

# Services Export Promotion Council

16th July, 2018

**Sub: IndiaHeals@AHCI2018**

Dear,

Greetings from the Services Export Promotion Council (SEPC)!!!

It gives me great pleasure to inform you that Services Export Promotion Council along with Department of Commerce, Ministry of Commerce & Industry, and FICCI will organize 4th edition of Advantage Healthcare (AHCI 2018). The event is scheduled to be held 4th – 6th December, 2018.

To ensure that all major healthcare destinations in India get appropriate global attention, SEPC proposes to take India Heals@AHCI 2018, our flagship initiative to partner with state governments in the Healthcare exports sector in top cities of India.

- India Heals @ AHCI 2018 will invite overall 250 plus foreign buyers from our main export markets to hold B2B meetings with hospitals, dental clinics, wellness centers and AYUSH centers. Buyers will also visit these establishments in Maharashtra, Gujarat, Telangana , Andhra Pradesh and Tamil Nadu. . The list of countries from where buyers (medical value travel operators, government officials, journalists, doctors) will be invited is at Annex I.
- We invite active participation and seek your support to make this event a success. The tentative programme of IndiaHeals@AHCI 2018 proposed is as under:

<b>Day 1</b>	<b>2nd December 2018, Sunday</b>
Morning	Arrival of foreign buyers at the city by early morning (approximately 100).
12.30 pm - 1.30 Pm	Lunch at Hotel
2.00 pm - 8.00 pm	Inauguration, B2B meetings, State Dinner
<b>Day 2</b>	<b>3rd December, 2018, Monday</b>
9.00 am - 3.00 pm	Hospital visits/FAM Tours
10.00 Pm	Arrival at Delhi
<b>Day 3</b>	<b>4th December, 2018, Tuesday</b>
10.00 am - 5.00 pm	Inauguration of AHCI 2018 and B2Bs at India Heals pavilion in Delhi
<b>Day 4</b>	<b>5th December, 2018, Wednesday</b>
10.00 am - 5.00 pm	B2Bs meetings continued/hospital visits and exit of all foreign buyers

4. SEPC believes that only the most reliable healthcare providers should be showcased to foreign buyers. We therefore propose to cater to only those medical establishments that are accredited by NABH/JCI during India Heals @AHCI 2018. We believe that they can cater well to foreign patients.
5. You are welcome to recommend foreign buyers from the annexed countries to be invited at India Heals @ AHCI 2018. The final selection process will be done by SEPC.
6. In order to create an opportunity for medical establishments to export Healthcare Services although the programme is subsidize by the Department of Commerce in a minuscule expense will be borne by hospitals/companies participating as below:

	<b>Package</b>	<b>Inclusions</b>	<b>Rate(Rs.)</b>
<b>A</b>	City + Delhi	Table Space	75000/-
<b>B</b>	City + Delhi	Only B2B	50000/-
<b>C</b>	City	Table Space	50000/-
<b>D</b>	City	Only B2B	20000/-

Looking forward for your wholesome participation. You may contact for further queries the following:

- (i) Ms. Jyoti Kaur, DDG, E-mail: [ddg.sepc@gmail.com](mailto:ddg.sepc@gmail.com)
- (ii) Mr. Javed Ahmed, Event Executive: [javed.sepc@gmail.com](mailto:javed.sepc@gmail.com)
- (iii) Mr. Abhishek Sahdev, Membership officer: [abhishek.sepc@gmail.com](mailto:abhishek.sepc@gmail.com)

Thanking you,

Yours sincerely,

(Sangeeta Godbole)  
Director General

## Annex I

List of countries from where buyers will be invited for IndiaHeals@AHCI2018

<b>SAARC</b> Afghanistan Bangladesh Bhutan Maldives Nepal Sri Lanka  <b>ASEAN</b> Thailand Vietnam Indonesia Singapore Malaysia Philippines Myanmar (Burma) Cambodia Laos Brunei	<b>Africa</b> Tanzania Kenya Uganda Nigeria Ghana Ethiopia Gambia Mauritius Mozambique Rwanda Sudan South Africa Zimbabwe	<b>Major prospective markets</b> USA China  <b>Middle East</b> Oman United Arab Emirates (Dubai) Yemen  <b>CIS</b> Russia Kazakhstan Uzbekistan Ukraine Kyrgyzstan
--	--	--

\*\*\*\*\*