

The Poona Blind Men's Association's H.V. Desai Eye Hospital EYE CARE INSTITUTE



Increasing Patient Foot Falls and Cataract Surgical Volume



Selection of Mentees Based on

- Hospitals were personally visited in the past in the capacity of President, Vision 2020 India.
- Have been in contact to give operational advice from time to time in past.
- Potential for growth
- Leadership and motivation
- Their acceptance to get mentored
- Basic systems in place.



Blind Peoples Association Ahmedabad, Gujarat





SCALE PROJECT DETAILS

PROJECT START DATE:

21.9.2016

NO OF MONTHS COMPLETED:

33 Months



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PROJECT DETAILS

ACTIVITIES PLANNED, DONE AND PENDING as per Action Plan prepared during Strategic Plan:

Resources (Manpower, Buildings, Equipment, Financial.)

- **1. HIMS-** HIMS system installed and staff been trained by Arvaind with the support received under Seva Scale project, in use from 5th of April 2017.
- **2. No full time ophthalmologist** –Two fulltime ophthalmologist appointed from April- 2017 and Now its become three fulltime ophthalmologist and 3 part time.
- **3. Manual record keeping** 13 computer been obtained and data been managed through computerized system in OT, OPD, Medicine counter, Counselling department, optical shop and in all specialized unit.
- 4. Patient waiting time Separate OPD unit started for post operative patients and Auto ref with K1K2 been provided under Seva scale project.



H.V. Desai Eye Hospital





- 5. Retina Unit Requirement of Microscope & Vitrectomy Machine- Retinal OPD and surgical unit been started, machine been obtained with the support under CSR project.
- 6. Inadequate number of OTs- Need Starting of new Operation theatres for cataract & corneal/retinal surgeries & Developing ground floor OT for infected case- Three laminar modular operation theatre been set up with the support from different agency under the guidance of Dr. Despande.
- 7. No proper planning for outreach camp- MSW appointment/proper counsellor for camp Two camp organizer were trained in Arvind eye hospital on outreach camp management.
- 8. Low catchment area- Need to assign someone as OPD in charge of outreach department OPD in charge been selected and trained under seva scale project and handling the activities of vision centre also.
- 9. Need of analysis of outreach camps- Need to recruit more outreach staff which will help in creating more involvement in community & selecting people from community Three staffs are recruited for vision centre and trained under seva scale project.



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- 10. Encourage paid department. Need proper arrangement of waiting area for paid and subsides patients- Waiting area been developed for patients with sitting arrangements and separate OPD developed for Phaco follow-up patients.
- 11. Low walking OPD –Need to create awareness about the hospital Leaflets need to be develop, hoardings to be made and hoardings been placed mentioning activities
- 12. Increase outreach activities- Two new vision centre established
- 13. Low surgery acceptance rate- Counselling department been started, Staff been trained on counselling skills under Seva scale project.
- **14.** Not performing glaucoma Surgeries-Doctors been provided training and Glaucoma department started.
- 15. No proper planning for outreach camp- Local partnership been developed in the district of Aravali, Sabarkantha and Mahesana and camps been started with their support including financial and human resources and logistic support.



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Marketing of hospital Services

ઉપલબ્ધ અન્ય સુવિધાઓ

માનસિક રોગોની નિદાન અને સારવાર (કેસ કઢાવવાનો સમય દર શનિવારે સવારે ૯ થી ૧૧ કલાક સધી)

દરરોજ સોમ થી શુક્ર : સવારે ૯ થી ૧૧ કલાક સુધી)







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Hospital Service Display in Hording Placed in front of the hospital







Hospital Sign Board top of the Building





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Training Support provided under Scale project







Starting of Counseling Department (1.6.2017)





ACHIEVEMENTS/ Development

HIMS installation and staff training (3.4.2017)





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Two new vision center established at Bavala Ahmedabad (6.9.2017) and Ahmedabad (27.3.218)



द्रिध् सेन्टर उद्धारन

દ્રષ્ટિની કાળજી માટે તેમજ મોતિયા મુક્તિ માટે નૂતન દ્રષ્ટિ સેન્ટર, પુના તેમજ બ્લાઈન્ડ મેન્સ એસોસીએશન એચ.વી. દેસાઈ આઈ. હોસ્પિટલનાં સહયોગથી બીપીએ ખાતે ન્યુ વિઝન 🛮 ધરાવતાં દિવ્યાંગજનોને 🛛 સ્વ. ભગુભાઈ

XIOLIION ITHIES કાર્યક્રમ

બીપીએનાં પ્રાંગણમાં શારીરિક ક સેન્ટરનું ઉદ્ઘાટન ડૉ. સ્મૃતિમાં શ્રી હર્ષદભાઈ વકીલના પુત્ર પીનાબેન સોની પ્રોગ્રામ રાજકમલ દ્વારા ટ્રાઈસીકલ વિતરણ કરવ ઓફિસર, (ડીબીસીએસ, આવી હતી. આ ઓગણ પચાસ ટ્રાઈસી અમદાવાદ) અને ડૉ. દિવ્યાંગજનોને તારીખ.૧૭-૦૨-૨૦૧૮ મદન દેશ પાંડે ચીરુ રોજબીપીએ કેમ્પસમાં આપવામાં આવી મેડીકલ ડાયરેક્ટર અને આ પ્રસંગે બીપીએ સંસ્થાનાં પ્રમુખ ટ્રસ્ટી એચ.વી.દેસાઈ પિયુષભાઈ દેસાઈ તેમજ જનરલ સેક્રેટર આઈ હોસ્પીટલ દ્વારા શ્રીમતી નંદિનીબેન પી. મુન્સા અને સં સેન્ટરનું ઉદ્દ્ઘાટનતા. ૨૭ એક્ઝીક્યુટીવ સેક્રેટરીશ્રી, ડાયરેક્ટર માર્ચ-૨૦૧૮ નાં રોજ ઉપસ્થિતિમાં લાભાર્થીઓને અર્પણ

Blind People's Association (India)

Newsletter October, 2017 - January, 2018 will together give disabled people the training and support they need to be healthy, confident and included in society.

Eye hospital inaugurated the vision centre by cutting the ribbon and lighting the lamp on 27 March 2018. This vision centre has Desai Eye Hospital, Pune under Scale Project Seva Foundation, USA and supported by Standard Chartered Bank. The project was gifted a slit lamp, chair unit, auto Refractometer, trial set, stakeholders and donors of the Cataract Free Sabarkantha project like Mr. Vijay Shah, Mr. Pradeep Shah, Mr. Narendra Shah, Mr. Jitubhai Shah, Mr. Babubhai, Mr. Rajnibhai and others were present and confirm their commitment to the BPA. Dr. Rajesh Kapse, CEO of PBMA was also present.





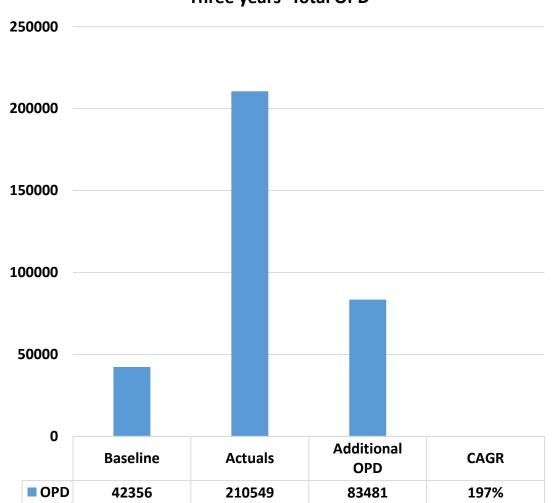
H.V. Desai Eye Hospital

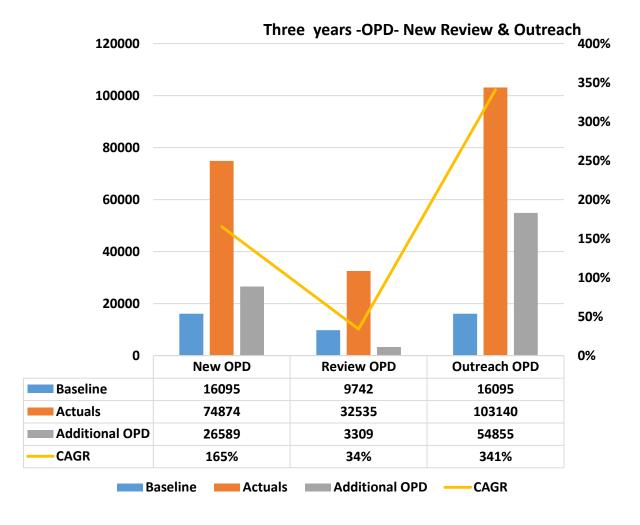




Blind People Association

Three years -Total OPD









Three years Surgical Performance



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NABH

Glaucoma OPD and surgical unit (27.4.2017)

Starting of Retinal Surgical unit (13.6.2017)

Starting of Pediatric eye OPD Surgical Unit (23.5.2017)



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Getting permission under HOTA and Started of cornea OPD and surgical unit (20.2.2019)

State Authorization Committee, Transplantation of Human Organ Act Government of Gujarat



TeleNo.07923257066 51159 Fax No.07923250548 E-mail: dd-mc-argusarat gov.in

No/D-2/Corneal / Registration/Blind People's Association/19 50 95 Date.20/02/2019

FORM-17 Certificate of Registration

[See rule 25(2)]

This is with reference to the application dated 19/09/2018 from Blind People's Association, Bareja, Daskroi, Ahmedabad for certificat of registration for performing Cornea Transplant Center under th Transplantation of Human Organ Act, 1994.(42of 1994).

After having considered the facilities and standards of the above sai hospital, the Appropriate Authority here by renews the certificate of registration of the said hospital for a period of Five years from the dat of issue.

This Permission is being given with the current facilities and states shown in the present application form. Any reduction in the staff and/c facility must be brought to the notice of the undersigned.

& Cha Tran M

Appropriate Authority
& Chairman Authorization Committee,
Transplantation of Human Organ Act
Medical Education & Research,
Gandhinagar, Gujarat State.

Place: Gandhinagar Date: 2002/2019 State Authorization Committee, Transplantation of Human Organ Act Government of Gujarat



Feb.No. 07923257066 - 23251159 Fax. No. 07923250548/51164 L-mail. did-mic organization provin

No/D-2/Cornea /Registration/ Blind People's Association /19

Date. 2 /02/2019

To, Blind People's Association, Bareja Eye & General Hospital, Bareja, Daskroi,

Ahmedabad.

Sub: - The Registration of Cornea Transplant Center under Transplantation of Human Organ Act 1994

Ref: - Your application dated 19/09/2018

You had applied for the Registration of Cornea Transplant Center under Human Organs Transplantation Act 1994. An expert committee had visited your institutional infrastructure and submitted the report. Report and recommendation of expert committee have been considered by the Authorization Committee. You are granted registration for performing Cornea Transplant Center for a period of Five years from the date of issue. You can carry out the activities as per norms & conditions laid down in the Human Organs Transplantation Act-1994.



Appropriate Authority
& Chairman Authorization Committee,
Transplantation of Human Organ Act
Medical Education & Research,
Gandhinagar, Gujarat State.

Copy f.w.cs.To: The Additional Chief Secretary, Health and Family Welfare Department.
Sachivalaya, Gandhinagar.

Copy to: Joint Director, Ophthalmic Cell, (Health Section), 5/ Dr. Jivraj Mehta
Bhavan, Gandhinagar.





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Paid Cataract Fellowship Program (62 cataract fellows been trained)

15.6.2017





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Optometrist college (1.12.2017)







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Tie-up with essilor group for starting optical unit at BPA-Bareja eye hospital (1.1.2018)





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Improvement in OT cleaning after training of OT staff at HV Desai





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Starting of low vision clinic & rehabilitation unit (14.10.2018)



to the poor patients.

Head Office: Rasna Centre, Opp. Sears Tower, Gulbai Tekra, Ahmedabad-380015, Gujarat, India Fax: +91-79-26449610 | Email: pak@rasnainternational.com











Training Support

Training	No. Of Participants	Duration
Eye EXCEL	3	4 Days
Exposure Visit to H V Desai	3	2 Days
Optical Dispensing Training	1	1 Month
Sterilization Technique Training	1	1 Week
Outreach Camp Organisation Training	2	15 Days
Nursing Care training	3	3 Days





Pushpagiri Vitreo Retina Institute (PVRI) Vizianagaram, Andhra Pradesh







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BRIEF BACKGROUND OF HOSPITAL

- Hospital is an NABH Accredited Super Specialty Tertiary Eye care center established in the year
 2014
- This hospital is set up in one of the most backward districts of our Country Vizianagaram, predominantly with Tribal and Fishing community.
- This hospitals caters to the needs of eye care for northern costal districts of Andhra Pradesh namely Srikakullam, Viziangaram and Vishakapatanam and also covering adjoining states of Orissa & Chattisgarh.
- His facility is a 50 bedded eye hospitals housed with state of the art infrastructure backed up with world class expertise providing the quality eye care to the needy at affordable costs.
- Nearly 65% of the services provided through this Hospital are Free of cost to the patients and has been rated as one of the highest volumes of Cataract surgeries operated hospital in the state.





ASSOCIATION with HVD

PVRI's association with HVD has been since long over a decade now

Recent partnership with SEVA organization with the support of HVD has been real impactful

HVD and PVRI has been mutually supportive towards achieving the common goals as a member of ViSION 2020 body





SCALE PROJECT DETAILS

PROJECT START DATE:

June 2017

NO OF MONTHS COMPLETED:

24 Months

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PROJECT DETAILS

ACTIVITIES PLANNED as per Action Plan prepared during Strategic Plan:

- 1. Separate waiting areas and service area for Paying and non paying patients
- 2. Regular clinical and medical audits
- 3. Capacity Building of Doctors, Paramedical and support staff.
- 4. Separate registry to monitor the surgical outcome of the post operative cataract patients both paying and non paying and assessment of compliance to Post operative follow up
- 5. Exclusive OPD for high profile patients and VIP patients



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PROJECT DETAILS

ACTIVITIES DONE as per Action Plan: :

· Separate waiting areas and service area for Paying and non paying patients	Done
· Regular clinical and medical audits	Done
· Capacity Building of Doctors , Paramedical and support staff.	Done
 Separate registry to monitor the surgical outcome of the post operative cataract patients both paying and non paying and assessment of compliance to Post operative follow up 	Done
· Exclusive OPD for high profile patients and VIP patients	Pending





One year Surgical Performance

Mentee Baseline Actuals Additional Surgeries CAGR

Pushpagiri Eye Hospital 3413 7721 4308 126%

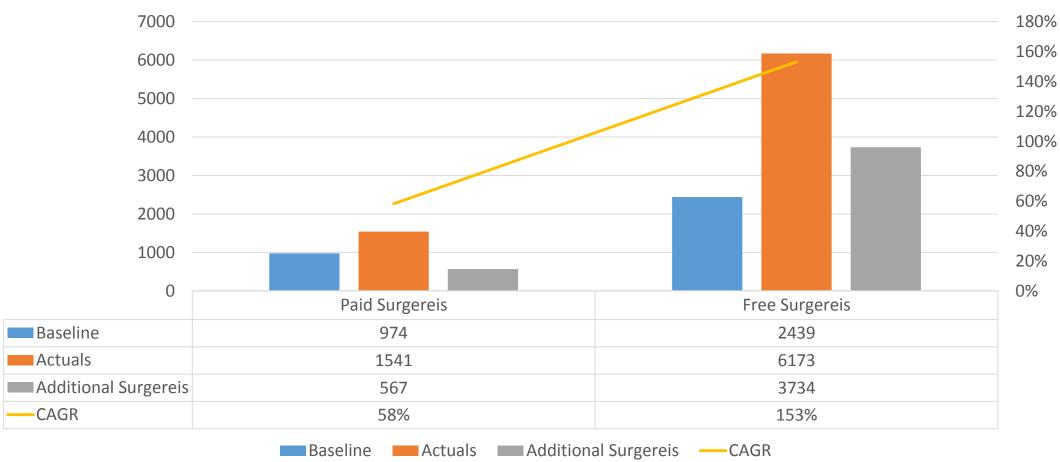
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Pushpagiri Eye Hospital

One Year - Paid Vs Free Surgeries



H.V. Desai Eye Hospital

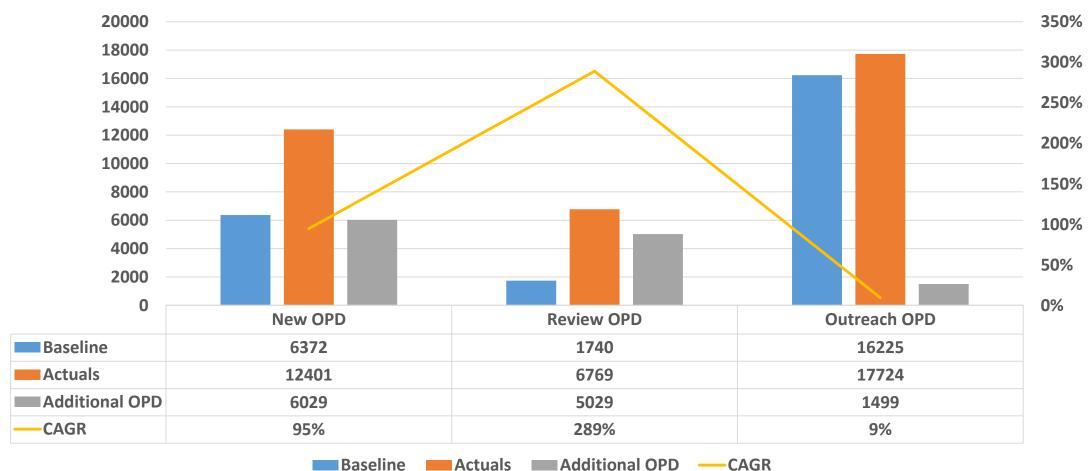
The Poona Blind Men's Association's



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Pushpagiri Eye Hospital

One year- OPD Performance





Mentor support



Workshop: Capacity Building Workshop held on 18.1.2017

Aim:Capacity building of mentee institutes so as to improve cataract surgery output, achieve financial sustainability by using costing and financial management tools, marketing, developing HR and outreach services.

Faculties:

- Dr. Sucheta Kulkarni, Medical Director, H. V. Desai Eye Hospital
- Dr. Rajesh Kapse, CEO, H. V. Desai Eye Hospital
- Mr. Madhur Varma, CEO, Sahyadri Hospital
- Ms. Chitra Prasad, Aravind Eye Hospital, Madurai
- Mr. R. Meenakshi Sundaram, Aravind Eye Hospital, Madurai

Participants: 27 (including HVD team)





Workshop: Data Utilization Workshop at Hubli on 6th March 2017

 Aim: To understand Data utilization including techniques to adopt analysis into ongoing hospital management, Financial Management, HR Management and Cost containment.

Faculties:

- Ganesh Babu, SR. Manager-System & IT, Aravind Eye Hospital, Madurai
- Dr. Rajesh Kapse, CEO, PBMA, H. V. Desai Eye Hospital

Participants: 15 from Divyajyoti, Tejas Eye Hospital, M M Joshi Eye Hospital, J F Ajmera Rotary Eye Hospital, BPA Bajera Eye Hospital, Kantalaxmi Eye Hospital and Lions NAB Eye Hospital





Workshop: Three Days' Workshop on Clinical Techniques from 21 – 23 August 2017

Aim: To improve quality of MLOP support to reduce vision impairment and avoidable blindness.

Faculties: Mr. Kartheek Kumar and Mr. Sitaram Janeyu from L V Prasad Eye Institute.

A total of 9 Optometrists/Vision Technicians participated from Tejas Eye Hospital Run by Divyajyoti Trust, Bajera Eye Hospital, Kantalaxmi Shah Eye Hospital, M. M. Joshi Eye Hospital, F J Ajmera Eye Hospital. Distributed certificate of participation to all the participants





Workshop :Infection Control Workshop held on 4th & 5th November 17

Aim: To Improve quality and infection control.

Facilitated by Association of Healthcare Providers (India)

Faculties:

- Dr. Nita Munshi from Ruby Hall Clinic,
- Dr. Mahesh Kumar Lakhe from Columbia Asia Hospital,
- Ms. Jomy Joseph, Deputy Executive Infection Control, Ruby Hall Clinic

Participants: 12 participants from

J F Ajmera Rotary Eye Hospital, Osmanabad, Tejas Eye Hospital Run by Divyajyoti Trust, Blind People's Association, Ahmedabad, Rotary Eye institute, Navsari, Lions NAB Eye Hospital Miraj, Kantalaxmi Shah Eve Hospital, Nandurbar





Joint Review Meeting conducted on 27 & 28 Feb 2018

Aim: To monitor performance as well as finding out both gaps and solutions to reach the target.

Faculties: S. Sarvanan, Expert and Heidi Chase, Guide

Internal faculties: Dr. Col. M. Deshpande and Dr. Kuldeep Dole

Participants: 5 mentee hospitals out of 8 attended the joint review meeting. A representative from each hospital has given a presentation on performance of their hospital





Workshop: Tools & Technique Workshop held at BPA on 25th August 2018

Aim: MIS training to equip the eye health professionals with the requisite skills and knowledge to collect relevant data, its accurate documentation and analysis, leading to decision making processes, at eye care facility at all levels.

Faculties: Mr. S. Saravanan, Consultant, Hospital and Health Care Management and Dr. Kuldeep Dole, Medical Director, PBMA's H. V. Desai Eye Hospital

Participants: 24 staff members of BPA, Ahmedabad





Workshop: HR Consultation Workshop on HR Issues on 2ndand 3rdMarch 2019

Objective behind holding the workshop is to disseminate the HR issues, knowledge from expert organization to heads of organizations and HR Heads. A total of 23 participants were from our 12 mentee hospitals.

We have invited faculties from Sankar Nethralaya, Chennai, Aravind Eye Hospital, Madurai few from local organisations

Faculty:

- 1.Dr Girish Rao, Medical Director (Admin) Sankara Nethralaya, Chennai
- 2.Mrs Deepa R, Manager-HR, Aravind Eye Hospital, Madurai
- 3.Ms Lakshmi T, Manager-HR, Aravind EyeHospital, Madurai
- 4. Dhanashree, Human Resources Solutions Pvt. Ltd, Pune
- 5.R. V. Kulkarni, IR and Legal Expert, Pune
- 6. Shirish Joshi, Consultant in Organisation Design and Strategic HR





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- Personal visits to perform strategic planning at the hospital which helped
 - 1. Team building
 - 2. Motivation-intrinsic
 - 3. Leadership impetus
 - 4. Management engagement
 - 5. Role Clarity
- Review visits
- Trouble shooting understanding local problems, issues, solutions
- Bridging the gaps in operational issues
- Strategic Workshops On specific area of management
- Personal availability of top management of mentoring institute
- Able to motivate mentees that they are partnering valuable share of global effort to contribute to 1 million cataract surgeries.





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We reach out and care

Thank you