don't Fear', a cervical cancer awareness campaign that is now named CHANCE TO CHANGE designed to encourage regular checks and to educate women about the symptoms, risks and prevention of the second most common cancer, which affects hundreds of thousands of women worldwide.

Screening Numbers: 282 in 2014, 475 in 2015, 1,400 in 2016

Screen and Survive

Zulekha Hospital has launched this health awareness campaign to challenge the taboos surrounding colorectal (colon) cancer and to help save lives across the UAE. In association with the Ministry of Health (MOH), Zulekha Hospital developed the campaign to stress the importance of regular checks for early detection, and to educate the wider public about the screening process that can eliminate the disease.

Screening Numbers: 148 screenings in 2016, 154 in 2017.

Pink it Now

'Pink It Now' campaign advocates early detection and subsequent reduction of deaths from breast cancer across the UAE. The program is undertaken in collaboration with associations such as The Pink Caravan, a FoCP initiative that has been raising awareness about breast cancer since 2011, highlighting the importance of early detection and regular check-ups, whilst also dispelling the innumerable myths that surround the disease.

Screening Numbers: 850 in 2014, 1,826 in 2015, 2,902 in 2016.

Zulekha Healthcare Group has been honored with many accreditations and accolades including the certification by the Joint Commission International (JCI) and the CAP Laboratory Accreditation Program, the Mohammed Bin Rashid Al Maktoum (MRM) Business Excellence Award, the Dubai Quality Award, the Dubai Chamber CSR Label Award, the Platinum LEED certification as the first energy efficient and environment friendly hospital across the Middle East.

No More Excuses

- 'No More Excuses', an initiative led by Zulekha Hospitals, is a community-based campaign that is dedicated to promoting the need for people to take responsibility for their own health and wellbeing.
- Early onset of heart attacks and strokes are stress due to overwork and everyday anxieties.
- Compounding these problems are lifestyle inhibitors such as smoking, drinking and eating junk food, which are often resorted to in order to offset stress.
- Zulekha Hospitals encourage the community to visit their facilities in order to avail themselves of a free appointment with a specialist cardiologist, during which ECG, blood pressure, sugar and cholesterol readings will be taken.

- One sports event done in Feb and Yoga in April over weekends (Over 1,000 participants collectively).

Corporate Governance

Zulekha Hospital has, since 2013, committed itself to the Global Reporting Index (GRI), including presenting various initiatives alongside the guidelines of the GRI.

development and advancements that enable us to be ahead of the curve. Zulekha Hospital Dubai has been recognized for its surgical weight loss program and outstanding management of morbidly obese patients by the International Federation for the Surgery of Obesity and Metabolic Disorders (IFSO). Speaking of cardiac sciences, we have local and international expertise

“Our resolute values prioritizing quality patient care have always helped, and continued focus on patient centric services is the key to overcoming operational hurdles. Complementing our efforts, the government of the UAE has always been very supportive.”

We are the first healthcare entity from within the UAE to submit the GRI, and this is a vital step towards practicing progressive and transparent governance in the Group.

Women Empowerment

Zulekha Hospitals are an active member of the 'She Works' partnership, a global initiative of the IFC, a member of the World Bank. Alongside other companies

attending critical cases supported by world-class technology and operating facilities.

You were recently recognized by Forbes Middle East as a Top Indian Leader in the UAE but do you think every award brings more challenge to excel and out-do previous performances?

We are honored to be recognized among the future Top Indian leaders in the region by Forbes Middle East. Yes, with rewards there is always a higher benchmark set for oneself. Challenges are seen as opportunities to learn and grow, be ready to take risks and achieve more. I always believe in “Expecting the Unexpected”. Hence there is a long way to go. Each day comes with its own lessons that we need to pick up and move ahead with. I tread on the footsteps of our founder, Dr. Zulekha Daud and draw inspiration from her. She has been our exceptional motivating force.

In addition, I'd like to underline that our resolute values prioritizing quality patient care have always helped, and continued focus on patient centric services is the key to overcoming operational hurdles. Complementing our efforts, the government of the UAE has always been very supportive.

Uplifting the brand image with our operational excellence, the group has been honored with many accreditations and accolades over the years including the certification by the Joint Commission International (JCI) and the CAP Laboratory Accreditation Program, the Mohammed Bin Rashid Al Maktoum (MRM) Business Excellence Award, the Dubai Quality Award, the Dubai Chamber CSR Label Award, the Platinum LEED certification as the first energy efficient and environment friendly hospital across the Middle East.

On that note, can you please tell us about your expansion plans?

As mentioned, creating centers of excellence is the key to our growth. We are expanding our facilities in Dubai and look forward to an extensive cancer care and research center by 2018. In Sharjah as well our current capacities have increased with recent additions to beds. We have expanded and established our footprint in Nagpur, India with Alexis Multi Speciality Hospital. Our growth has been organic and we believe in investing our funds back in business so it generates the desired positive and healthy growth.

-By Vasujit Kalia



we pledged to implement measures proven to enhance women's employment opportunities – such as mentorship programs, flexible working arrangements, and leadership training to increase diversity in management. This helps us ensure gender diversity and drive productivity, competitiveness, and innovation at work. Over 40 per cent of our employees are women.

What are some of the peculiar ailments in UAE and how equipped you are to treat them?

While we are a multi-specialty hospital providing all medical care under one roof, we have centers of excellence that cater to specialized critical health care in terms of cardiac, bariatric, orthopedic, and gynaecological ailments. We are keen on establishing these centers of excellence as they provide for research,



Making smarter food choices:

Transforming the way we look at healthcare

Understanding what you eat helps you make healthier choices. Checking food ingredients also makes your work easier. However, at times, that might not be enough, as food contents might vary. A healthier diet is crucial throughout your lifetime and paying close attention to what you eat is a good starting step towards improving your overall diet.

As we grow older, our body requires a right type and amount of food nutrients for us to age properly. No matter how old you are, your body changes throughout your 20s, 30s, 40s and so on. Making wiser food choices is vital to your health as a right amount of regular physical activity and a healthy diet go hand in hand.

MediWorld ME met with Dr Isabel Hoffmann the Founder and the CEO of Tellspec, a data company that offers a real time, non-destructive food analysis scanner, which combines NIR spectroscopy, bioinformatics techniques and learning algorithms to analyze the food we eat at the molecular level.

“Without having in-depth scientific studies, our governments are allowing, in our food, chemicals that have been demonstrated to be carcinogens. So, we need to find ways to protect the consumer and to bring about transparency in the food label so we as consumers can make informed decisions.” - Dr Isabel Hoffman, CEO Tellspec



Dr Isabel Hoffman
CEO Tellspec

An ordinary food scanner reads bar codes but the Tellspec Food Scanner reads the actual molecules so it can detect food fraud (like pork meat claiming to be veal), food adulteration (like melamine in baby formula), and food quality

Isabel took off as an entrepreneur and has been the CEO of many big companies until five years ago when her daughter unexpectedly became sick due to the food she consumed that very moment.

“Five year ago my daughter got very sick due to the food she was eating; I have been an entrepreneur all my life and I have been the CEO of several big software companies as well as genetic laboratories, so I came up with the idea to create a small spectrometer to test the food to help people like my daughter.”

Enterprise scanner

The current Tellspec food scanner, called the Enterprise scanner, is a small handheld Near Infrared spectrometer that can detect food at the molecular level and does the food analysis in real time.

According to Dr Hoffman, an ordinary food scanner reads bar codes but the Tellspec Food Scanner reads the actual molecules so it can detect food fraud (like pork meat claiming to be veal), food adulteration (like

melamine in baby formula), and food quality. Their instruments do not actually read bar codes.

Tellspec's Enterprise food sensor uses Texas Instruments' DLP technology. This technology allows the scanner to have an excellent performance due to a higher signal to noise ratio as well as a more accurate spectrum acquisition.

“We believe that TI's DLP technology applied to spectroscopy brings amazing new opportunities for the exploding sensor industry, and we are proud to be working with Texas Instruments.”

Food scanning

Dr Hoffman explained that the food is scanned the same as any other eatery item, taking less than five seconds: “You place the scanner in contact with food and click the scanner button. The results are different pending on the mobile app you are using: for instance, for melamine you get an answer whether the baby formula has this toxin”.

The information accuracy depends on the substance. As for melamine can detect to .1 per cent of melamine concentration in baby formula.

“We decoupled the spectrometer from its computational component; placed the computation in the cloud so we can scale up to have the thousands of detections for specific toxins or ingredients in food. Since our analysis is done in the cloud we can, if we need more computational power we simply add new server”.

Food fraud

A food fraud occurs when food or drink is sold in a way that deliberately misleads or deceives consumers or customers for financial gain. Dr John Spink and Douglas C Moyer of the Michigan State University in 2011 defines 'food fraud' as a collective term used to encompass the deliberate & intentional substitution, addition, tampering, or misrepresentation of food, food ingredients, or food packaging; or false or misleading statements made about a product for economic gain.

The Enterprise scanner has the ability to detect food frauds as well. Out of other examples, one common example is melamine.

“We recently detected melamine in baby formula and we are just launching the app for this detection so those that have our scanner can buy it”.

The company recently published a scientific paper on their scanner and detection engine and its ability to differentiate differ cuts of meat as well as given the age of the meat. They are now working on taking this work into an app that can be available to those that have the scanners.

Clean food revolution

The importance of food contaminants in the link between diet and cancer has been widely studied in the laboratory and in epidemiologic studies. Particular food ingredients, like saccharin food coloring, and acrylamide (a toxin found in potato chips), have been found to be carcinogenic. However, governments have

Tellspecopedia is the educational companion to the TellSpec scanner. When the TellSpec scanner and algorithm database detect an ingredient, TellSpecopedia provides its health implications.

concluded that these ingredients are safe, mostly because single instances of exposure do not cause immediate harm.

“Tellspecopedia is a great small encyclopedia of food ingredients found in our food and labels and their respective health effects. Often we shop and we do not know what our label says. Tellspecopedia is also found for free in our site as a website of its own; but it is also a mobile app.”

The powerful, searchable online database houses current, evidence-based information on global food ingredients. Tellspecopedia is the educational companion to the TellSpec scanner. When the TellSpec scanner and algorithm database detect an ingredient, TellSpecopedia provides its health implications.



But, most studies did not take into consideration simultaneous exposures to other carcinogens, or the cumulative exposure of the same toxic, and often no independent epidemiologic study exists as a confirmation for the initial study.

“Without having in-depth scientific studies, our governments are allowing, in our food, chemicals that have been demonstrated to be carcinogens. So, we need to find ways to protect the consumer and to bring about transparency in the food label so we as consumers can make informed decisions.

“So, I see a world where all of us can have in our reach sensors like Tellspec, and this will force food chain to produce healthier and clean food. This is what I mean by the Clean Food Revolution.”

Tellspecopedia

The word may sound strange but “Tellspecopedia by Tellspec educates consumers on food ingredients and their health impacts.

The online database currently covers the most common and controversial 1,300 food ingredients ranging from additives, contaminants and manufacturing by-products to deliver scientific research about food to the consumer quickly and comprehensibly. TellSpec plans to grow the database overtime into the several thousands to encompass all possible global ingredients. Each record in the database synthesizes information from several scientific sources by listing an ingredient's definition, health considerations, things to keep in mind, where the ingredient may be found, and alternative names and spellings, along with references and links to published studies for further reading.

“TellSpecopedia is the educational component of TellSpec. We've essentially pooled thousands of medical, peer-reviewed resources from around the globe and brought their findings under one roof. Now, it's easier than ever to understand the health impacts of what's in your food,” concluded Dr Hoffman.



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International Medical Center (IMC) in Jeddah

Healthcare in Saudi Arabia: opportunities befitting for private players

With the future demand almost certain to grow, and the government's vision to increase private participation by 2030, healthcare could be one of the most sought after industry

Healthcare services have always remained the priority sector of the kingdom of Saudi Arabia. The country offers free health facilities to its citizens' womb to tomb. The government is benevolent to the extent that it has been paying for all medical charges liberally even outside the country if it is deemed as necessary for a patient to travel abroad to access advanced medical facilities. There are three service providers in the healthcare space in Saudi Arabia – Ministry of Health (MoH) hospitals, government hospitals and private players.

MoH runs over 60 per cent of the hospitals and primary healthcare clinics in Saudi Arabia while private players account for around a quarter of the health care infrastructure available in the country. The government has proposed to spend USD32.5 billion in 2017 for health and social development, which is 13.5 per cent of the total government budget. Well known is the fact that welfare expenses add to the already strained government coffers, hence, public expenditure in healthcare will be one area that the Saudi government would like to cut down.

According to Marmore's report on Saudi Healthcare, the

market share of Saudi Arabia in healthcare sector would be the highest in the GCC region with 54.4 per cent amounting to USD26 billion by 2020. Expectations for better facilities and quality healthcare is ever-increasing as patients who have travelled abroad for treatment expect similar standards in the home land as well.

Saudi Arabia has one of the fastest growing populations in GCC, indicating a spiralling future demand for healthcare facilities. Despite huge government spending, health care infrastructure in Saudi Arabia needs to be elevated to match international standards. In terms of efficiency of healthcare systems around the world (based on life expectancy, healthcare expenditure as a proportion of GDP, and healthcare costs per capita), Saudi Arabia is ranked 29th, lagging behind countries such as the U.S, United Kingdom and Singapore.

Facing challenges

The healthcare market faces alarming challenges such as dependence on imports of medicines and medical equipment, domination of expatriates in the workforce and business environment that is not conducive for the growth of private sector. Statistics would better indicate the reliance of healthcare facilities on imports.

Saudi Healthcare Spending (Public and Private)

	2007	2013	2015	2018
GDP, Current (USD bn)	415.96	744.3	770.6	870.98
Health expenditure - Public/Private				
Public	75%	64%	58%	54%
Private	25%	36%	42%	46%
Health expenditure				
Public (% of GDP)	2.71%	2.03%	3.85%	3.70%
Public (USD Bns)	11.27	15.11	29.67	32.23
Private (% of GDP)	1.04%	1.13%	2.83%	2.70%
Private (USD Bns)	4.33	8.41	21.81	23.52

Source: World Bank

Approximately 85 per cent of the drugs sold in KSA are imported mainly from Europe. Drug manufacturing in the country is very low owing to the lack of investments in R&D. The issue is compounded by an unpredictable Intellectual Property Rights (IPR) regulatory system. Pricing structure of these drugs are also vague apart from being highly controlled by the government due to which investors have an inhibition to enter the Saudi market.

The Saudi Arabian medical devices production sector remains in its nascent stages and imports accounted for 92 per cent of the market supplies (as of 2014). Domestic production is limited to low-end items such as bandages, furniture, medical disposables and surgical gloves. Restrictions on foreign ownership and entry barriers such as delays in obtaining permits and approvals and delay in payments to contractors in recent times have made investments in medical equipment manufacturing unattractive.

The healthcare market in the kingdom of Saudi Arabia is growth laden, nonetheless the path is equally confronted with bottlenecks. Adding to these issues, lower revenue from the hydrocarbons indicates that government spending on healthcare might take a hit in the future, a disquiet for people in the kingdom. However, every gloomy situation at the first sight is an upcoming growth opportunity after a deep thought. Saudi Arabia will have to confront these challenges and offer the best quality healthcare to its citizens.

Trust in market dynamics

How will the government do it, when it is struggling to

revamp its economy from being oil dependent? Let the government just create and enable a well-regulated ecosystem, the rest will be taken care by the market

The Saudi Ministry of Health runs over 60 per cent of the hospitals and primary healthcare clinics while private players account for around a quarter of the healthcare infrastructure. The government has proposed to spend USD32.5 billion in 2017 for health and social development, which is 13.5 per cent of the total government budget.

dynamics. The government has decided that it will not pay for overseas treatment if the health authorities feel that similar facility can be offered within the country. Mandatory health insurance is also planned to be introduced by the end of 2017 for all Saudi employees and their family members working in the private sector while it is already available for expatriates and government employees. People covered with health insurance is expected to reach 6 million by the end of this year, increasing their ability to reach out to private healthcare for their ailments.

Firstly, private participation in healthcare services can help to bridge the gap. In terms of financial stimulus, the government can choose from multiple alternatives to

Private players entering either drug or equipment manufacturing have an elaborate process to be completed with many supervisory organizations involved. Initiatives to create a one-stop shop for all approvals will make the process fast and efficient and also bring down the cost of compliance.

Offer incentives to private players. The government can guarantee the private sector to raise financing for projects. Public private partnership projects are expected to be the show starter for improving private participation in various sectors in the kingdom.

The government of Saudi Arabia has conducted studies in developed countries to understand the functioning of PPP projects and implement the same in KSA. Saudi Arabian government has planned to establish a unit under the Ministry of economy that would facilitate 'Public Private Partnerships' for execution of the stalled infrastructure projects. The unit is expected to conduct series of studies in developed countries to understand the working of PPP projects and devise a programme that would usher private sector to participate.

In addition, domestic players can be encouraged to partner with the government, especially in manufacturing of drugs and medicines. Encouraging them to manufacture generic drugs would bring down the cost of medicines in the kingdom. Certain segments such as the medical equipment manufacturing will require higher levels of skill with cutting edge technology asking for foreign investments. These are areas where the regulators need to encourage foreign players.

Saudi Arabia has already progressed in implementing some PPP health care projects. The Saudi Trans Sadara Company and China International Development and Investment Corporation Limited (CIDIC) is a joint venture to build four private hospitals in Dammam, Jubail, Riyadh, and Jizan, with a total project cost of USD 0.35 billion. The government has offered incentives by providing the land for construction of private hospitals. These hospitals are expected to be fully operational by the end of 2017 and expected to generate over 2,000 jobs for young Saudi nationals in the fields of nursing, procurement, marketing, administrative affairs, pharmacy, safety and security. Similar initiatives in the sector can come handy for the government to tackle the increasing demand for healthcare services in the country.

What the government needs to zero in on is framing regulations and for the private players to operate. The current regulatory framework is not conducive for free market dynamics and carries a lot of bureaucratic burden.

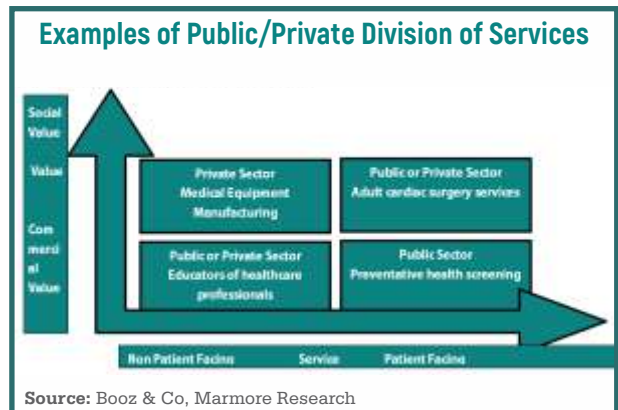
Creating a one-stop-shop

Healthcare sector in Saudi Arabia is regulated by multiple organizations such as the National Guard Health Affairs, Ministry of Defense, Ministry of Health,

Ministry of Interior and Ministry of Education through university hospitals. The MoH plays the role of overall supervision in addition to follow up with healthcare related activities carried out by the private sector. Private players entering either drug or equipment manufacturing have an elaborate process to be completed with many supervisory organizations involved. Initiatives to create a one-stop shop for all approvals will make the process fast and efficient. It will also bring down the cost of compliance. Provision of mobile health, remote care delivery and application of medical coding standards needs attention in the kingdom. Private participation can also be channelled in technology driven health services in the country.

Fragmented nature of the healthcare industry, in terms of service providers, pharmaceuticals and insurance providers paves the way for consolidation, both within the business segment and across verticals. Healthcare has been the most active sector in Saudi Arabia in M&A in 2015 with deals worth USD 255.92 million completed. Aster DM healthcare acquired Sanad Hospital at a value of USD 247.02 million, the highest prized deal in the Saudi healthcare segment in the last five years. Sanad Hospital's acquisition by Aster has helped to increase the capacity in terms of number of beds and quality by up gradation of the hospital facilities.

Very few vertical integrations have happened in the Saudi healthcare market, though it has been very popular in the developed world. In Saudi Arabia, organizations across the healthcare segment such as



clinics, hospitals, equipment manufacturers, pharmaceuticals, IT service providers and insurance companies operate in silos. With the future demand almost certain to grow, and the government's vision to increase private participation by 2030, healthcare could be one of the most sought after industry. Starting from increasing PPP projects and consolidation through mergers and acquisitions, it is quite possible that the healthcare market could witness a sea of changes in the coming years.

The current situation presents a need as well as an opportunity for the development of private healthcare in Saudi Arabia. The government's recent policy changes clearly indicate an inclination towards privatization of healthcare services for both economic and quality reasons. Given the fact that the market is brimming with demand, international companies would be willing to start their businesses in the kingdom. Enabling the private players depends on the government's endurance to create a hale and healthy Saudi Arabia.

Healthcare M&A deals in KSA, 2011-Sep 2016

Year	Target Name	Acquirer Name	Acquirer Nation	Deal Value (in \$ mn)	Percent of Shares Acquired
2016	Al Qassim Medical Services Co	SPIMACO	KSA	17.58	13.19
2016	Ebrahim Mohammed Almaná & Brothers Co	Saudi Arabian Investment Co	KSA	-	20.00
2016	Al Qassim Medical Services Co	SPIMACO	KSA	36.46	27.33
2015	Sanad Hospital	Aster DM Healthcare LLC	UAE	247.02	57.00
2015	Undisclosed Medical Supplies Manufacturing Factory	Investor Group	KSA	2.53	100.00
2015	Al Ahsa Medical Services Co	Al Ahsa Development Co SJSC	KSA	1.84	3.49
2015	Al Ahsa Medical Services Co	Al Ahsa Development Co SJSC	KSA	4.53	8.87
2015	Eed Group	Alkhabeer Healthcare Pvt Eq	KSA	-	-
2014	Saudi Mais Co for Medical Products Ltd	Undisclosed Acquiror	Unknown	-	24.00
2014	Omar Suliman Al-Ajaji Medical Co	Al Khabeer Capital Co	KSA	-	-
2012	Magrabi Optical-Laboratory	Essilor International SA	France	-	100.00
2013	Dawara Medical Factory for Pharmaceuticals Herbal & Cosmetics	Dallah Healthcare Holding JSC	KSA	10.13	100.00
2012	Al Borj Medical Laboratories Co	Boubyan Petrochemical Co KSCP	Kuwait	20.27	20.00
2012	Al Ahsa Medical Services Co	Al Ahsa Development Co SJSC	KSA	6.13	12.50
2012	Lehbi Care	DaVita Inc	USA	-	-
2012	Saudi Mais Co for Medical Products Ltd	Capinova Investment Bank	Bahrain	22.00	-
2011	DEEF Pharmaceutical Industries Co	Banaja Holdings Co	KSA	-	-

Source: Reuters. *Includes only completed deals



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CREDITS:

MR Raghu is managing director of Marmore Mena Intelligence, a research house focused on conducting Mena-specific business, economic and capital market research. For your queries, pls email: research@e-marmore.com, or via twitter [@marmoremena](https://twitter.com/marmoremena)



Malaysian

healthcare sector continues to offer plenty of growth opportunities

Based on several economic factors, the Asian Tiger's healthcare expenditure could rise as high as \$20 billion by 2020, says Frost & Sullivan

Located in Southeast Asia, Malaysia has had one of the best economic records in Asia, with its GDP growing at an average of 6.5 per cent per annum for almost 50 years.

The economy has traditionally been fuelled by its natural resources and is also expanding in the fields of science, tourism, commerce and medical tourism.

Today, Malaysia has a newly industrialized market economy, ranking at 3rd place in Southeast Asia and 29th largest in the world. Due to the rising incidences of chronic diseases, increasing healthcare costs especially

in Wilayah Persekutuan and Selangor due to urbanization, and a weak ringgit, Malaysian healthcare expenditure could rise as high as \$20 billion by 2020, according to Frost & Sullivan.

Stable growth

Frost & Sullivan highlights that the Malaysian healthcare sector is expected to have a growth of 8.4 per cent i.e. around RM11.29 in comparison with the growth of RM6.96 billion in 2012 by 2018.

In 2018, Malaysia's healthcare expenditure is expected to almost double up to RM68.4 billion with an annual growth rate of 6.5 per cent and the growth will be mainly because of the cost incurred by healthcare services and medication.

In Asia Pacific region, the healthcare expenditure will have an exponential growth mainly because of increased patient demands for better healthcare. Whereas in some countries, there are huge difficulties faced since medical costs are heavily funded by the government and are now in the process of reforming the medical costs.

A number of trained resources, which include ancillaries and specialists, equal healthcare throughout the nation, and management of healthcare costs are the top three

surgery and rehabilitative medicine, cardiology and cardiothoracic surgery, general screening and wellness.

Dynamic healthcare industry

Malaysia's global healthcare industry is among the most dynamic and rapidly growing industries in the world economy. Spurred by demographic shifts such as extended longevity and a rise in lifestyle diseases such as hypertension and cardiovascular ailments, cancer and diabetes, national healthcare costs are increasing dramatically. At the same time the health industry has become a powerful engine of economic growth.

Malaysia's record of healthcare expenditures is no exception to the rule. At 4.8 per cent of GDP, its spending on healthcare is above regional peers and public spending is a disproportionate contributor to healthcare costs. The burden on public spending is even more pronounced when compared to countries in the upper-middle to high-income brackets.

At a market size of close to \$500 billion, the Asia Pacific Healthcare market (consisting of pharmaceuticals, medical devices and healthcare technology) represents 30 per cent of global revenues, and is still the fastest growing region globally with a growth rate of 11.5 per



challenges faced by the Malaysia's healthcare sector. And these challenges can be overcome through balanced cooperation between the government and private sectors.

As per the research, the top five healthcare sectors of the country that include medical tourism, day care surgery, specialty hospitals, private medical insurance, and healthcare information technology will have plenty of growth opportunities in the near future.

The country's medical tourism market is exponentially growing mainly driven by a large number of visitors seeking medical treatments attracted by medical expertise, tourism appeal and attractions.

Over the last 10 years, there is a tremendous increase in specialist hospitals, clinics and dental surgeries in Malaysia. The country has the world-class standard of health care services and its medical cost is one of the most competitive in the world.

A large number of Malaysian private hospitals are actively participating in health tourism with the support from the government as the country offers medical services in various fields such as fertility treatment, cancer treatment and pain management, orthopaedics

cent projected for 2016 (in comparison, the global projected growth rate is 6.9pc), according to Frost and Sullivan.

Top five healthcare sectors of the country that include medical tourism, day care surgery, specialty hospitals, private medical insurance, and healthcare information technology will have plenty of growth opportunities in the near future

Key developments

Primary care chains are expected to expand integrated services spanning across diagnostic and preventive care, strengthening primary care as the first point for healthcare services. Growth in private health insurance due to awareness of rising healthcare costs and awareness campaigns by insurance companies and governments push for shared spending.

Malaysia must act now and determine how best to use its infrastructure capabilities, domestic consumption base and diverse population to create an economic growth agenda for healthcare. Despite fundamentals being at risk, the Malaysian healthcare industry has a solid starting point to undertake an economic transformation.

Governments are moving towards value-based healthcare, making it imperative for healthcare product providers to build business models that incorporate risk sharing demonstrating quality of their products. Local manufacturing gains importance within the ASEAN environment due to strengthening US dollar and high percentage of healthcare imports. In addition, increasing presence of Japanese healthcare products and services are seen in the region as Japan goes beyond borders.

Innovative healthcare delivery models such as 'doctor at your door' and at-home blood collection services could create an increased migration of healthcare services from in-lab or hospital setting to a consumer driven point of care setting.

Easier access to health information and provider information for consumers drives medical tourism, albeit in a much more competitive environment. Furthermore, the wide usage of technology drives efficiency and eases resource pressures in healthcare delivery.

In short, Malaysia is well positioned to harness opportunities in the healthcare services industry especially in areas such as primary care, specialty services, diagnostics services, medical tourism and aged care.

Medical tourism

Malaysia is an emerging centre of medical tourism in APAC and in 2015, and the country's medical tourism industry was estimated to have earned revenues of \$350 million. While the country holds less than 3 per cent of APAC medical tourism revenues, growth rates are above market at 15 per cent year-on-year. Thailand is still the benchmark with 50 per cent market share, followed by India at 30 per cent. All other countries make up the additional 20per cent in this highly competitive industry.

Efforts made to growth this sector are expected to highlight Malaysia's advantages to medical tourist as a location for high quality, cost effective healthcare. Additionally, with the current international wave of interest for wellness and traditional therapies Malaysia is well placed to attract health travellers for a combination of wellness and health vacations.

The Malaysian government is currently working on medical tourism sector in order to expand healthcare options for Malaysians and also boost the medical tourism market. In 2018, the Asia-Pacific healthcare market is expected to reach RM2.32 trillion in 2018 as compared to RM1.14 trillion in 2012.

Market assessment

Malaysia is in a unique position today and it will either aggressively participate in the global shift towards Asia

by becoming a major player in healthcare, or become marginalized like other less developed countries such as Indonesia and less expensive countries such as Vietnam will play larger roles on the ASEAN stage.

Indonesia and Vietnam are already positioning themselves for healthcare growth. In

Indonesia, local pharmaceutical companies are capturing an increasing share of the domestic market. In Vietnam extensive commitments and strong government support are going towards growing the med tech sub-sector through developing infrastructure and building a skilled, low-cost labour force.

Malaysia must act now and determine how best to use its infrastructure capabilities, domestic consumption



base and diverse population to create an economic growth agenda for healthcare. Recent indicators show that despite fundamentals being at risk, the Malaysian healthcare industry has a solid starting point to undertake an economic transformation.

Global interest

Medical device-maker Boston Scientific Corp plans to open a manufacturing facility in Penang, Malaysia, according to a report in New Straits Times citing the company's vice-president of operations, Dave Mitchell.

The facility, which will be located in the Batu Kawan Industrial Park, marks the company's foray into manufacturing in Asia. Construction of the facility, if confirmed, is expected to be completed by the end of the year. It is expected to create 400 jobs within four years of commencing its operations and will reportedly manufacture medical devices for the US-based company's cardiology and endoscopy portfolios.

According to the reports, Boston Scientific credited Malaysia's good business environment, a well set-up manufacturing infrastructure and a burgeoning medical sector as reasons of its expansion plans in Asia Pacific, Middle East and Africa. The medical device-maker reportedly plans to bring in some employees from overseas to set up the facility. While some of the new employees for the facility have been sent to Ireland for training purposes, another set of new hires is undergoing training in Costa Rica.

Malaysia's pharmaceutical industry remains dominated by multinational corporations, most of which distribute branded drugs through locally incorporated companies or joint ventures. Healthcare spending is forecast to rise by an average of 9 per cent a year in US dollar terms, to reach nearly \$19 billion by the end of 2020.



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Over AED1.5 billion invested in developmental initiatives in 2016



UAE Vice President and Prime Minister and Ruler of Dubai His Highness Sheikh Mohammed bin Rashid Al Maktoum has announced the Mohammed bin Rashid Al Maktoum Global Initiatives' (MBRGI) 2016 results in a meeting of the Board of Trustees, which he chaired.

In 2016, the foundation recorded a total investment of over AED 1.5 billion on various humanitarian and developmental initiatives and projects, which touched the lives of 42 million people in 62 countries around the world. MBRGI invested some AED 252 million in the humanitarian aid and relief sector, benefiting 22.6 million people; AED 224 million was dedicated to healthcare and disease control, with 10 million beneficiaries; AED 590 million was invested in spreading education and knowledge, touching the lives 9.3 million people; AED 377 million was devoted to innovation and entrepreneurship; and AED 79 million was invested in empowering communities.

His Highness Sheikh Mohammed said, "Day after day, successive developments in humanitarian work confirm the urgent need for a large philanthropic framework that integrates resources and mobilises humanitarian, charitable and development work that aims to help those in need face today's challenges." His Highness continued, "We are dedicated to serving humanity and standing by those in need wherever they may be; we believe that our value lies in improving the lives of others, regardless of their colour, gender, religion, or sect."

For his part, Dubai Crown Prince and Vice Chairman of MBRGI H.H. Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum said, "MBRGI approaches

humanitarian and development work in various fields in a comprehensive and integrated way that reflects the vision of His Highness Sheikh Mohammed bin Rashid to harness our resources in order to improve the lives of others. Some of the ways in which MBRGI accomplishes this include providing basic needs such as food and water, promoting tolerance, optimism and solidarity, embracing youth, supporting innovation, motivating creators, and exploring the future and the industry of hope."

Sheikh Hamdan continued, "These initiatives hold a special place in Sheikh Mohammed's heart. Every day he teaches us the value of people and the importance of working to advance humanity, to invest in communities and to believe in the value of hope to grow nations. This is MBRGI's vision – to spread hope, make a positive difference in people's lives and build a better future for everyone."

The Mohammed Bin Rashid Al Maktoum Global Initiatives foundation was inaugurated on 4 October 2015. It embodies the vision of His Highness Sheikh Mohammed Bin Rashid Al Maktoum to improve the Arab world through humanitarian, developmental and community work. The Mohammed bin Rashid Al Maktoum Global Initiatives comprises five sectors that are essential for improving human life: humanitarian and relief aid, healthcare and disease control, spreading education & knowledge, innovation & entrepreneurship and empowering communities.

FLASHES



Cigna establishes MENA regional management office in Dubai



**DIFC CEO Arif Amiri with
Cigna Intl Markets President
Jason Sadler**

Cigna Corporation, a global health insurance and service company, recently inaugurated its regional management office for the Middle East and North Africa markets at the Dubai International Financial Centre (DIFC). The DIFC is the leading financial hub in the US\$7.4 trillion Middle East, Africa and South Asia (MEASA) region. By establishing its presence at the financial hub, Cigna marks a significant new phase in its operations as it strategically expands the reach of its health services and solutions to people in the region.

Cigna's mission is to help the people we serve - to improve their health, well-being and sense of security. The new office puts Cigna in prime position to effectively deliver personal and local health service solutions in the UAE and the wider Middle East region that is an important

contributor to new growth and revenue in the area. Headed by Jai Verma, Senior Executive Officer and Global B2G Segment Lead, Cigna's team at DIFC will offer management assistance and specialist services to its regulated entities across the GCC.

Arif Amiri, Chief Executive Officer of DIFC Authority, said: "We are pleased that Cigna has chosen to be a part of the DIFC community. With the healthcare industry in the GCC region projected to grow to US\$71.3 billion by 2020, the opening of Cigna's new regional management office is well-timed to leverage this immense market potential. We look forward to enabling Cigna to achieve its growth objectives across the region, with the support of our robust legal and regulatory framework that meets the requirements of global insurance companies."

Jason Sadler, President of Cigna International Markets, said: "The UAE offers a strategic edge for global businesses with its advanced regulatory environment, unparalleled connectivity and access to several high-growth markets. At Cigna, we recognize the long-term value this creates for our business and the people we serve. Moreover, we see this as a valuable opportunity to enhance our presence in the Middle East and Africa region, which represents a crucial element in our global growth strategy. We are pleased to work with the DIFC in supporting Cigna's ambitious plans in this exciting region."

Operating from DIFC will allow Cigna to seamlessly manage the global health requirements of its locally regulated offices across the Middle East and North Africa region. Furthermore, Cigna stands to benefit from DIFC's unmatched business environment and an exceptional geographical location in Dubai that bridges the east and the west.

Al Jalila Foundation invests AED59 million in medical education and treatment

Al Jalila Foundation has announced that it has invested AED59 million and transformed the lives of millions of beneficiaries with innovative medical treatment, research and education programmes.

Founded in 2013 by Vice President, Prime Minister and Ruler of Dubai, His Highness Sheikh Mohammed bin Rashid Al Maktoum, Al Jalila Foundation has invested millions in healthcare programmes in the areas of medical treatment, education and research in the UAE and globally. Relying solely on donor funding, it has reached over 1.6 million beneficiaries from 129 nationalities.

On a local level, the foundation provided 55 research grants and 6 fellowships to advance research into the biggest health challenges in the region, including cancer, cardiovascular diseases, diabetes, obesity and mental health. Al Jalila Foundation awarded scholarships to 58 Emiratis across a range of medical specialties in the UAE and abroad. H.H. Sheikh Ahmed bin Saeed Al Maktoum, Chairperson of the Board of Trustees, underlined the importance of such programmes in the foundation's 2016

report. "By championing home-grown solutions to overcome tomorrow's health challenges, we aim to make the UAE the global backbone of medical progress and innovation," he said.

It also funded life-saving treatment for over 270 patients suffering from cancer, heart disease, limb deformities, hearing disabilities and a range of other chronic illnesses. As part of its programmes, it helped transform the lives of many children through cochlear hearing implants and through prosthetics that restore mobility. It even provided the first 3D printed hand to a young Emirati girl born with a limb abnormality.

On a global level, Al Jalila Foundation partnered with UNICEF to provide 1.6 million vaccines across 15 countries to treat maternal and neo-natal tetanus, and help 5,625 families across 35 countries get access to clean drinking water and sanitation. In partnership with Sentebale in Lesotho, the foundation helped establish the Mamohato Children's Centre to support vulnerable children, including orphans, living with HIV and other disabilities.

Emirates SkyCargo receives prestigious pharma award



Emirates SkyCargo, the freight division of Emirates, has received an industry accolade for global excellence in transporting temperature sensitive pharmaceutical products. The air cargo carrier was the recipient of the DHL Carrier Award for Reliability and Excellence (DHL CARE) presented at the 17th Global Life Sciences & Healthcare Conference organized by DHL in Singapore. The award was accepted by Jeffrey Van Haeften, Emirates Vice President, Global Cargo Sales.

The DHL CARE awards were inaugurated in 2016 and recognize air cargo carriers whose services set the industry standard for the transport of temperature sensitive pharmaceutical and life sciences products. DHL evaluated air cargo carriers over a number of criteria including shipment quality, ground handling expertise and innovation in both the technology and process of shipping for the awards.

Emirates SkyPharma encompasses three levels of innovative transport solutions that can be selected by customers based on the temperature sensitivity of the

pharmaceutical product being transported, packaging solutions used and the origin and destination of the shipment. The solutions are backed by state of the art facilities - including a GDP certified pharma dedicated facility at Dubai International Airport and innovative solutions including the Emirates SkyPharma Cool Dolly and White Cover Advanced. Emirates SkyCargo also works with leading global providers of containers to offer customers a wide choice of specialised temperature controlled containers for shipping their products.

Since its launch in 2016, Emirates SkyPharma has been well received by customers across the globe and this has resulted in increasing volumes of pharmaceutical shipments across Emirates SkyCargo's global network of over 155 destinations across six continents. One of the origin points that has witnessed the strongest growth in 2017 for Emirates SkyCargo for pharma shipments has been Singapore.

Singapore hosts a growing cluster of pharmaceutical and life sciences companies and Emirates SkyCargo has been working with a number of pharmaceutical research and manufacturing companies and associated freight forwarders in the region to offer bespoke transport solutions for their temperature-sensitive pharmaceutical products. As part of its initiatives in the region, Emirates SkyCargo organized a pharma-focused workshop for manufacturers and freight forwarders in Singapore in November last year to present the air cargo carrier's specialised product offerings for pharma customers. As a result of collaborative efforts the volume of pharma shipments from Singapore through Emirates SkyCargo this year has witnessed a 30 per cent month on month growth and is poised for higher growth in the coming months as well.

Sheikh Khalifa Medical City receives prestigious international accreditation

Sheikh Khalifa Medical City, one of SEHA's hospitals, has earned the Gold Seal of Approval from the prestigious Joint Commission International, JCI, for the fourth time. The accreditation is a sign of SKMC's commitment to delivering quality care in a safe environment. It highlights SKMC's compliance to international standards. JCI is recognised to be a world leader in the improvement of quality in health care.

Joint Commission International's on-site evaluation of SKMC was conducted by a team of international health care experts, including a doctor, nurse, and administrator.

"Quality, safety and improvement are the keys to any successful healthcare system. These are the areas of our focus in SKMC. This accreditation ensures the continuity of delivering the highest standards of health care to our community," said Dr. Aref Ali Al Shehhi, Acting Chief Executive Officer of SKMC.

"It is the vision of SKMC to lead in integrated outstanding healthcare services with the highest international quality and safety standards. This vision will be achieved through



transforming our healthcare system services to the highest medical quality and customer care international standards. Every member of SKMC's family has been an important part of this journey towards excellent world class care," added Dr. Al Shehhi.

The accreditation has been an important exercise in the advancement of key services in SKMC, confirming the position of the organisation as a leading excellent healthcare provider in the region.

QCC verifies accuracy of medical measuring instruments in Abu Dhabi



Mohammed Helal Al Balooshi,
Director of Marketing & Communications
at Abu Dhabi Quality & Conformity Council

Abu Dhabi Quality and Conformity Council (QCC), the entity responsible for developing quality infrastructure in the emirate of Abu Dhabi, carried out an inspection drive to verify the accuracy of medical measuring instruments in the markets and healthcare facilities across Abu Dhabi.

The drive articulated QCC's ongoing efforts to ensure the metrological compliance of all medical and laboratory measuring devices in close collaboration with the Health Authority - Abu Dhabi (HAAD).

As part of the drive, 1,168 medical devices and measuring instruments were verified. The campaign targeted medical devices sold in markets for domestic use as well as medical devices used in healthcare facilities including blood pressure monitors, medical syringes, and thermometers.

QCC collected the samples of the devices from Abu Dhabi's healthcare facilities and tested them in its specialised laboratories to ensure the quality and compliance of the measuring instruments with the technical specifications and requirements set by Emirates Authority for Standardization and Metrology (ESMA), the authority mandated to regulate measuring standards in the country.

Mohammed Helal Al Balooshi, Director of Marketing & Communications at Abu Dhabi Quality and Conformity Council, said: "The latest inspection drive by the Consumer and Market Services Sector at QCC articulates our commitment to ensuring that all healthcare facilities in Abu Dhabi comply with the mandatory requirements and technical regulations for medical measuring instruments. In addition to boosting our society's confidence in the accuracy of medical

measuring devices, the move will improve the efficiency and transparency levels at our healthcare facilities. This will in turn reflect positively on the overall quality of health services offered in the emirate."

Eng Amina Hassan Zainal, Director of Metrology Department, Emirates Authority for Standardization and Metrology (ESMA), said: "As the entity responsible for implementing the national measurement system of the UAE, ESMA considers the compliance of measuring devices in the healthcare sector a core priority. Such compliance has a direct impact on patient health and diagnosis outcomes as crucial medical decisions are taken based on measurement accuracy. ESMA has released a technical manual outlining the regulatory requirements for medical and laboratory measuring devices that is reviewed and updated in collaboration with relevant entities engaged in the healthcare sector."

The Medical Measurement Testing Laboratory at QCC provides a host of services including verification of blood pressure measuring devices, medical syringes and digital and infrared medical thermometers. QCC's inspectors collect samples from markets for testing in its specialised laboratory to ensure their compliance with relevant technical regulations issued by ESMA. The Council also collaborates with the Ministry of Health and HAAD to deal with non-conforming samples.



Furthermore, QCC has signed a cooperation agreement with Abu Dhabi Customs Administration – Department of Finance to monitor all medical measuring instruments brought into Abu Dhabi across its borders. Through this agreement, QCC seeks to increase safety measures and boost public confidence in the quality and compliance of medical instruments retailed in the emirate's markets.

The Council has also formed a technical committee that comprises representatives from HAAD to coordinate the efforts of all official entities in ensuring the compliance of medical and laboratory measuring instruments used across the healthcare facilities in the emirate. This committee hosts workshops to educate representatives from all healthcare facilities in the emirate about the requirements for medical and laboratory measuring instruments issued by ESMA.

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Salama revolutionizes the concept of Electronic Medical Records in the region



In today's world of progression driven by technological advancement and the sheer force that comes with the constantly expanding population, creates a market for improved services and innovation to fulfil the demands of the residents. Dubai has proven to be a central hub in the arena of technology and continues to play a pivotal role in transforming the environment of their residents into a user friendly platform facilitating their everyday needs.

One such recent example is the introduction of a complex database management system that seeks to accommodate all medical records of patients and gathers them in a single nucleus revolutionizing the concept of Electronic Medical Records (EMR) in the region. This technology was tailored to accomplish a single purpose - achieving the vision of a city with digital healthcare which would improve patient care and safety and facilitate risk management and organisational quality.

The Dubai Health Authority (DHA) first launched the concept of a unified EMR system under the patronage of His Highness Shaikh Hamdan Bin Mohammad Bin Rashid Al Maktoum, Crown Prince of Dubai in February 2016, which would serve the healthcare providers with outstanding comprehension and access to patient data whilst providing patients with accurate reports and treatment protocols.

The project was named SALAMA and developed in a manner that would allow it to be implanted over three phases with each phase focusing on specified allocated healthcare centres. The first phase was in April and it will be followed by implementation in August and finally in November encompassing all

DHA centres in the country. The vision of this project seeks to produce an EMR for every patient in the country in two years.

After the implementation in April, SALAMA has had a transfer of over 1.4 million DHA pre existing records to the system and that number continues to grow as the days progress. Furthermore, SALAMA is an integrated interface that meshes together over 25 applications that function synchronously providing the healthcare providers with vital information inclusive of a comprehensive medical history, results of imaging or laboratory modalities used and the treatment protocols administered. This allows the healthcare provider to assess and diagnose using the consolidated data available to him to reduce patient waiting time and enhance communication with the patient.

To prepare the DHA staff for this advanced technological revolution over 11,000 members were trained in the skills required to utilize the system efficiently by an implementation team from the developers of the database management system. The EMRs would be accessible over all DHA centres hence allowing patients to present themselves at any relevant DHA facility, preventing appointment mishaps and reducing transport costs for the patients.

SALAMA will serve as an advanced data collection tool with features that will promote research and epidemiological studies that would pave the path for further innovation in the field of healthcare and the construction of guidelines and regulations for preventative medicine that should decrease the incidence and prevalence of disease whilst allowing



the deployment of containment measures in situations where the risk of disease spread may be an imminent threat.

The data collected may further be used to develop a health strategy that should be implemented to achieve long term goals that revolve around improved healthcare. The system's integrated backbone provides automatic cross referencing for medication and allergies preventing unwanted interactions. From an ecological standpoint SALAMA will eliminate paper from DHA facilities decreasing the carbon footprint in line with Dubai's green vision.

The implementation of SALAMA marks a monumental moment in healthcare & justifies the nation's position in the race to achieving technological reform in facilities provided by the government. This step towards the future will morph the face of healthcare to a gleaming path of development and progression.

Dubai medical tourism industry generated over AED 1.4 billion in 2016

The Dubai medical tourism industry generated more than AED1.4billion for the emirate in 2016. The city received 326,649 medical tourists, representing an increase of 9.5 per cent over the previous year.

The most popular areas of treatment for medical tourists last year was orthopaedics, dermatology and ophthalmology. In 2016, the largest market for the emirate was Asian medical tourists, who accounted for 37 per cent of visitors. Arab and GCC countries were the second largest market, accounting for 31 per cent of tourists and visitors from Europe amounted to 15 per cent of the total.

Director of the Dubai Medical Tourism Project, Dubai Health Authority (DHA), Dr Layla Al Marzouqi says that the strategy for attracting more medical tourists goes beyond just figures and that DHA is targeting partnerships with private entities.

“Besides targeting growth in numbers we are also concentrating our efforts in enhancing our partner portfolio. We have recently included regions first holistic health and wellness resort in our portfolio. This will provide the health tourist a unique opportunity to avail the complete wellness offering in Dubai. We have also partnered with Health Bank in a strategic initiative to enhancing the customer experience by offering end-to-end services right from research of doctors and health facilities to treatment, accommodation, translator services and post-treatment follow-up.”

In a bid to strengthen their position in the medical tourism market, Dubai has participated in a number of global events. The Medical Tourism Council (MTC) represented the emirate at ITB Berlin 2017. One key market for Dubai is Africa and in March, Dubai Health Experience (DXH) participated in the Dubai-Africa Partnership for Better Health Roadshow, with visits to



Nigeria and Ghana. Fifteen healthcare providers attended, along with a number of travel agents, who promoted the Dubai as a destination and the city's international medical expertise.

In April, DHA also participated in the 5th Shanghai International Private Health Management Expo 2017. The organization also held a series of roadshows across the GCC, in association with the Ministry of Economy, under the umbrella of the Visit UAE campaign.

In 2015 Medical Tourism Council initiated a collaboration with Dubai Statistics Center to collect patients' data from the private health sector, outpatient clinics and poly clinics. The private healthcare sector was mandated to collate key information on their patients, such as their age, gender nationality and city of residence. Private centres are required to submit data periodically to the Dubai Statistics Center's e-source, electronic system. The statistics are then used to develop a greater understanding of medical tourism trends, so that Dubai can meet visitors' needs as the medical tourism sector expands.

UAE Ministry of Health & Prevention partners with JAFZA to develop pharmaceutical sector



The UAE Ministry of Health and Prevention and Jafza, a DP World company, have signed a Memorandum of Understanding (MoU) for the development of the healthcare and pharmaceutical sector in the country

The UAE Ministry of Health and Prevention and Jafza, a DP World company, have signed a Memorandum of Understanding (MoU) for the development of the healthcare and pharmaceutical sector in the country.

The MoU was signed at Jafza head office by Dr. Amin Hussein Al Amiri, Assistant Under Secretary of Public Health and Licensing Policy at the Ministry of Health and Protection and Mohammed Al Muallem, CEO Jafza and Senior Vice President and General Manager of DP World, UAE Region.

Under the agreement, Jafza will develop details for the licensing of pharmaceutical factories within the Free Zone and help them promote public health. The Ministry will approve licenses for existing factories based on the industrial license issued by Jafza, regardless of the nationality of their owners. Factories need to register their products and declare whether they are for export or distribution. For use in the UAE companies need to obtain a medical warehouse license.

Both organisations will exchange knowledge and remove any barriers to the development of the pharmaceutical sector in the Free Zone. They will also review the process of obtaining approvals and permits from the Ministry, enabling Jafza to attract more foreign investment in the sector. The agreement is part of Jafza's efforts to enhance the healthcare sector by providing the environment for companies to grow and establish 'Made in Dubai' pharmaceutical products, using Jebel Ali's infrastructure to access regional and international markets.

DP World Group Chairman and CEO, Sultan Ahmed bin Sulayem, said: "This is a major step forward in efforts to raise the competitiveness of the pharmaceutical industry in the country. It is one of the key sectors of the Dubai Industrial Strategy launched by His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE and Ruler of

Dubai. It is also a key part of the Dubai 2021 Plan, aimed at transforming Dubai into a regional hub for medical tourism as the country prepares for the post-oil era. The ultimate aim is to manufacture high quality medicines and healthcare products in Dubai comparable to those around the world with our focus on boosting investment in research and development, and attracting qualified professionals."

The UAE aims to become a global hub for international pharmaceutical companies and to encourage them to set up factories here. There are 54 international pharmaceutical companies already present in the freezone which is expected to rise to over 75 by 2021, with investments of up to AED 2 billion annually. He added that the Ministry is keen to partner with international companies to establish research centers for the production of innovative and generic drugs in cooperation with local factories. The plan is to secure medical supplies and provide medicines for patients, especially those suffering from chronic diseases as well as to ensure the sustainability of the pharmaceutical supply chain and capacity of the medical sector.

In 2016, the market value of drugs in the UAE amounted to AED 9.61 billion. By 2020, spending on medicine is expected to reach AED 13.13 billion and by 2025 AED 21.74 billion, driven by population growth, changing morbidity and the use of modern medicines such as biotechnology drugs. The UAE currently has 17 pharmaceutical factories with 34 expected by 2021. The Ministry supports them in establishing strategic partnerships with international manufacturers to produce innovative medicines and has five such agreements in place. The total medicine market in UAE reached AED 9.61 Billion in 2016, according to a recent report by Business Monitor International. It predicts that the medical equipment market in the Middle East and North Africa will grow 8.8 per cent year-on-year from 2015-2020, opening up opportunities for health care and pharmaceutical companies.

Abbott broadens product offerings in coagulation



Abbott announced that the Sekisui CP3000 coagulation system, a fully automated analyzer that tests bleeding and clotting function in blood, is now available in Europe, the Middle East, and Asia Pacific. Abbott is the exclusive global distributor of the CP3000 coagulation system in the U.S.^{1,2}, Europe and other countries that recognize CE Mark and has non-exclusive distribution rights with Sekisui in China, Hong Kong, Japan and Macau.

"The launch of the CP3000 coagulation system is an important milestone in our ongoing efforts to improve care for people around the world. For many of our customers, quickly obtaining reliable test results is critical to their clinical decision making," said Luis de Luzuriaga, divisional vice president and general manager for Abbott's hematology business. "Abbott is committed to offering testing solutions, like the CP3000 system, to healthcare providers who provide accurate results and improve the operational performance of their laboratories."

The CP3000 coagulation system seamlessly integrates with Abbott's suite of informatics solutions, which help accelerate efficiency in high test volume laboratories where resources may be limited and space and time is at a premium. Capabilities like Abbott's AlinIQ informatics and service offerings³ streamline operations and provide intelligent laboratory insights through common reporting and dashboard views, make it easy for healthcare providers to read and interpret patient results. The system also connects to the ACCELERATOR a3600 automation track, which provides additional flexibility to meet the needs of the laboratory.

Coagulation tests measure the blood's ability to clot. Clotting disorders may be a sign of liver disease, thrombophilia (excessive clotting), or hemophilia (inability to clot normally). These tests aid physicians in assessing the patients' risk of excessive bleeding or clotting and in determining the patient care pathway.

Coagulation tests are also performed to monitor patients who are taking medications that can affect clotting.

Delays in coagulation testing are often related to sample errors and manual errors in the testing process. CP3000 coagulation system provides automated, standardized sample management, and can flag unsuitable samples at the start of testing. The system offers an expanded menu of barcoded reagents to reduce data entry errors. With a unique ability to visualize and automate Mixing Studies, the CP3000 coagulation system can help clinicians quickly interpret results.

"The CP3000 coagulation system has been a great addition to our lab. It does not occupy a lot of space, and its automated processes and user-friendly design have reduced the burden on our lab staff and pathologists. We have been pleased with how quickly the system produces accurate results that are used to guide treatment decisions for our patients," said Dr. Chandra Poonam, Laboratory Director at Gulf Diagnostic Center Hospital in Abu Dhabi, United Arab Emirates.

Alinity HQ Analyzer for Hematology

Abbott also announced that the Alinity hq analyzer for hematology is now CE Marked and available in Europe and other countries that recognize CE Mark. The analyzer is the first in the Alinity hematology series of instruments to be commercially released, and is part of the planned integrated hematology system designed to address the productivity needs of the high-volume laboratory.

Hematology is a medical specialty dedicated to studying the physiology of blood, and the cause, diagnosis, treatment, and prevention of diseases related to blood. In diagnostics testing, hematology tests look at blood composition, which includes the identification and quantification of different types of blood cells. The Alinity hq analyzer automates the performance of these tests and reports on 29 different parameters within a matter of minutes.

AUS launches GCC's first Master of Science in Biomedical Engineering



The American University of Sharjah, AUS, has announced the launch of a Master of Science in Biomedical Engineering Degree, MSBME, the first such programme in the Gulf Cooperation Council, GCC, region.

The degree which will commence in the fall semester August 2017, is a dynamic, multidisciplinary programme aimed at meeting an increasing demand for biomedical engineers in the healthcare industry and biomedical research.

The MSBME, offered by the College of Engineering, CEN, will prepare students for advanced careers and doctoral studies related to biomedical engineering. The university will offer MSBME students teaching and research assistantships, which include stipends and tuition waivers, on a competitive basis.

AUS Chancellor, Dr. Bjorn Kjerfve, said, "Recent developments in the Middle East and North Africa region, and specifically in the GCC countries, have increased the need for biomedical engineers. The tremendous rate of population growth in the MENA

region is accompanied by a concurrent demand for and growth in healthcare services, such as hospitals, clinics, medical colleges, medical technology suppliers and biomedical engineering, which is reported to be one of the fastest growing engineering discipline worldwide."

"The launch of the MSBME programme is aligned with our mandate to become a top research university, as we continue to produce highly qualified graduates who will support and sustain the growing industrial and economic demands and development of the country," he added.

Dr. Hasan Al Nashash, Director of the AUS MSBME Programme, said, "The MSBME programme will provide an opportunity to conduct advanced biomedical engineering research to support the efforts in combating the region's specific healthcare challenges, including serious and prevalent diseases such as diabetes, cardiovascular disease, chronic obstructive pulmonary disease, cancer, perinatal and genetic diseases."

The AUS MSBME curriculum provides core courses in mathematics, anatomy and physiology, followed by elective courses in several biomedical engineering sub-disciplines. Students can select a number of multidisciplinary areas, including healthcare operations management, planning and risk management, biomedical informatics, instrumentation, signal processing, biomaterials, drug delivery and biomechanics.

The MSBME programme will accept students from a wide variety of engineering backgrounds, including those who have earned a Bachelor of Science degree in biomedical, chemical, civil, computer, electrical, industrial and mechanical engineering.

UAE licenses to 45 new private healthcare facilities in Q1 2017

Dr. Amin Hussein Al Amiri, Assistant Undersecretary for the UAE Ministry of Health and Prevention's Public Health Policy and Licensing Sector and Vice Chairman of the Medical Licensing Committee, stated that 45 new private healthcare facilities – including 42 multidisciplinary medical centers and three clinics – have been issued licenses since the beginning of 2017.

Dr Al Amiri said that the increasing number of healthcare facilities reflects the transparency and speed of the procedures followed by the Ministry, encouraging the private sector to invest as a strategic partner to achieve the ministry's objectives. He added that the major pharmaceutical companies are also setting up their regional factories and representative offices in the country.

On the other hand, the UAE Ministry of Health and Prevention, represented by its Public Health Policy and Licensing Sector, has closed a medical center and a surgery department in a one day surgery hospital for violating Federal Law No. (4) of 2015 regarding private health facilities and two pharmacies for violating Federal Law No. 4 of 1983 regarding pharmacy and pharmaceutical institutions during the first 4 months of 2017. The duration of the closure varies from one to six months,

depending on the violation and its direct effects on public health. The move was taken following inspections on 194 healthcare facilities and 313 pharmaceutical facilities during the period.

Dr. Al Amiri pointed out that the Ministry is keen to implement laws and legislations that guarantee the provision of the best diagnosis and treatment by qualified medical practitioners, in advanced medical facilities equipped with high quality medicines stored and distributed according to the highest standards. And this is in line with the directives of the wise leadership and the responsibility towards the society.

Dr. Al Amiri praised the private sector establishments which are keen to abide by the country's health laws and regulations. He emphasized that the Ministry pays special attention to the concerns of the patients and their families who opt for treatment in private healthcare facilities in order to promote and protect the health of society at every level.

The inspections were conducted at 194 healthcare facilities and 313 pharmaceutical establishments, including private hospitals, healthcare centers, clinics, and specialized centers with private pharmacies in the Northern Emirates during the first 4 months of 2017.

Residents rush to buy mandatory health insurance

Interest in comparing and buying health insurance online in the UAE spiked significantly as Dubai residents rushed to make up for missing a deadline for getting covered set by the Dubai Health Authority (DHA). The DHA had mandated that every resident of Dubai should be covered with health insurance by March 31, 2017, or else face fines.

However, according to insights from compareit4me.com, the Middle East's leading comparison site, many residents were still lacking coverage by that point. The website recorded a 1,220 per cent increase in organic traffic to its newly launched health insurance comparison platform in the weeks following the deadline, and a sharp uptick in health plan sales.

"This suggests that many Dubai residents had, perhaps inadvertently, struggled to meet the deadline for getting either themselves or the people they sponsor covered, and rushed to arrange a health plan after the deadline had passed," said Jonathan Rawling, CFO of compareit4me.com.

"Given our health insurance comparison platform is new, we'd expect quick growth in the number of visitors to it, but even with the numbers on that trajectory, the weeks following the DHA's deadline saw a definitive spike that is almost certainly linked to the fact that users needed health cover quickly."

compareit4me launched the UAE's first automated, online health insurance comparison platform in March, offering users the ability to compare quotes for any level of coverage. From well-off individuals looking for the highest levels of cover for themselves and their families, to those earning mid-range salaries looking for good value, the new platform caters to the entire spectrum of UAE residents.

Indeed, while many people have, in recent weeks, used the platform to meet the mandatory cover rule set by the DHA, compareit4me has also allowed users to save money on more fully featured health insurance policies. For mid-range plans priced between AED 2,000 and AED 4,000, the comparison website estimates that it has saved users, on average, over AED 400 each.

"This is what we want to achieve with our health insurance comparison platform – we believe that you shouldn't purchase a health plan just to 'tick a box', but to ensure proper financial protection for yourself and your family. Those mid-range plans offer fabulous health coverage, and by allowing our users to save on policies like that, we're making it easier to attain proper protection in the event of a serious illness or accident," said Rawling.

"Of course, Dubai's Essential Benefits Plan, available for those earning less than AED 4,000 per month, offers good value for money. But we'd really urge those earning more to do their research on the health plans available to them. Comparing options could not only save you money, but it could also land you with better coverage, which you'll thank yourself for purchasing in the event of an emergency."

Life-changing stent procedure completed successfully at Zulekha Hospital



A UAE resident has successfully undergone a rare vertebral and internal carotid artery stenting procedure at Zulekha Hospital in Dubai to enhance his quality of life.

Fifty three year old Mr. Muhammed Najeeb complained of long-term dizziness and pain in his legs for a year caused by the abnormal narrowing of his dominant right vertebral artery at its origin, as well as in the left internal carotid artery. The debilitating condition meant that Mr. Najeeb was unable to walk a distance of over 100 metres and relied on his family for round-the-clock care. The risk factors that predominantly caused this were smoking, high cholesterol and diabetes as well as having a family history of the condition.

Dr. Anil Bansal, Consultant Interventional Cardiologist at Zulekha Hospital in Dubai, part of Zulekha Healthcare Group which is the oldest and leading private healthcare providers in the UAE, met with Mr. Najeeb where he underwent an angiogram to identify the issue. On receiving the results, Dr. Bansal first administered a stent in the left common iliac artery which was a procedure lasting over an hour, which ensured immediate relief and respite from the pain Mr. Najeeb was experiencing. Another stent was then administered to the right vertebral artery. The following day, the doctor administered a stent into the left internal carotid artery.

Mr. Najeeb explained: "I was unable to walk 100 metres as my leg would suffer terrible pain which greatly impacted my quality of life for a year. Following my surgery, I am beyond grateful for the expert advice I received from Dr. Bansal who effectively saved my life and made a huge difference to my family. The support and care provided by the team at Zulekha Hospital has been world-class."

Dr. Bansal added: "Mr. Najeeb's condition required him to undergo a rare stenting procedure which could not be treated by more common alternatives. We are delighted to have been able to drastically improve his quality of life through this unique treatment, and are encouraged by Mr. Najeeb's decision to quit smoking that could prevent further complications and health implications.

As post-operative care, the patient will continue to take blood thinning medicines to avoid any pre-existing symptoms and prevent future strokes.

Four innovations to tackle under-five deaths win \$1 million award



Four health organisations from developing countries have been recognized by GSK and Save the Children for innovations that reduce deaths in children under five. With more than five million children dying each year before their fifth birthdays, and many more lacking access to basic healthcare, the fourth annual Healthcare Innovation Award has a special focus on innovations providing healthcare for the hardest-to-reach mothers and children.

Selected from 171 submissions from 30 countries by a judging panel comprising health experts from across the globe, the winners are:

- * Association for Humanitarian Development (AHD) in Pakistan for their inexpensive and versatile water filter unit, which won the largest share of the Award

- * Sinergias in Colombia, the Hardest-to-Reach award winner for a cross-cultural healthcare delivery model for indigenous populations in the Amazon region

- * ARMMAN in India for their free mobile voice call service providing preventative care information to mothers

- * Alma Sana in Nigeria for their simple, low-cost bracelet to stimulate parents' uptake and demand for children's immunisations in Nigeria.

The award is a major initiative of GSK and Save the Children's five-year partnership, combining the resources, voice and expertise of the two organizations to help save one million children's lives. The purpose of the award is to identify innovations that are making a tangible difference to children's health, and enable organisations to share and replicate their approach. Since 2013, 17 inventive approaches have been recognized.

Lauren Braun, Founder and President of Alma Sana, said "After proven success in Peru and Ecuador, we are thrilled to win a share of the 2017 Healthcare Innovation Award to commence a roll-out of our simple low-cost

bracelets in Nigeria. We chose to expand to Nigeria because of its poor vaccination rates and large population which make it an ideal place to scale up if successful. The bracelets empower parents by helping them understand and remember their child's vaccination schedule. By serving as a visual reminder, the bracelets encourage parents to return on time for their child's vaccination appointments, helping to save more children's lives".

Andy Wright, VP Global Health Programmes, GSK said: "Millions of children are being left behind because they live in remote areas. This year's Healthcare Innovation Award recognises interventions that are supporting mothers and children in some of the world's most marginalised communities. The award will enable the 2017 winners to expand their operations in these neglected areas and help save more children's lives."

Ali Forder, Director of Programme Quality & Impact, Save the Children UK added: "The Healthcare Innovation Award was specifically designed with the understanding that those closest to a complex problem are best placed to design solutions to solve them. These innovations are already delivering clean drinking water, pre and post-natal care and vaccination reminders for the world's most vulnerable children. In Colombia, Sinergias is supporting families who may only be accessible by plane or boat, making them the winner of our Hardest-to-Reach award.

A primary focus of the Healthcare Innovation Award is enabling innovative organisations to take their programme to scale and ensure it is sustainable for the long-term. Therefore a portion of the Award fund is set aside for providing tailored, on-the-ground consultative support to the winning organizations: AHD received a consulting Award of \$80,000; Sinergias received a consulting Award of \$50,000; and ARMANN received a consulting Award of \$60,000.

Philips acquires US-based cardiac devices maker Spectranetics for €1.9 billion

Royal Philips and The Spectranetics Corporation, a U.S.-based leader in vascular intervention and lead management solutions, announced they have entered into a definitive merger agreement with an implied enterprise value of approximately EUR 1.9 billion. The board of directors of Spectranetics has approved the transaction, which is expected to close in the third quarter of 2017.

The acquisition of Spectranetics will further expand and strengthen Philips' Image-Guided Therapy Business Group. Spectranetics is a leader in vascular intervention to treat coronary and peripheral artery disease, and in lead management for the minimally invasive removal of implanted pacemaker and implantable cardioverter defibrillator (ICD) leads. Spectranetics is currently growing double digits and projects 2017 sales to be in the range of USD 293 million to USD 306 million.



Spectranetics' device portfolio includes a range of laser atherectomy catheters for treatment of blockages with laser energy in both coronary and peripheral arteries; the AngioSculpt scoring balloon used to mechanically push a blockage aside in both peripheral and coronary arteries; the AngioSculptX scoring balloon, which is the only drug-coated scoring balloon in the market, and the Stellarex drug-coated balloon, which treats common to complex lesions while inhibiting the recurrence of these blockages. All of these market segments exhibit high growth rates.

The Stellarex drug-coated balloon is a key growth driver in Spectranetics' portfolio. Stellarex already is CE-marked, and under review by the FDA for premarket approval in the U.S. The drug-coated balloon segment is one of the fastest growing segments in peripheral



This transaction is expected to be revenue growth and profit accretive by 2018, given the projected revenue and productivity synergies. Spectranetics' highly competitive product range, integrated with our portfolio of interventional imaging systems, devices, software and services will enable clinicians to decide, guide, treat and confirm the appropriate cardiac and peripheral vascular treatment to deliver enhanced care for patients with better outcomes, as well as significantly boost recurring revenue streams for Philips."

"We are pleased to announce this agreement with Philips, which will deliver significant value to our shareholders," said Scott Drake, President and CEO of Spectranetics. "Combining Philips' innovations in image-guided therapy with Spectranetics' portfolio and expertise in the therapeutic device space will create exciting opportunities and allow us to accelerate growth.

As part of Philips, we will have the scale and resources to expand Spectranetics' portfolio of highly differentiated products, our robust innovation pipeline, and our clinical data compendium. This transaction is a testament to the hard work and dedication of Spectranetics' talented teammates. We have tremendous respect for Philips, as our two companies have a shared view on the importance of culture, values, and innovation, as well as a shared focus on improving patients' lives around the world. We look forward to a smooth transition."



Communication and Interpersonal Skills for Healthcare Professionals

25 July
Dubai Healthcare City, Dubai, UAE
dhcc.ae

8th Arab Diabetes Forum

20-22 September
Cairo, Egypt
arabicdiabeticforum.com

Building Healthcare Exhibition and Conference

11-13 September
Dubai, UAE
buildinghealthcare-exhibition.com

17th Dermatology Congress

25-26 September
Dubai, UAE
eventbrite.com

12th Pharma Middle East Congress

25-26 September
Dubai, UAE
<http://middleeast.pharmaceuticalconferences.com>

International Conference on Fungal Diseases & Control

25-27 September
Dubai, UAE
fungalinfections.conferenceseries.com

11th Global Ophthalmologists Annual Meeting

25-27 September
Dubai, UAE
<http://annualmeeting.conferenceseries.com/ophthalmologists>

10th World Pediatric Congress

28-29 September
Dubai, UAE
<http://pediatriccongress.conferenceseries.com/>

23rd World Nurse Practitioner Conference

28-29 September
Dubai, UAE
<http://nursepractitioner.nursingconference.com/middleeast>

Moscow MedShow

29-30 September

Moscow, Russia
medshow.ru

7th International Conference and Exhibition on Traditional & Alternative Medicine

3-6 October
Dubai, UAE
traditionalmedicine.conferenceseries.com

International Conference on Healthcare & Life Science Research

13-14 October
Dubai, UAE
<https://iaphlsr.org>

4th International Conference on Rhinology and Otolaryngology

18-20 October
Dubai, UAE
otolaryngology.conferenceseries.com

14th Global Obesity Meeting

23-24 October
Dubai, UAE
obesitymeeting.conferenceseries.com

10th International Conference on Neuropharmacology and Neuropharmaceuticals

23-24 October
Dubai, UAE
neuro.pharmaceuticalconferences.com/middleeast/

Patient Safety

24-26 October
Dubai, UAE
patientsafety-me.com

International Society of Addiction Medicine Conference

26-20 October
Abi Dhabi, UAE
www.isam2017abudhabi.ae

Annual Radiology Meeting

5-7 November
Dubai, UAE
<http://radiologyuae.com>

8th Global Obesity Conference

14-15 November
Dubai, UAE
obesitymeeting.conferenceseries.com

8th World Congress on Healthcare and Medical Tourism

17-18 November
Dubai, UAE
healthcare.global-summit.com/middleeast/

5th International Conference on Physiotherapy

27-28 November
Dubai, UAE
physiotherapy.conferenceseries.com

International Conference on Cancer Diagnostics

27-28 November
Dubai, UAE
cancerdiagnostics.conferenceseries.com/middleeast

22nd Global Vaccines & Vaccination Summit

30 Nov-1 Dec
Dubai, UAE
vaccines.global-summit.com/middleeast

Global Cancer Meet and Expo

4-6 December
Dubai, UAE
<https://globalcancermeet.com>

29th World Psychiatrist Meet

7-9 December
Dubai, UAE
<http://psychiatrist.conferenceseries.com>

25th Global Diabetes Summit and Medicare Expo

11-12 December
Dubai, UAE
diabetesexpo.com/middleeast

10th International Conference on Gastroenterology

14-15 December
Dubai, UAE
gastroenterology.conferenceseries.com/asiapacific

7th International Society of Nephrology

13-16 December
Dubai, UAE
nephrology.emanae.com



Quick References

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www.bdfmedical.org

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King Abdul Aziz University Hospital
Tel: 012-640-1000

King Fadh Hospital
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www.hadiclinic.com

London Hospital
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www.alhayathospital.com

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Tel: +968 24-563641/2/3

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www.dmhealthcare.com

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www.badralsamaahospitals.com

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Tel: +968 24760100 / 200 / 300
www.kimsoman.com

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Tel: +968 2 450 2560
www.healthcare.atlasera.com

The Royal Hospital
Tel: Oman – (+968) 24.59.90.00
www.royalhospital.med.om

Sultan Qaboos University Hospital Patient Services Department:
Tel: 00968 - 24415747
Operator: 00968 - 24413355
extension 4625 during working hours
www.squ.edu.om

Lama Polyclinic
Tel: +968 24799077
www.lamapolyclinicoman.com

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Tel: (+968) 24583600
www.muscatprivatehospital.com

Apollo Medical Center
Tel: (+968) 24787766 / 24782666 / 24787780
www.apollomuscat.com

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Al Nahdha Hospital
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QATAR

Al Khor General Hospital
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Children's Emergency Centre (Al Sadd)
Hotline: +974 4439 6059; +974 4439 2948

Al Amal Oncology Hospital (cancer treatment)
Tel: +974 4439 7800

Hamad General Hospital (includes Accident and Emergency)
Tel: +974 5584 7803

Rumailah Hospital
Tel: +974 4439 3333
www.hmc.org.qa/en/

Al Ahli Hospital
Tel: +974 4489 8888
www.ahlihospital.com

Al-Emadi Hospital
Tel: +974 4466 6009
www.alemadihospital.com.qa

UAE

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dhweb@dohms.gov.ae

Latifa Hospital, Dubai
Tel: 04-2193000

Al Maktoum Hospital
Tel: 04-222 1211

Al Amal Hospital, Dubai
Tel: 04-344 4010

Hatta Hospital

Sha'biah, Hatta, UAE
Tel: 04-2195000; 04-814 7000

Police Post-Shaikh Khalif Hospital, Ajman

Call: 06 7050231
www.ajmanpolice.gov.ae

PRIVATE HOSPITALS

Al Amanah Medical Center
Sharjah
Tel: 06 5615545
www.alamanahmedicalcenter.com

American Hospital Dubai
Tel: +971 4 336 7777 – Oud Metha
+971 4 336 7777 – Dubai Media City

Salama Hospital, Abu Dhabi
Tel: 02 6966777

Dibba Fujairah Hospital
Tel: 09 2446666
Near Dibba Police Station, 10
Dibba, Fujairah

Al Sharq International Hospital
Tel: 09 2249999

Burjeel Hospital
Tel: 04 4070100
joseph.karama@amberclinics.com

Mediclinic Welcare Hospital
Tel: - 04-282 7788

Lifeline hospital (Jebel Ali Hospital)
Tel: 800 4677 4825 (toll free),
+971 4 8845777

Iranian Hospital
Tel: 04-344 0250

Belhoul Speciality Hospital Tel:
+9714-2140399, +9714-2733333,
+9714-2140257

Medcare Orthopaedics and Spine Hospital
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Mediclinic City Hospital
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Cedars Jebel Ali Hospital
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Zulekha Hospital
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Fujairah Police
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Ras Al Khaimah Police
Tel: 07-235 6666

Umm Al Quwain Police
Tel: 06-765 6677

Directory Enquiry Services
Etisalat - 181
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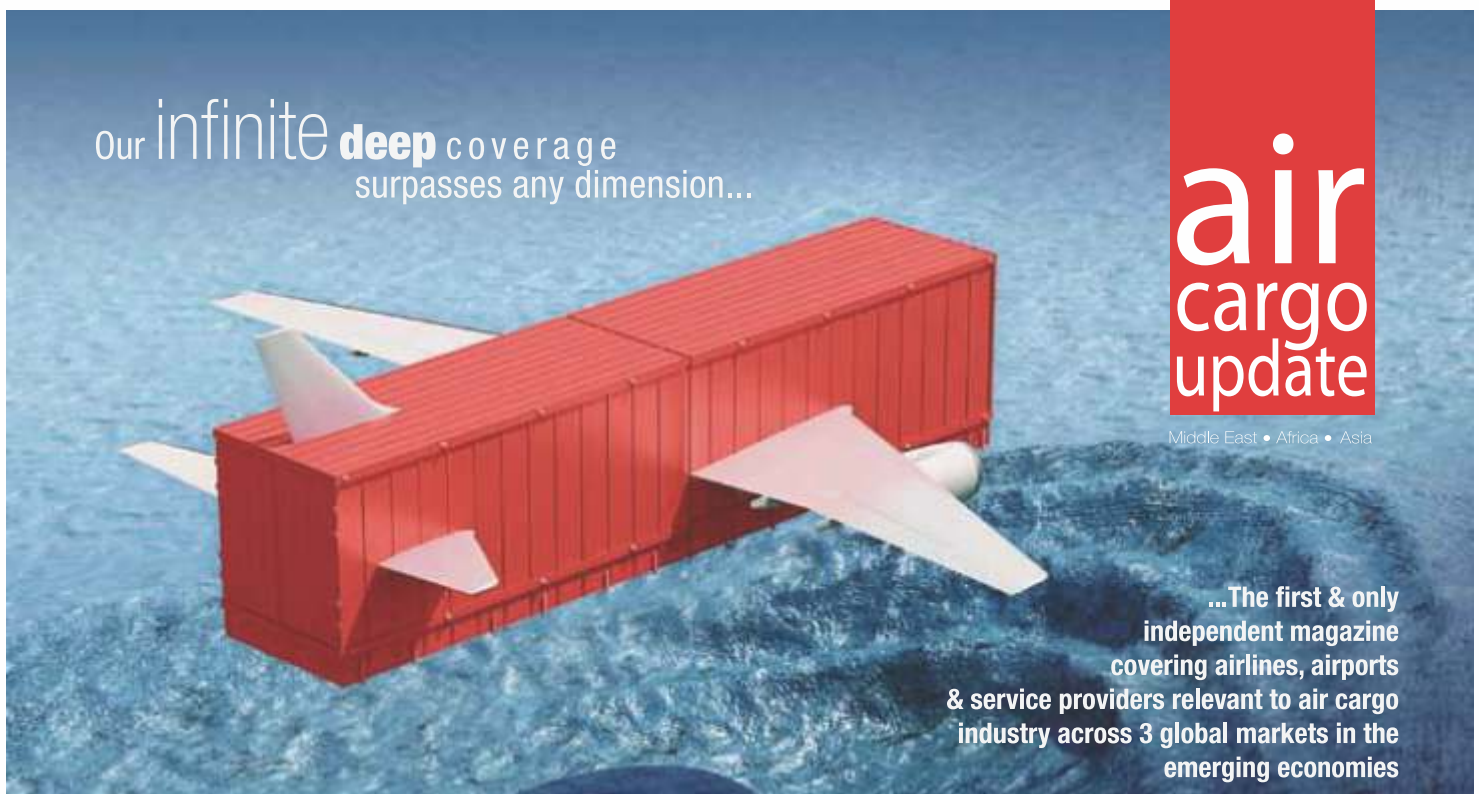
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