

Delivering a healthcare Vision for Duqm



Hospital for Duqm / SEZAD

Team presentation
21 October 2015



Presentation Agenda

- Team Introductions
- Who We are
- Planning and Designing the Project
- Developing the Vision
- Realizing the Vision – Why our team?



Who we are

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Nurdin (Dinu) Samji, Chairman/CEO Aksa Group – International Infrastructures
AKSA specializes in the development of infrastructure projects in developing and emerging markets around the world. AKSA represents several North American suppliers and manufacturing companies



Pedro Silva, Abu Dhabi Branch Representative, MSF Engenharia, S.A
MSF is a multinational Construction Management Company with nearly 5 decades of history, focusing on Civil and complex Public works projects



Godfrey Coelho, Partner, 3G Global Health
Vast experience in Design/Build and healthcare management services, along with strategic and management support in planning, development and operational assistance in worldwide healthcare settings, with over 2400 beds

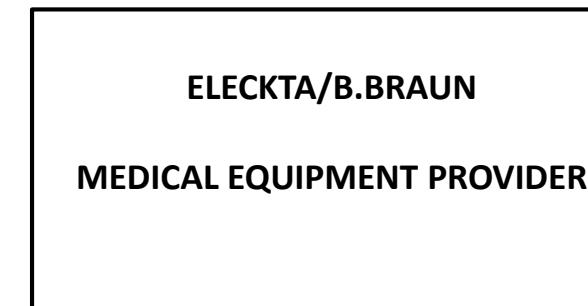
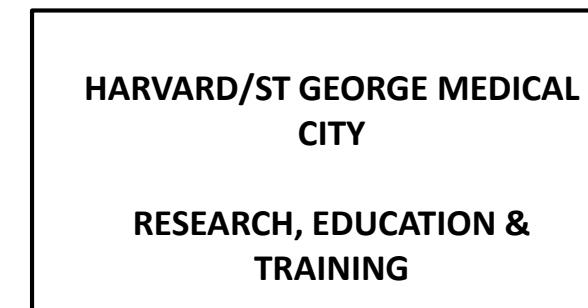
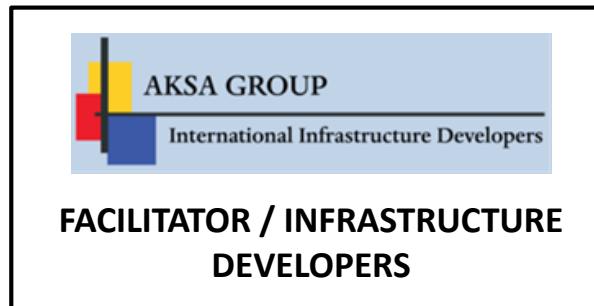


Vitals Global Healthcare / VGH
Proven healthcare PPP / management / capital group, currently underway with 800 bed expansion of Malta healthcare system along with development of Barts London School of Medicine and Dentistry Gozo Branch. VGH is represented by Mr. Godfrey Coelho



Domenic Pesce, President, Configure Health
James Kukla, Founding Partner, Kukla Partners, LLC
Over 30 years of experience in the design and delivery of healing, business justified and clinically efficient healthcare design and planning solutions around the world.

Team Structure



About AKSA Group – International Infrastructures Developers

- AKSA GROUP (AKSA) through its efforts has opened the eyes of many companies to the vast opportunities available in such countries as Ghana, Kenya, Tanzania, Uganda, Bangladesh, India, Vietnam, Zambia, Mozambique Namibia, and Oman.
- While its primary focus has been in Power Project Solutions, AKSA Group is also undertaking a vast array of further infrastructure projects including hospital development, railway construction, shipping port construction, airport construction & expansion, container port, road construction, oil refinery, and affordable housing.
- The objective of our group is to facilitate Reliable, Efficient and Environmentally Friendly (“REEF”) power solutions and infrastructure development for countries as per their requirements
- With the company’s head office in Canada, it has a wide network of offices in 12 countries and affiliates in West Africa, East Africa, South Asia, and the Middle East.

About MSF Engenharia , S.A.

We Build Stability

We Spread Competence

We Inspire Confidence

- Nearly 5 decades of history with firmly established credibility in the civil construction and public works sector. Its technical competence , management capability , deadline fulfilment , quality performance and financial soundness are demonstrated in the projects in which it participate
- MSF has lead the execution of large scale engineering projects of great technical complexity , and has made an unquestionable contribution to the modernisation of Portugal and the different Countries in which operates.
- One of the company most valuable assets is the vast experience which it has acquired in all of the diverse construction segments , including ; dams , tunnels , hydraulic and maritime works , roads , highways , bridges , viaducts , railways , airports , industrial and civil construction.

About MSF Engenharia , S.A

Design and Construction - Braga Hospital – Portugal



Design and Construction –Hospital Vila Franca de Xira – Portugal



3G Global and Vitals Global Healthcare -Ability to Execute

A medical consulting firm offering full spectrum of solution, strategy, operations, organization, mergers and acquisitions in the field of hospital planning, design, and development.

- Cross-Sector team bringing - **diverse and deep experience**—and a collaborative spirit—to every engagement.
- Partnership with top doctors, Hospitals, Construction firm, Medical Equipment & Drug Companies and bureaucrats around the world. This connection along with the diverse management expertise of our team, allow us to execute **consultation on all aspects of Healthcare Industry**.
- Vitals Global Healthcare has been appointed by **Government of Malta (EU member)** to operate and manage their health care system.
- Experienced in **Design/Build** and a **Management Services**, assisting promoters and hospitals in creating a successful strategy and management support in planning, development and operational assistance (Global hospital group, India) 7 hospital strong in 5 cities with 2400 beds and 3 Hospitals in Malta with 1100 beds.
- **Unparalleled Expertise** and Ability to **mobilize** resources, with 20 plus years of healthcare knowledge and with over 3000 beds on line or under design.
- Ambrish Gupta,MD,FACP, USA provides management, support and guidance on Healthcare. Dr Ambrish Gupta, is the Principal Founder of Medical Associates of Northern Virginia Inc (MANV – Approx 120 physicians). Dr Gupta a faculty member at George Washington University School, also brings with him **key association with Harvard Medical University**.

3G Global and VGH- Projects

Global Hospital Group



Created a successful strategy and management support in planning, development and operational assistance for Global hospital group, India which consist of 7 hospital in 5 cities with 2400 beds.

Malta Project



VGH has bagged €210 million investment at St Luke's Hospital, Karen Grech Rehabilitation Centre and the Gozo hospital in Malta. 3G is working with VGH in all areas of Malta Project, this includes rehabilitation and Construction of new hospital along with other logistics like provision of Medical equipment's, drug manufacturing and resources augmentation.

About Kukla | Partners

A passionate advocate for effective, efficient and evidence based healthcare solutions

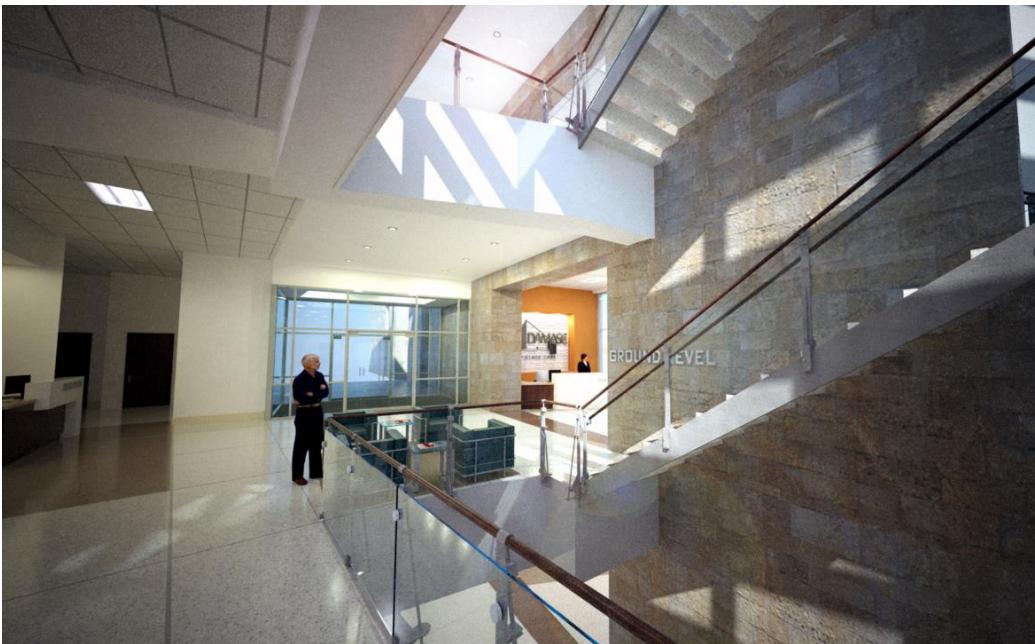
- Nearly 4 decades in designing complex healing environments
- Experience in all facets of healthcare – including some of the smallest critical access hospitals to the largest academic medical centres
- A proven group of multidisciplinary collaborators such as **ConfigureHealth** and other national consultancies who use design in a healing way to ensure patient satisfaction and reduce lengths of stay, while creating business justified and efficient environments - worldwide



Representative Design Work



Jackson Health System, Miami FL*



DAMASC, Damascus, Syria*



Georgia Regents University Cancer Center, Augusta GA*



Georgia Regents University Cancer Center, Augusta GA*

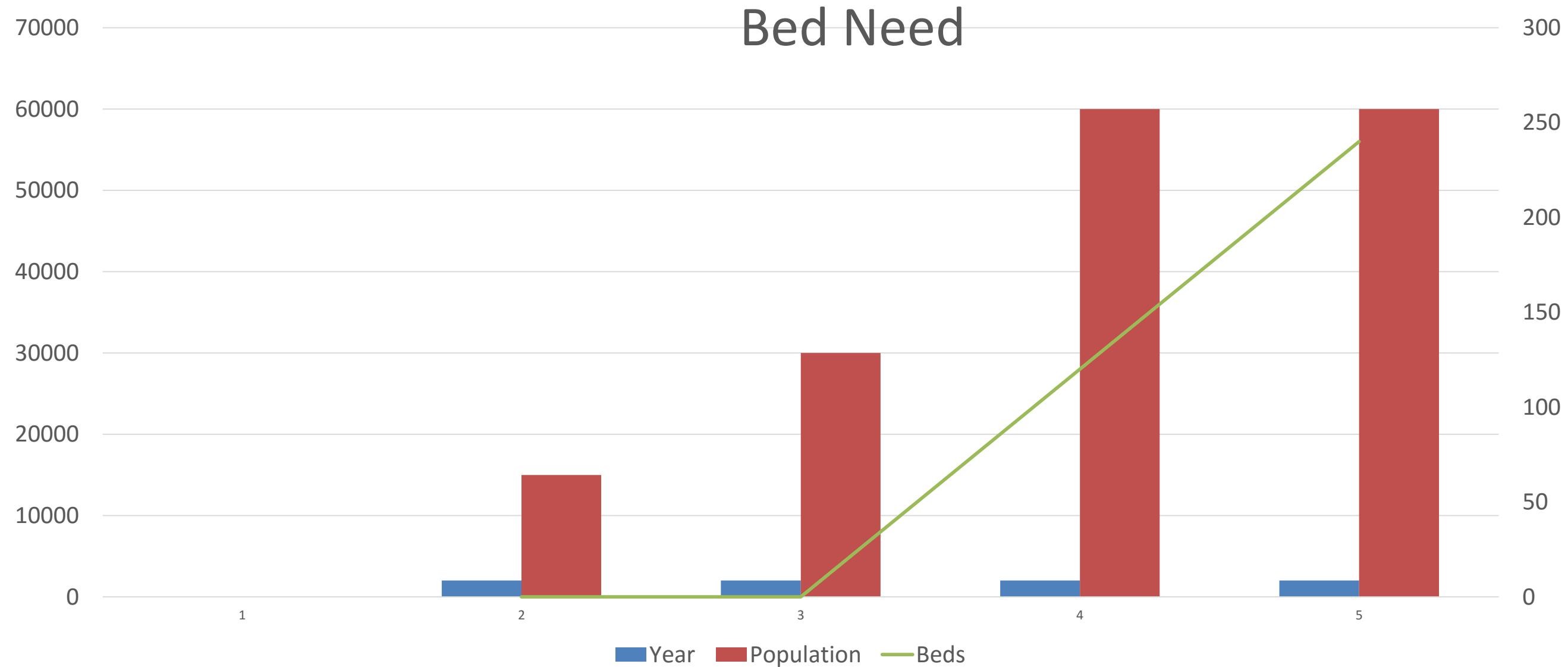


Lakeland Regional Medical Center, Lakeland, FL*



Jackson Health System, Miami FL*

About the Opportunity:

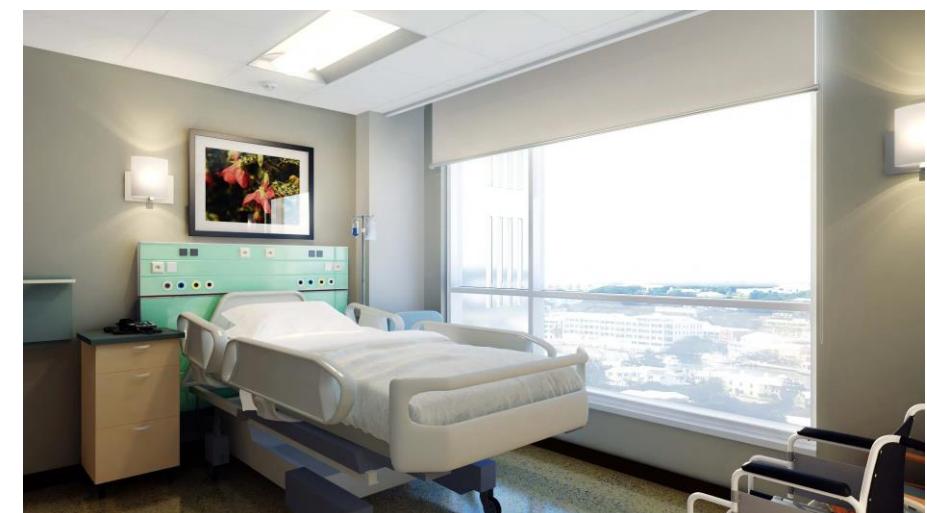


A Growing Population, a Clear Need

Our understanding is that Duqm is growing rapidly, and requires rapid to market, scalable acute care and specialty beds. Our team is geared to meet that need. WHO cites the need for 40 beds per 10,000 residents. Various other benchmarks suggest that benchmarks vary, from 3 beds per 1000 residents to a Eurozone average of 6 beds per 1000 residents. **Our goal will be to provide flexible, expandable clinical and design solutions.**

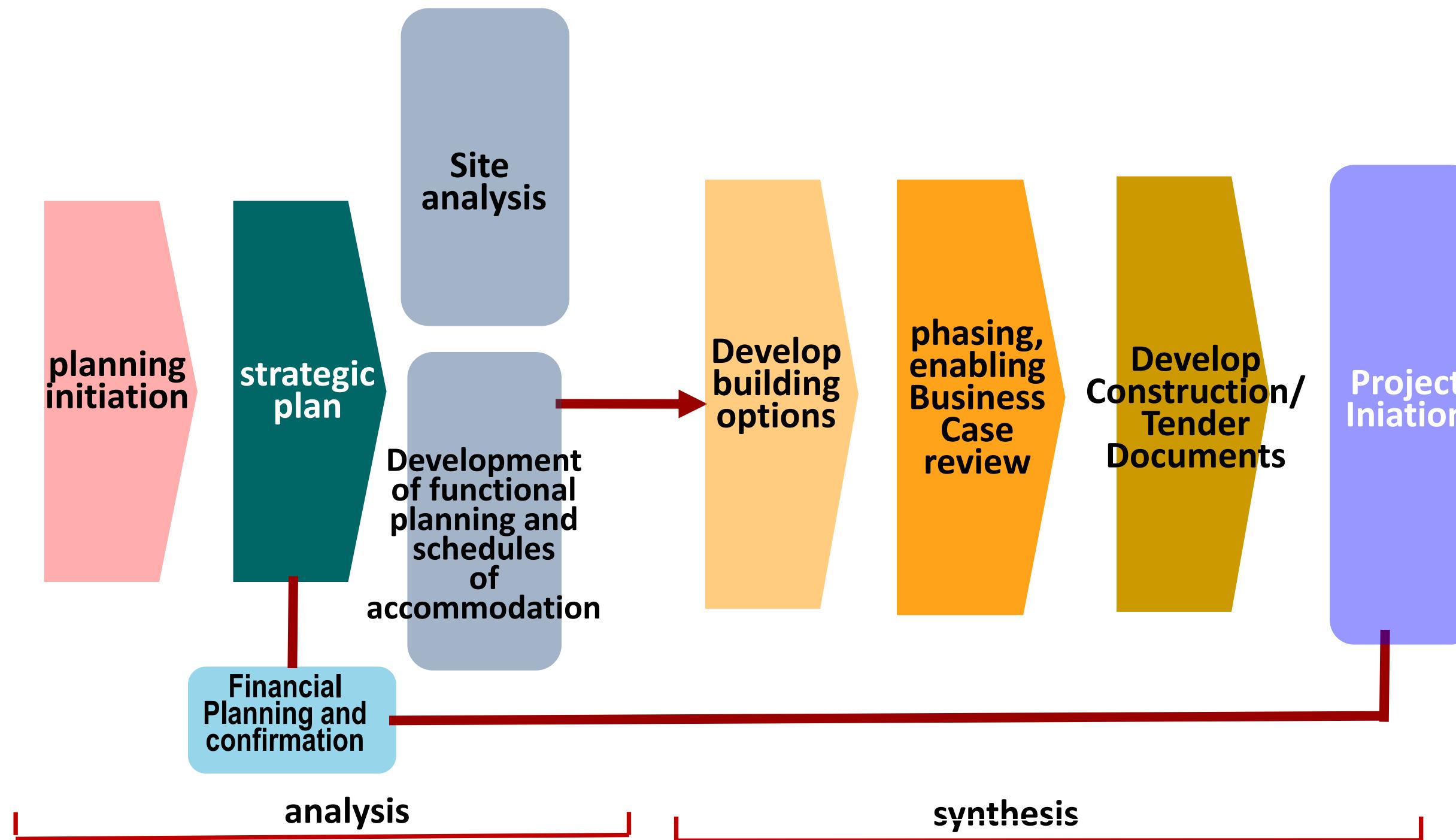
Project Considerations – about the project

- **Bed Need:** It is our belief based on regional expectations that optimal bed capacity will be between **180-240** beds. This will vary based on the rate of population growth. In any case, we suggest the upfront availability of expanding bed capacity with the construction of a “shell floor” which can be easily fit out as demand increases.
- **Service Lines:** While a general hospital, we expect region specific service lines, such as A&E, Trauma, Respiratory and Cardiology programs, Physiology and Oncology services. All services will be provided with the goal of patient and caregiver satisfaction and evidence based design. Critical care (typically around 15% of the total bed mix) and other specialty beds are highly variable and will be right-sized during the planning process
- **Size:** Based on our experience and depending on the amount of teaching and outpatient space, we envision that between **150 and 200 square metres per bed (36,000-48000 SM)** will be anticipated for the hospital. This will be confirmed as detailed planning is undertaken.
- **Site specifics:** We will plan that the site will be organized in such a way to provide acute care, outpatient, and learning opportunities, with clear wayfinding and separate traffic and service access, and public and service internal circulation. We also believe that a helipad (ground or rooftop mounted) is essential for Trauma and/or regional transfer needs.

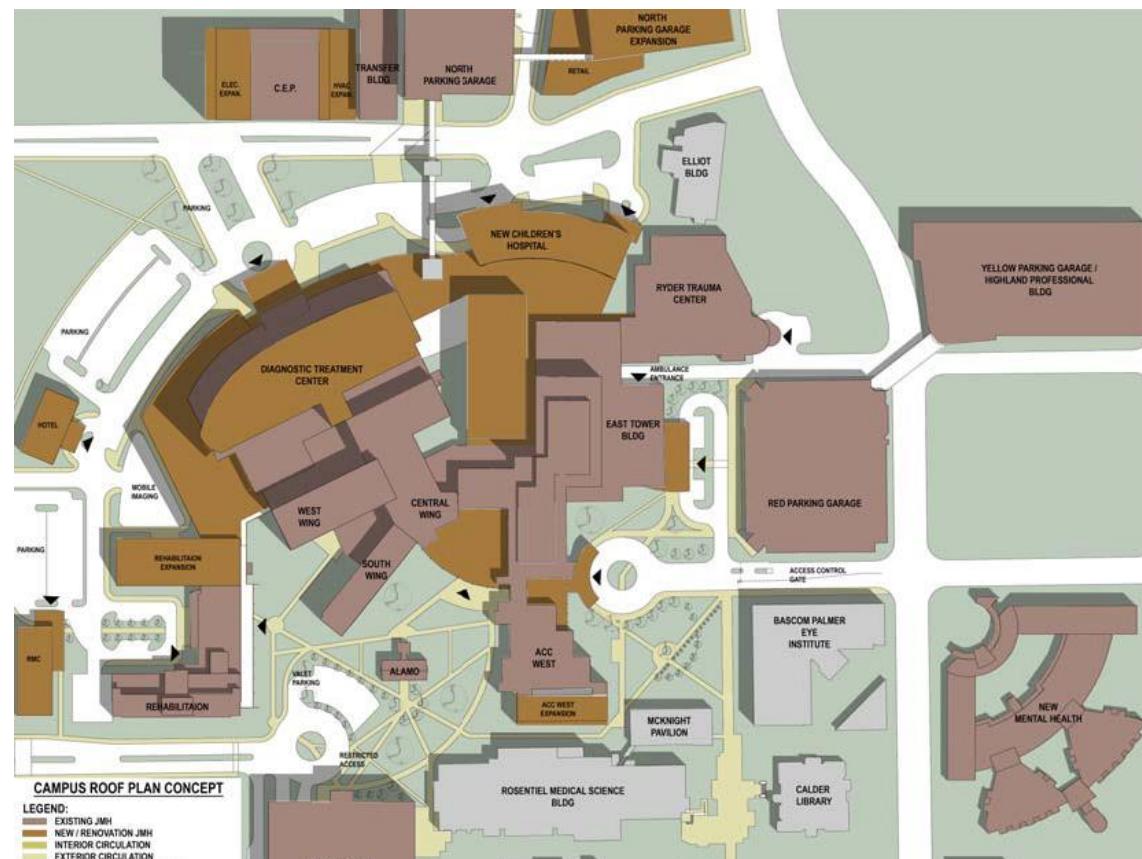
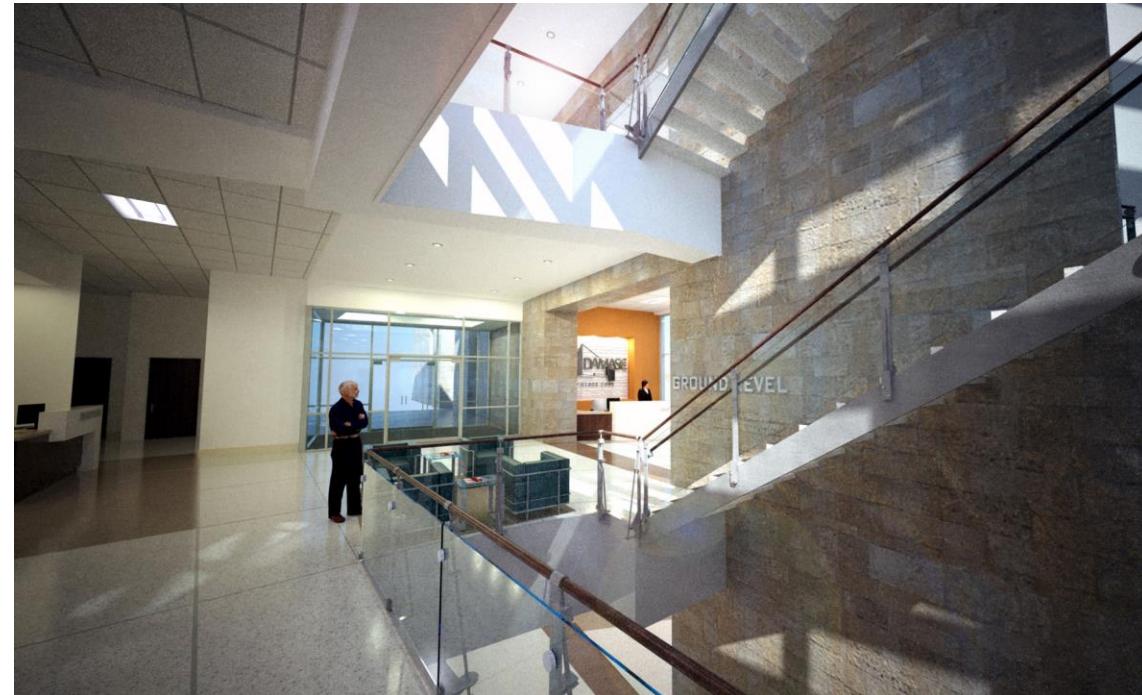


The Design and Planning Process

- The Planning and Design Brief Process



The Design and Planning Process



Development of a properly planned design brief will ensure that...

- Strategic, operational and financial objectives drive facilities investment decisions
- Sites and facilities remain viable and flexible in the long term
- Facilities “projects” respect an overall long term plan
- Risks associated with facilities development investments are minimized

Integrating best practices into the project



The design process is geared for not only Efficiency but **healing and learning**

- The use of evidence based design principles enhances wellness, patient satisfaction and is proven to reduce length of stay
- Academic affiliations and partners will create learning and teaching opportunities
- A hospital is not only about “beds” – wellness and prevention is highlighted through day and outpatient facilities
- All aspects of the hospital are geared to patient and staff satisfaction, with operational and clinical efficiency in mind

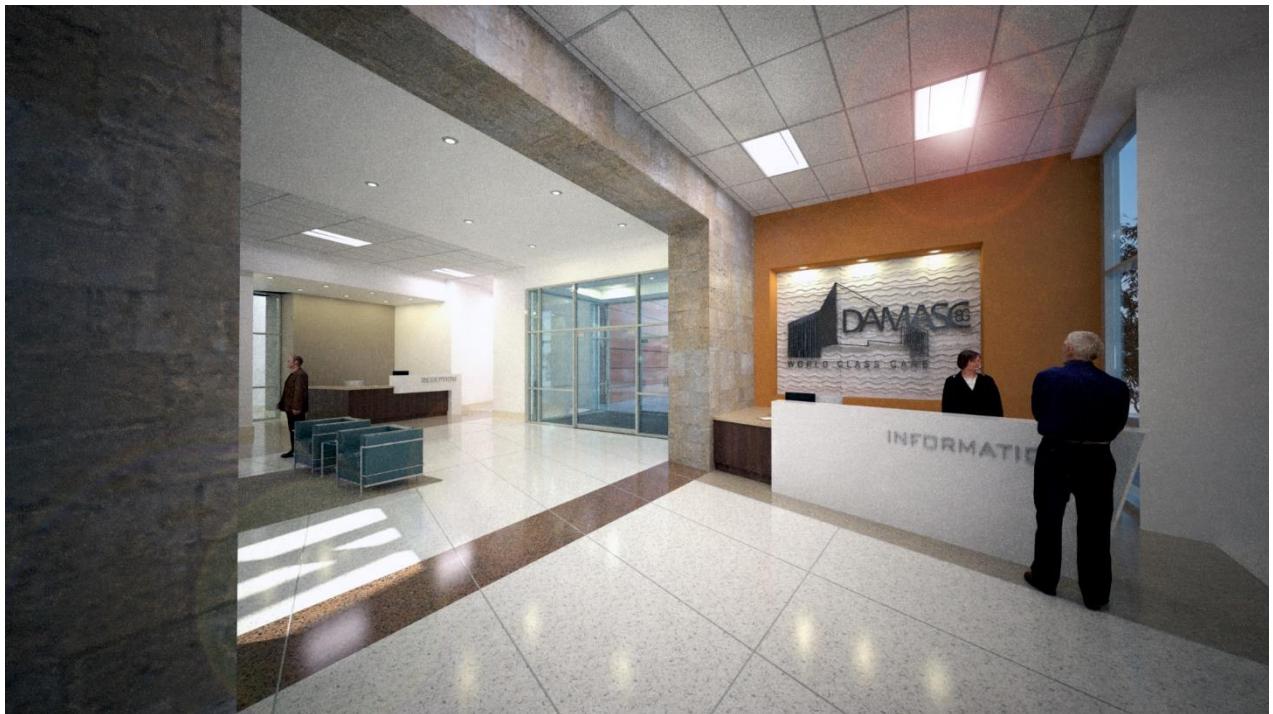
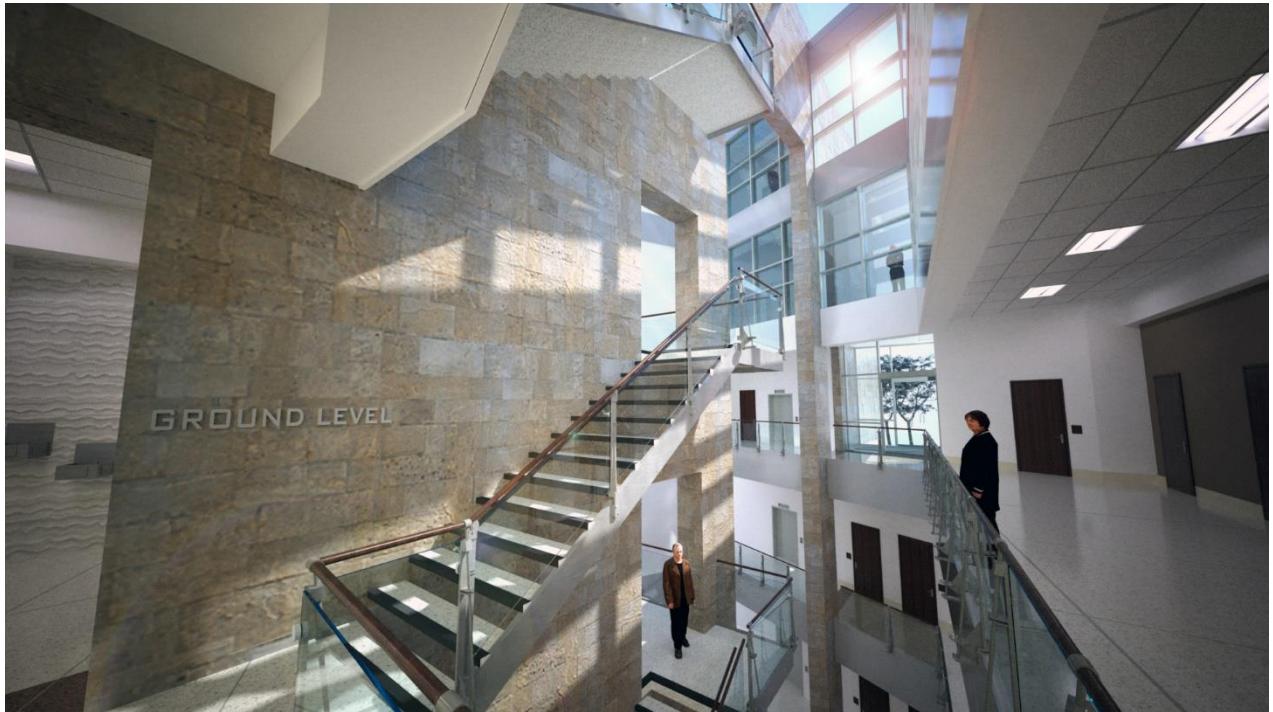
Sensitivity to **Community and Culture**



The new Hospital must be planned and designed to incorporate the local **Community and Cultural** needs

- Depart from traditional institutional aesthetics
- Create a more wellness-based setting for public space
- Create a more home-like private setting for patients and families
- Enhance integration with Community; express human and community values
- Include private spaces for worship

Design a truly **State-of-the-Art** Hospital



Don't copy trends, rather drive the new Hospital design with proven **operational innovation**

- Optimize access and convenience for patients, families, physicians and staff
- Accommodate **team-based** care delivery
- Maximize patient/family **comfort, privacy and dignity** throughout the patient care experience
- Maximize **safety** for both patients and staff
- Consideration for infection control and **risk management** throughout the Hospital

Design a truly **State-of-the-Art** Hospital (continued)



Don't copy trends, rather drive the new Hospital design with proven **operational innovation**

- Consideration and specialized design for different patient populations (male/female, elderly, pediatric, etc.)
- Flexibility in clinical areas to accommodate future expansion and ever-changing/improving technology and equipment, including modular capabilities
- Private accommodations for personalized physician-patient-family interaction in both inpatient and outpatient settings



Design a truly **State-of-the-Art** Hospital (continued)



Don't copy trends, rather drive the new Hospital design with proven **operational innovation**

- Consideration for physician and staff needs including “on and off-stage” zones in patient care areas
- Provide space for research and teaching
- Incorporate Telemedicine and Robotic technologies
- Access to health education in both public and private areas; internet connectivity for patients and families
- Plan a flexible and expandable state of the art IT infrastructure

Design a truly **State-of-the-Art** Hospital (continued)



Don't copy trends, rather drive the new Hospital design with proven **operational innovation**

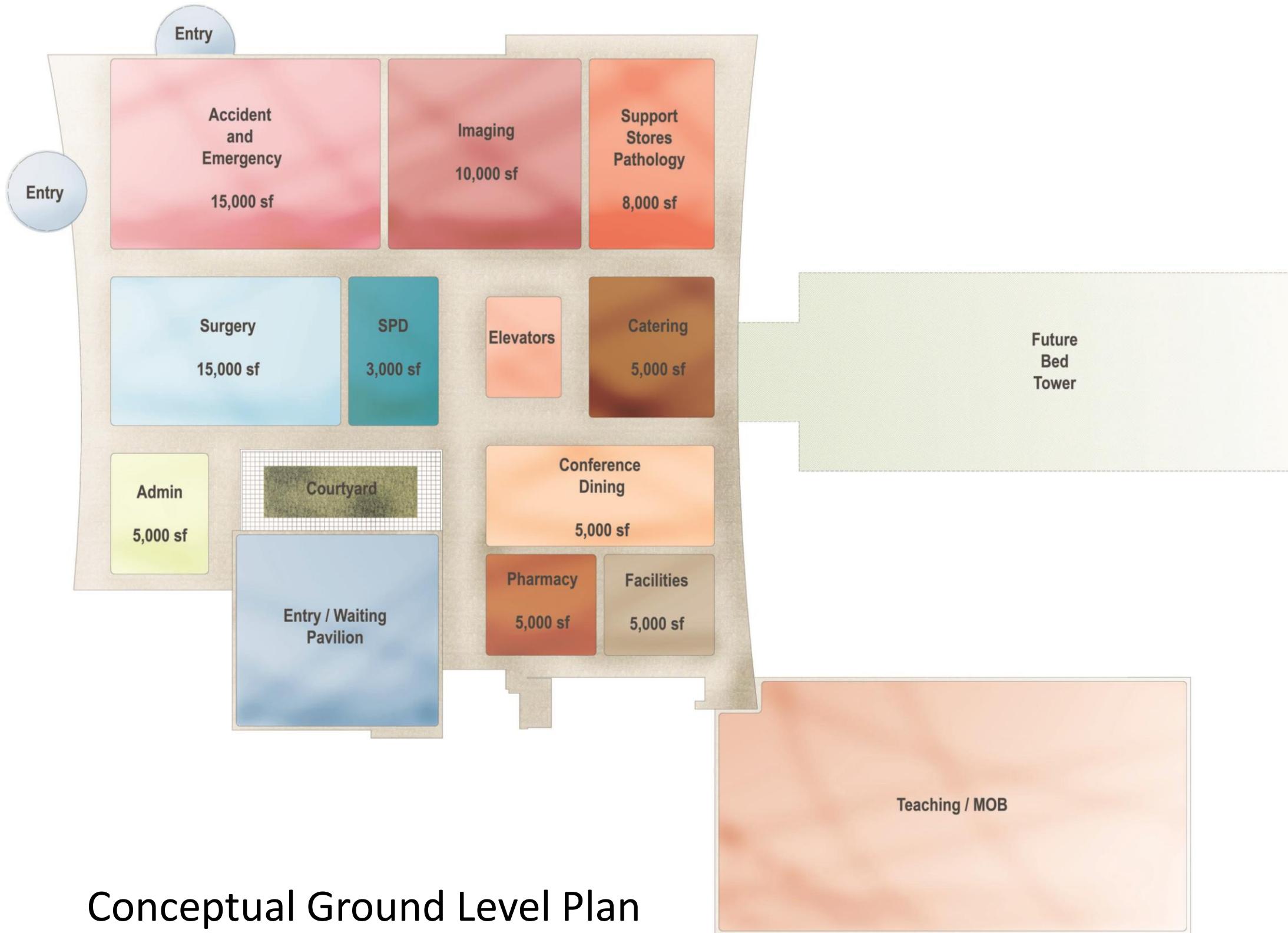
- Design a “Sustainable” Hospital
- Maximize energy optimization in central plant and throughout the new Hospital

A potential Design Concept (without program verification or a specific site)



Conceptual Site Plan

A potential Design Concept (without program verification and a specific site)



Upper floors – potentially acuity adaptable, **80 beds / floor**



Realizing the Vision – Why our team?

Our group represents a seasoned group of collaborators and partners **to seamlessly realize your vision**



- We are a **proven** team, and are prepared to **deliver** the full spectrum of healthcare needs, including financing, design, construction and operational expertise
- We are geared to **mobilize at once** in order to reduce time to market
- We represent **decades of dedicated experience** in just this sort of project, and bring the resources to ensure its' success
- For us it's not just about healing – but **wellness, prevention, teaching and education**
- **Planning vision and accuracy is essential** – this is an impressive investment. Each square metre represents a huge investment in construction cost but more acutely future operational cost. Efficiency and flexibility is paramount. Our team will bring significant planning accuracy to the design process