

# CORPORATE **PROFILE**



# About us

**TR Life Science Private Limited** was established in 2018 with a mission to enhance the quality of healthcare by providing exceptional services in project planning, design, development, and management operations. Our extensive projects, comprising over 1500 beds, are situated in various regions of India and Nepal, reflecting our commitment to advancing healthcare accessibility and delivery.

TRLs Healthcare Consultancy is a thought-leading health advisory organization with experts in science, insight, strategy, and communications delivered as a specialist service or as a fusion of expertise. As expert navigators, we enable healthcare clients to uncover hidden insights, explore scientific options, and forge difficult strategic choices.

We help clients and large conglomerates understand the healthcare market landscape by analyzing industries, profiling competition, sizing markets, segmenting customers, determining best distribution channels, evaluating most appropriate site locations, preparing investment feasibility studies, reviewing potential joint ventures or acquisitions, and delivering market entry and growth strategy in India.

TRLs Healthcare Consultancy experts combine techniques to collate, mine and model data with insights generated through past experience with healthcare professionals, and other key decision makers to drive strategic recommendations that meet our clients' needs.





# Vision

Our vision at TRLS Healthcare Consultancy is to be a leading provider of innovative, sustainable, and equitable healthcare solutions, with a commitment to delivering exceptional value to our clients and patients. Our company's vision is to improve healthcare standards, hygiene, medical outcomes, and level of care in tier-II and tier-III cities in India, with a focus on human-to-human interactions. We envision to work with healthcare entrepreneurs across the strata without any socio-economic prejudice.





# Journey so far

2019

Collaborated with Hospitals  
having more than 1500 Beds,  
2000+ Upcoming Beds

2018

TRLS Formed

2020

Developing New Age  
Hospital Information  
System and Business  
Intelligence tool

2021

Added New verticals  
M&A Fund Raising IT  
& Automation

2022

Project Designing,  
Project Advisory,  
Automation

2023-24

Entering into  
specialized  
Cardiology Centers  
Projects in Tier II &  
Tier III Cities



# Managing Director

A dynamic healthcare leader with wide experience in projects, operations, and commissioning of hospitals. **Dr. Gopal Sharan** has in-depth experience in delivering high-quality healthcare projects, Policy Making , Price Negotiation, Medical Program Assessment, Turn Around Strategy.



## Areas of Expertise

- Operation & Management
- Hospital Budgeting/ Process Optimization
- Strategic Planning
- General Administration
- Infrastructure Management
- Policy Formulation
- Facility Planning & Management
- Resource Deployment
- Mentoring & Training
- Clinical & Decision Audit
- Management Decision Making
- Critical Thinking & Visionary Approach
- Resource Development

**Dr. Gopal Sharan**  
Managing Director - TRLS



# Business Planning & Operations

**Mr. Raj Sehgal**, is a seasoned healthcare professional with over **25 Years** of experience in the healthcare service industry both India and Internationally.

Mr. Sehgal has a strong track record of success in the healthcare industry, having previously served as Vice President of International Business at Dr Lal PathLabs, where he played a key role in driving International business, corporate sales, and leading North India sales during his tenure of almost 15 years.

He has also worked with healthcare chains like Guardian Pharmacy and led sales & marketing for several multi-specialty hospitals in North India. An avid learner, Mr. Sehgal has attended multiple short programs from prestigious institutions such as IIM Ahmedabad and IIM Rohtak. He is also an alumni of IIM Ahmedabad, India.



**Mr. Raj Sehgal**

Director - Business Development

## Areas of Expertise

- Healthcare Sales & Marketing
- International Business
- Diagnostics Industry
- Healthcare Alliances
- Digital Marketing
- Corporate Sales & PPP



# Projects & Planning

**Mr. Rakesh Dagar** has more than 20 years of experience medical equipment engineering and planning, he is passionate and dedicated for the betterment of the healthcare systems. With an up-to-date knowledge of latest developments in medical technology, wellness, automation, Mr. Rakesh Dagar is an expert in providing optimal solutions coupled with efficient planning to achieve optimum utilization of resources to deliver highest level of patient care.



**Rakesh Dagar**

Director - Projects and Planning

## Areas of Expertise

- Architectural design
- Hospital Design
- Projects Management
- Greenfield Projects
- Redesigning
- Renovations
- Medical Equipment Planning
- Budgeting
- Technical Assessment
- Procurement
- Installation
- Commissioning





# IT Operations

**Dr. Sanjeev Baisla** brings collaborative experience and skill set of Medical and Information Technology on board in TRLS Healthcare Consultancy, driving the digital transform journey in healthcare sector. He has driven many successful projects across geographical borders to achieve digitization in clinical processes and information exchange, across the facilities and modalities. Sanjeev's learnings in change management and understanding of barriers in human aspect of technology acceptance, has assisted and guided organizations in achieving their return in technology investments.



**Dr. Sanjeev Baisla**  
Director - Healthcare IT

## Areas of Expertise

- IT Planning
- HIS Planning
- EMR Roadmap
- Commissioning of IT Platforms
- Integration
- Healthcare Technology





# Projects & Planning

**Mr. Vishal Indurkhya** is a distinguished professional with a robust academic and professional background, holding degrees in Radiology from AIIMS-New Delhi, a Master of Hospital Administration from TISS-Mumbai, an M.Phil. from BITS-Pilani, and a gold medal in Criminal Law from the Indian Law Institute. With extensive experience in hospital accreditation, he is a NABH-certified lead assessor and JCI-trained expert who has successfully guided numerous hospitals through the quality accreditation process. Over his career, he has contributed to the establishment of more than 50 hospitals across India and internationally, from the Far East to Africa. His projects include the Asian Heart Institute in Mumbai and multiple Tata Trust Cancer Hospitals in Assam. A strategic leader skilled in project execution, team management, and business development, he is also proficient in multiple languages, enhancing his ability to navigate diverse healthcare landscapes.



**Vishal Indurkhya**

Director- Healthcare Planning

## Areas of Expertise

- Radiology & Medical Expertise
- Hospital Accreditation & Quality Standards
- Hospital Administration & Management
- Hospital Planning & Development
- Criminal Law & Legal Compliance in Healthcare
- Project Management & Business Development
- Global Healthcare Consulting & Cross-Cultural Communication



# Design & Planning

**Mr. Kumar Rahul Naman** is a skilled & visionary architect with multiple Hospitals, Residential, Hotels and other projects under his belt.



**Mr. Kumar Rahul Naman**  
Associate Director-Design & Planning

## Areas of Expertise

- Architectural Design
- Healthcare Facilities Design (Hospitals, Clinics)
- Residential Architecture
- Hospitality Architecture (Hotels, Resorts)
- Commercial Architecture
- Sustainable Design Practices
- Urban Planning and Development
- Interior Design
- Project Management



# Mergers & Acquisitions

**Mr. Chaitanya Bedi** is an IIM Alumnus with Vast Experience in the Hospitality Sector along with Hospital Operations. His vast operational experience gave him an edge in understanding the needs of various hospitality firms both national & international and he has successfully negotiated various deals on their behalf.



## Areas of Expertise

- Portfolio strategy
- Target screening
- Pre-deal assessment/due diligence
- Post-deal merger integration planning
- Joint ventures or divestiture
- Carve out strategy & planning

**Chaitanya Bedi**  
Associate Director-Mergers & Acquisition





# HR Operations

**Mr. Neetu Maltiar** is a skilled & visionary Human resource professional with years of experience and knowledge of healthcare domain.



**Mr. Neetu Maltiar**  
Associate Director HR

## Areas of Expertise

- Talent Acquisition and Recruitment Strategies
- Employee Relations and Conflict Resolution
- Performance Management Systems
- Training and Development Programs
- HR Policy Development and Implementation
- Compensation and Benefits Administration
- Compliance with Healthcare Regulations
- Diversity and Inclusion Initiatives
- Employee Engagement and Retention Strategies
- Succession Planning
- HR Analytics and Reporting



# Financial advisor

**Ms. Latesh Sen**, a certified Cost and Management Accountant (CMA) with Six Sigma credentials and a specialization in International Finance from IIT Delhi, has over 25 years of experience in Strategic Cost Management. She has driven mergers, acquisitions, and operational efficiencies in healthcare across India and the Middle East. Ms. Sen developed the Activity-Based Costing Cloud (ABCC) tool, leading to innovations in cost design and performance tracking. Her strategies have helped healthcare systems reduce costs and boost profitability. She played a key role in Radiant Lifecare's acquisition of Max Healthcare and the UAE's Covid field hospitals program. Ms. Sen has received National Awards for Cost Management and is a prominent figure in industry publications.

## Areas of Expertise

- Cost and Management Accounting (CMA)
- Strategic Cost Management
- Six Sigma & Operational Efficiency
- International Finance
- Mergers & Acquisitions in Healthcare
- Healthcare Cost Design & Performance Tracking
- Profitability Enhancement in Healthcare Systems
- Project Leadership in Healthcare (India & Middle East)



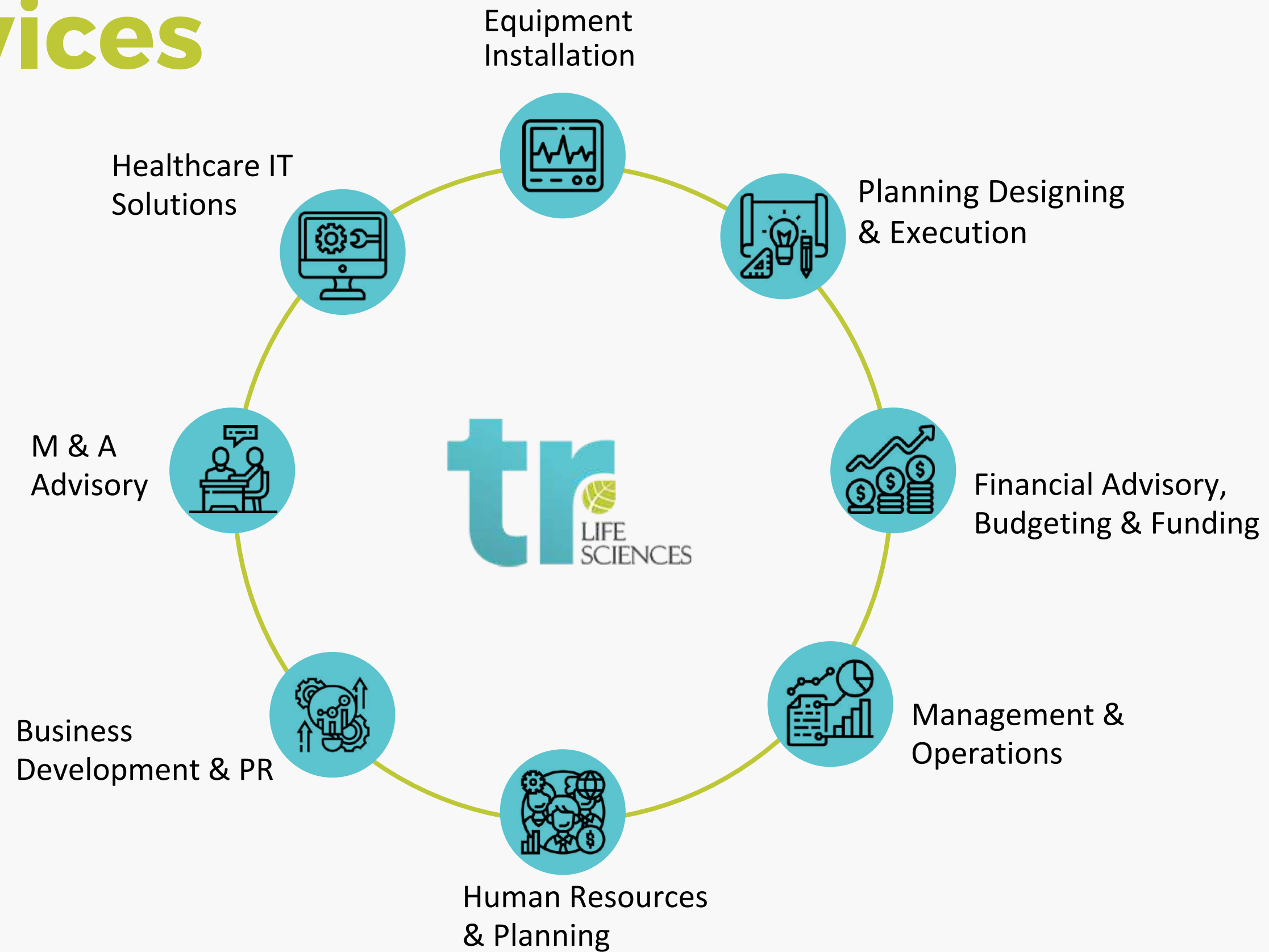
**Ms. Latesh Sen**

Advisor - Finance

Cost Management Accountant & Six Sigma Expert









# Our Services





# Operations & Management

## Human Resources & Planning

-  Due Diligence
-  Performance audit
-  Commissioning Assistance
-  Policy & Process development
-  Manpower planning
-  Recruitment & Induction
-  Statuary Compliances














## Business Development & PR

-  Assessment & Development of Potential Market
-  Strategic Market Planning
-  Brand Building & Development
-  Strengthening of Sales & Marketing Team
-  Strategic Alliances
-  Website Designing & SEO
-  Digital Marketing
-  Articles, Blogs & PR Publications
-  Advertising & Promotions



# Operations & Management


















## Healthcare IT

-  Applications ( Hospital Management System, PACS Lab Information System & More)
-  Digital Technology Transformation Advisory
-  Software Product Evaluations & Negotiation
-  IT Project Management Services
-  Hospital Health Technology Assessment
-  Business Intelligence & Data Analysis
-  IT Infrastructure Audit, Planning & Execution
-  Hospital Application Audit & Impact Analysis
-  IT Road Map Planning & Budgeting
-  Certifications, Compliances Assessment & Optimizations
-  IT Risk and Threat Assessment & Advisory
-  Data Protection and Cyber Security Advisory.
-  Third Party Application Integration



# Project Management

## Financial advisory & funding














-  Financial Analysis and Projections
-  Standard Costing & Fund Raising (Debt & Equity)
-  Capital Expenditures (CAPEX) & Operating Expenses (OPEX)
-  Budgeting & Forecasting
-  Operational Analysis & Business Strategy
-  Financial Controls
-  Fixed Asset Management
-  Standard Operating Procedure
-  Audit & Compliances
-  Need assessment
-  Medical Planning
-  Space Planning
-  Infrastructure compatibility
-  Installation Survey & Analysis
-  Maintenance Planning
-  Safety Standards
-  Training





# Project Management











## Planning designing & execution

-  Identification of Strategic Location for Hospitals
-  Feasibility Study
-  Building Service Profile
-  Medical Planning
-  Space Planning - Clinical & Nonclinical
-  Architectural Brief
-  Review Statutory Compliance
-  Monthly Project Review on Site
-  Identify Right Clinical Partners
-  Equipment Planning
-  Finalization of Medical Equipments
-  Contract Negotiation
-  Equipment Installation.



# Mergers & Acquisitions

What we do depends on the needs of our clients and we offer the following services:

-  Site Identification
-  Complete Feasibility Report
-  Concept Design
-  Project Management
-  Loan Syndication
-  Acquisition of Greenfield/Brownfield/Completed Assets
-  BTS Lease of Greenfield/Brownfield/Completed Assets
-  Investments
-  Management Contracts
-  Legal due diligence



# How we work

- Our culture is founded on a strong set of values that guide us in how we work with each other and with our clients.
- We constantly push ourselves in pursuit of excellence – optimized solutions, unrivaled processes and incomparable ways of working that help our clients navigate complexity and make better decisions with greater confidence.
- We recognize that the journey is often as important as the destination. Whether we are supporting you on your journey, or delivering specialist expertise, we are helping you make important choices. We work as an extension of your team so your journey with us is a great experience.
- We are a passionate team who believe in collaborative spirit and a can-do attitude. We build bold solutions and make insightful recommendations because we dig deeper and remain constantly curious, to provide positive challenge and fresh thinking.
- We offer industry specific expertise to take care all the aspects of healthcare project planning, designing, and development, we do project planning based on need assessment, adaptable medical program, challenges in outpatient and inpatient flow management, various associated costs, etc.
- We believe that the operational efficiencies are hidden in project planning and development & healthcare being a cost intensive industry need to look that aspect very seriously.





# Our Clients

- Narayani Vayodha Hospital
- Vayodha Hospital
- Magadh Hospital
- AASAV Hospital
- Neuro & Cardiac Hospital
- Chitwan Medical College
- SJAS Hospital
- Shree Narayan Medical College
- Vatsalya Hospital
- Agrim Neurosciences Hospital
- Bhagwan Mahavir Relief Foundation (JITO Organisation)
- Dalmia Healthcare Ltd
- Price Waterhouse Coopers (PWC) in association with Marengo QRG Hospital
- Ninti Hospitals
- Clear Medi Healthcare
- Paras Healthcare
- Ritesh Properties & Industries Ltd in association with Narayana Hrudayalaya Hospital
- Krishna Pran Breast Cancer Care Charitable Trust
- StratMed Services Pvt Ltd
- Mediversal Healthcare Pvt. Ltd.
- Rashtriya Indian Military College
- Atrius Cardiac Care
- Jag Narayan Singh Memorial Trust
- Nepal Government Cardiac Centre
- Nepal Government Onco Centre
- Shalby Limited
- Society of Unique Hospitals & Research Institute (Unique Hospital )
- Helio Life care Solutions Pvt Ltd
- Max Healthcare
- Healers Hospital
- CareOne Hospital
- Sumermal Patwari Trust
- Badri Bhagat Jhandewalan Temple Society
- Rina Devi Memorial Medical College
- Rina Devi Memorial Hospital
- Ayushman Hospital
- M.P. Memorial Hospital
- Surjabhasha Tasya Pvt. Ltd. (STPL)
- Raj Hospital
- Pali Hospital (Trust under Shanidham)
- MNR Hospital
- Kathmandu International Hospital





# Some of Our Completed Projects

JITO DAY CARE CENTRE



PATNA HOSPITAL



NARAYANI VAYODHA HOSPITAL



AASAV HOSPITAL







TRLs | Healthcare Consultancy



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