



Astra Medical Systems

Complete solution for your medical equipment

Astra Medical Systems was founded by Vismay Buche with an aim of providing professional consultancy and services for Medical Electronic equipment.

Vismay graduated in Electronics Engineering from Nagpur University followed by Post Graduation in Medical Electronics & Physics from University of London.

After working for National Health Services, UK for 3.5 years he returned to India and worked as Manager & Head - BioMedical Engineering for Fernandez Hospital Pvt. Ltd. (one of the most reputed hospitals & teaching institute for Obstetrics, Gynecology and Neonatology) in Hyderabad for 4.5 years and later started his own firm.

During this period he was responsible for

- Setting up Biomedical Engineering Department for Fernandez Hospital.
- Supporting servicing for over 900 medical equipment.
- Providing consultation for other hospitals for Biomedical Engineering Operations.
- Setting up OP Facility & a 100bedded High Risk Pregnancies & Neonatology for Fernandez Hospital.
- Planning, Procuring, Site-preparation, Installation of equipment & Training.
- Medical Gas Pipeline System, Pneumatic Tube Systems, CSSD Design etc.



With growing need of healthcare across all levels of society, for all specialties, hospitals and healthcare centers are mushrooming all over the country.

With the growing demand, the clinicians are depending more and more on latest technology aids and medical electronic equipment.

While there are over 1000 registered hospitals in Hyderabad & Secunderabad alone, technical support available to look after the equipment is proportionately far inadequate.

And that is ALARMING!





Vision:

Our continuous effort is to offer quality service for medical equipment so as to enable clinicians in diagnosis and treatment.

1 PATIENT
SAFETY
FIRST

Reliability
Efficiency
Quality
Service



Mission:

Astra Medical Systems was established with an aim of providing quality service for medical equipment and inculcating a culture of 'Predictive Servicing' for the equipment.

'Predictive Servicing' is designed based on data analysis from preventive maintenance and nature & likelihood of a breakdown.

Our motto is to drive by values and offer honest, efficient and reliable service.



Authorized Dealership:

We represent **Bird Meditech** for the state of Andhra Pradesh for sale and servicing of all their neonatal range of equipment viz Infant Warmers, Phototherapy Units, Digital Weighing Scales, Humidifiers & CPAP's and other products being developed by them continuously.





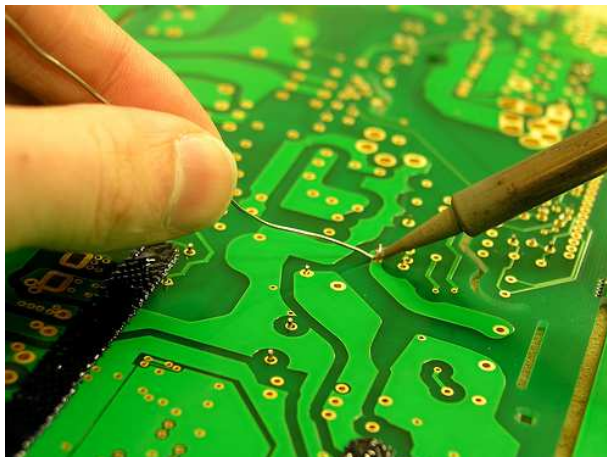
Scope:

1) Maintenance and repair of medical equipment:

We take up Annual Maintenance Contract for the equipment.

This will drastically reduce the risk of failure of machines, thus **reducing down time** and **preventing revenue loss**, besides being able to cater to much needed **patient care**.

Regular preventive maintenance, which will be done while on AMC with us, will ensure longer working life of your machines.





Advantages of Preventive Maintenance & Repairs

- *Can prevent abrupt breakdowns & reduces down time*
- *Increases working life of equipment*
- *Brings breakdowns to a manageable scale*
- *Saves cost of repairs*
- *Equipment available for much needed patient care*
- *Minimizes revenue loss*

Scope:

2) Strategic planning:

We can help you with **planning and procuring** all your medical equipment for a new facility.



		Lead Time & Cashflow chart													Installation Starts	No Live Date
		11-Mar-12	18-Mar-12	25-Mar-12	1-Apr-12	8-Apr-12	15-Apr-12	22-Apr-12	29-Apr-12	6-May-12	13-May-12	20-May-12	27-May-12	3-Jun-12		
2	OEM Supplier	Qty	Inc tax													
3	OEM1 Marketing Company	6	1000000	250000	250000								500000			
4	OEM2 AB Marketing	5	1500000									375000		375000		750000
5	OEM3 Agencies	2	2000000		500000							500000				1000000
6	OEM4 Enterprises	9	70000						0							70000
7	OEM5 Marketing Limited	1	150000		15000											135000
8	OEM6 Healthcare Industries	20	1500000			0										1500000
9	OEM7 Healthcare Limited	1	20000								0					20000
10	OEM8 Surgical Company	28	2400000		240000											2160000
11	OEM9 Marketing Private Ltd	5	1800000		180000								720000			900000
12	OEM10 AB Surgical	1	1200000								600000		600000			
13	OEM11 Fabrications	4	2000000				1000000					1000000				
14	OEM12 Medical Equipment Ltd	1	2000000		600000			1200000	200000							
15	OEM13 Fabrications	2	3600000				360000									3240000
16	OEM14 Medical Industries	30	7500000				750000									6750000
17	OEM14 Electromedicals	40	1200000		240000								300000			660000
18	TOTALS		Cash flow	0	250000	1775000	1000000	1360000	1200000	200000	0	600000	3495000	0	875000	17185000

The scope of work may include a full contract – right from vendor selection till installation & training; or as part – vendor selection based on comparison charts, negotiation, placing orders & preparing cash flow chart, tracking deliveries, planning and preparing site, installation & training.

A weekly **Cash-Flow** chart will help you manage and utilize your funds in the most efficient way.



Advantages of Strategic Planning for Projects

- *Getting most competitive prices for your equipment*
- *Adequate time for deciding appropriate product and vendor*
- *Timely delivery and installation*
- *Site pre-requisites can be arranged before delivery & Installation*
- *Optimum utilization of funds and cash flow*



Scope:

3) Calibration & documentation for accreditation:

We have tied up with different certified agencies for calibrating equipment so as to offer services for NABH/NABL documentation requirements.





Scope:

4) Consultation and advice on existing medical equipment:

It is important to understand the dynamics of Repair & Maintenance Cost, Frequency and Duration of breakdown Vs. Revenue Generated.

We will assist you in preparing an analysis when a machine is worth investing in repair, due to be condemned or replaced. We will also assist you in making a best selection to replace the old machine.





Expertise and Team:

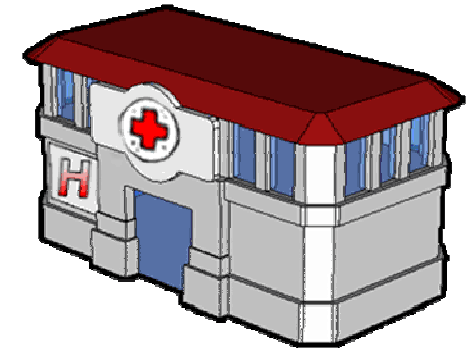
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- Supporting servicing for over 900 medical equipment.
- Providing consultation for other hospitals for Biomedical Engineering Operations.
- Setting up OP Facility & a 100bedded High Risk Pregnancies & Neonatology for Fernandez Hospital-Hyderguda & Jubilee Hills.
- Planning, Procuring, Site-preparation, Installation of equipment & Training.
- Medical Gas Pipeline System, Pneumatic Tube Systems, CSSD Design etc.
- Monitoring Quality Processes and Compliance for routine maintenance & repairs.
- Design and work along Predictive Maintenance to optimize preventive maintenance & breakdown.
- Worked in UK for 500 bedded hospital in accordance with IEC60601 guidelines.
- Provided consultancy to several Mother and Child set-ups.
- Trained officially by manufacturers (Philips, Smiths Medical, Huntleigh, Phoenix, JMS, Steris, Erbe, UL etc.)



Methodology:

Our potential customers are those hospitals who do not have or cannot afford to employ a full-time biomedical engineer to address the needs of medical equipment.

We will, in the most professional way, tackle the repair and maintenance of equipment and help you deliver the promise of quality healthcare to your patients. Most commonly including machines are



Infusion/Syringe Pumps

ECG Machines

Vacuum Pumps

Infant Warmers

Steam Sterilizers

Laminar Airflow Systems

Other Medical Electronic Equipment

Pulse Oximeters

Multiparameter-Monitors

CPAP – Humidifiers

Phototherapy Units

Hot Air Ovens & Incubators

Centrifuges



Contact details

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