

Garnet Global Consultants LLP

Capability Statement

By:

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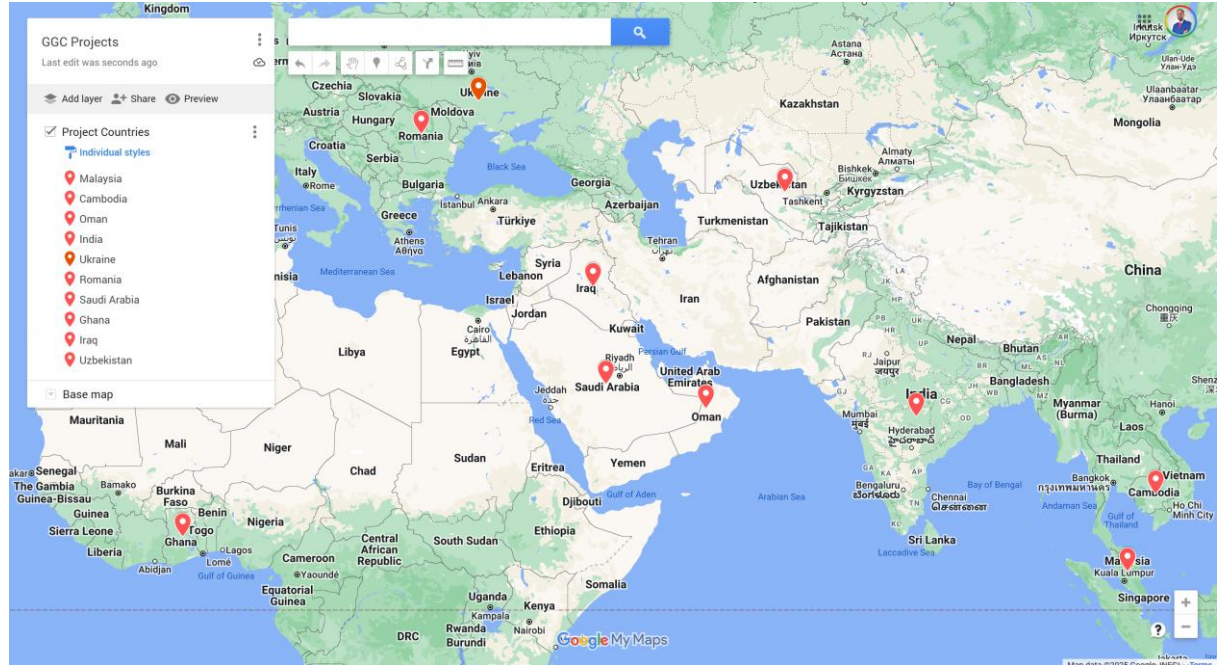
February 2025



Snapshot

- Healthcare advisory practice started 2021 at Noida, Uttar Pradesh. India.
- 4 key verticals:
 - Research and advocacy,
 - Market access,
 - PPP transaction advisory, and
 - Digital health.
- Countries of Work Experience:

- India	- Saudi Arabia
- Cambodia	- Iraq
- Malaysia	- Uzbekistan
- Oman	- Romania



Our Clients and Key Alliance Partners

Clients

- Development partners, e.g., World Bank, IFC, UNICEF, GIZ, ADB, EBRD, and KfW.
- Federal/state health departments.
- Pharmaceutical firms, e.g., Roche Products (India) Pvt. Ltd., St Jude Medical Private India Limited (Now Abbott).
- Healthcare consulting firms, e.g., Concept Realisation Management Consultancy (CR), Sathguru Management Consultants Pvt. Ltd., and Sahamantharan Pvt. Ltd.
- Implementation partners, e.g., iNGOs (C/CAN and FIND) and local NGO (SAATHII).

Key Alliances

- Global Partner: Concept Realisation Management Consultancy started in 2000, based at Dubai and London.
- Global Non-Profit Partner: PATH
- National Non-Profit Partner: Solidarity and Action Against the HIV Infection in India (SAATHII), started in 2000, A national non-profit organisation in India with its headquarter in Chennai.
- Health Technology Assessment Partner: StepBeta.
- Data Programming and Management Partner: Trestle Research.
- IT and GIS Solution Partner: Kloudkradle and Reboot Software.

Growth

2021

- Founded.
- Operations mainly in India.
- Expanded to Cambodia.

2022

- Expanded to Uzbekistan, Iraq, and Oman.
- Started market access vertical in India

2023

- Expanded to Saudi Arabia, Romania, and Ghana.
- Started a large project with National Health Agency and State Health Agencies of 4 states in India

2024

- Expanded to Malaysia and Ukraine.
- Invited by MENA PPP Forum in Dubai.
- Invited by Malta government to talk about health PPPs.
- Awarded for best research paper in SASH 2024.

2025

- Registered as vendor for Roche company and started project on cancer-related research and advocacy



Vertical 1: Research and Advocacy

GGC's research and advocacy work is not just about generating evidence and conducting surveys. It's about making a tangible impact on healthcare outcomes. Our work informs programmes, policies, and strategies for health facilities, leading to improved patient care and better health outcomes. We also conduct operational research to optimize processes and improve efficiency, ultimately saving time and resources. Our market research helps introduce new healthcare products and services, expanding access and improving the quality of care.

We thrive with onsite and self-administered surveys. We capture data utilising the newest technologies as REDCap, KoBo Toolbox, CPro, etc. We also employ license-based statistical tools like SPARK, R, SPSS, and STATA for huge databases. Our primary software is ATLAS.Ti for qualitative data. Our research section helps us employ evidence-based techniques in all our service areas and distinguishes us from typical healthcare advising firms. Our strong logic and well-planned data analysis yield relevant results and recommendations.

Research Type	Project Name	Country	Client	Duration
Health Economics and Policy	Cost Assessment Model for Defined Cancer Types based on Standard of Care (SoC) and budget impact analysis	India	Roche	2025-Ongoing
Strategy Research	Facility assessment of 22,000+ public and private health facilities	Malaysia	World Bank	2024
	Multiple research projects for state health agencies in 4 states and ESIC to identify problems, co-create solutions, and facilitate pilot implementations	India	L4UHC	2023-24
	Paper on result-based financing in health sector	India	IQVIA	2021-22
	Facility assessment of 80 referral hospitals to identify gaps in meeting the prescribed standards of care	Cambodia	World Bank	2021
	Understand the barriers to faculty recruitment, onboarding, and retention in medical colleges; and suggest improvements and inform policy	India	SahaMantharan Pvt. Ltd.	2021
	Private sector engagement strategy for diagnostic and treatment services on PPP mode	Cambodia	KfW	2021
Operational Research	Impact assessment of lab and imaging diagnostics PPP projects in six states	India	FIND	2022-24
	Compendium of TB-PPM projects in India and provide recommendations to strengthen the private sector engagement	India	McGill University	2021-22
	Assessment of health and wellness centres in 4 states to identify gaps in meeting the required standards	India	SahaMantharan Pvt. Ltd.	2021-22

Vertical 2: Market Access

Our new vertical in the portfolio is designed to bring significant value to pharmaceutical companies and medical technology product manufacturers. It provides them with market access solutions in the public reimbursement system, enhancing their reach and impact.

Our strategic work with firms to transfer or scale their digital health solutions is backed by our extensive local experience. This experience enables us to determine if the solutions are adaptive, sustainable, scalable, and transferable, instilling confidence in our partners.

Project Name	Country	Client	Time Period
Perform price sensitivity and COGS analysis for Cefiderocol and understand the level of adoption of high-end antibiotics such as Ceftaz-avi in public health system	India	Sathguru Management Consultants	2024
Develop a pricing strategy and roadmap for expanding the adoption/coverage of a novel antibiotic in the public health system	India		2021-22
Introducing KardiaMobile 6L (an innovative 6 lead compact, portable, and easy-to-use USFDA-approved ECG device) in public health system in the capacity of a sub-channel partner	India	Alivecor India	2023-24
Provide access to Encode Health, a UK-based inventory management software that codes and tracks patient insertion devices (implants) across their lifecycle starting from the manufacturer, in the public health system	India	Encode Health	2023-24

Vertical 3: PPP Transaction Advisory

We advise IDBs, governments, and commercial healthcare providers on global health PPP projects. Governments and development partners can use our technical assistance to choose a private healthcare provider for government patients, and private developers can use us as consultants to review their bids for PPP projects.

Health economists, healthcare planners, financial modellers, architects, environmental professionals, biomedical experts, cost specialists, PPP experts, IT experts, etc., work on such projects. Health economics, assessment of existing health facilities, healthcare planning and sizing of proposed facilities, financial modelling, affordability and fiscal requirement analysis, value for money analysis, public sector comparator, risk matrix development, IT-related needs assessments, and PPP transaction structuring are key project components.

Project Name	Country	Client	Time Period
Healthcare planning for a secondary care multi-speciality hospital in Zhytomyr city – Infrastructure PPP	Ukraine	IFC	2024-Ongoing
Healthcare planning for a tertiary care multi-speciality hospital in Timisoara and a secondary care hospital in Ploiesti – Infrastructure PPP	Romania	IFC	2023-24
Evaluation of existing imaging diagnostic services in 12 medical college and 9 regional hospitals. Provide options to engage private sector to deliver imaging services on PPP mode. Estimate CAPEX and fiscal impact	Ghana	IFC	2022-23
Due diligence of technical proposal of the bidder for a radiology PPP project	Saudi Arabia	Lamar Holdings and Apollo Hospitals group	2023
Detailed healthcare planning for dialysis centres and drug rehabilitation hospital to be established on integrated PPP mode	Oman	Ministry of Finance	2022-23
Healthcare planning for a hospital PPP project	Uzbekistan	IFC	2021-22
Technical support for evaluating the healthcare, and IT needs assessment for 4 tertiary-care hospitals in Iraq and determined their suitability to outsource management to private sector providers	Iraq	IFC	2021

Management Aspects of GGC

Managerially, our combined competencies include sourcing, planning, coordinating, and integrating specialist's input. We pioneered Teaming© as our leadership approach for delivery, backed by strong logic and data. In addition, we develop methodologies tailored for each mandate, considering the situation's particularities and the data needs. We have a robust quality management system in place, which is applied consistently and incorporates the following:

- understanding sector needs, the healthcare environment, client and stakeholder-specific requirements and reflecting these into the methodology;
- initial meeting with client and stakeholders to align the vision and project objectives;
- internal kick-off meetings with project team members to ensure a complete understanding of the scope, deliverables and methodology;
- weekly internal project review meetings to assess project status versus planned timelines and identify issues and find resolutions;
- periodic project review meetings with the client throughout the project to provide project status updates, ensure continued alignment of goals, review next steps and collect and monitor client feedback;
- verification and validation of all data used to maintain data quality control;
- review of project deliverables by independent quality reviewer to ensure upholding quality measures;
- data protection control system; and
- buy-in by clients and stakeholders.

Our track record of delivery, validated by top client satisfaction scores, is a testament to our technical capabilities and robust management systems. We have a formidable track record of fulfilling all the requirements to deliver our assignments. We firmly believe that we can bring in the essential expertise required to fulfil the objectives of any assignment.

Public Health and Economics Team (1)



Dr. Varun Goyal. Managing Partner. BDS MBA.

He has 13 years of experience in multiple domains in the health sector in several countries. His work spans various health systems strengthening verticals such as PPP transaction advisory, economic and cost analysis of projects, epidemiological research, health care planning including evaluation of supply and demand gap of healthcare services and deriving patient volumes and facility requirements; public finance management, procurement, contracting, public health research leading to the development of policies and guidelines; and implementation of digital health initiatives. He is also the South Asia Chapter lead for the World Association of PPP Units and Professionals.



Prof Dr Syed Mohamed Aljunid. Health Economist. MD. MSc Public Health. PhD (Health Economics and Financing)

He has >30 years' experience in research and development in health economics and financing. He served as consultant in health economic, health policy and financing for the WHO, Asian Development Bank, AUSAID, GTZ and EU. He was also involved in supporting many developing countries to develop and implement casemix system for provider payment method in Social Health Insurance programme. His work on Social Health Insurance covers many countries around the world. He served as the Co-chair Morbidity Technical Advisory Group of ICD-11 Revision of WHO-Family of International Classification from 2007-2016. He has published more than 250 journal articles, book chapters and scientific reports with more than 94,000 citations and h-index of 70. He has presented more than 300 papers in local and international conferences, seminars and workshops.



Rupali Mhaskar. Health Economist and HTA Expert. Bachelor in Biomedical Engineering. MPH (Health Policy, Economics, and Finance)

She is a public Health professional experienced with 6 years relevant experience in health policy and economics research. Adept at systems strengthening with an expertise in healthcare technology management and medical device life-cycle management for ensuring universal health coverage. She conducted Health Technology Assessment in health technology management, including a cost-effectiveness analysis for medical devices in public hospitals in South-East Asia. She worked as Healthcare Technology consultant at NHSRC for Government of India.

Public Health and Economics Team (2)



Dr. James Akpablie. Public Health Expert. MD. MPH.

He is a distinguished international public health physician with a robust track record of over 23 years, and demonstrable expertise in implementing Public Health programs and services. This extensive experience spans reproductive, maternal, adolescent and child health, disease control, surveillance and prevention encompassing HIV /AIDS/STIs, Malaria, Tuberculosis and public health emergency response. He has worked with UNFPA, WHO, the Commonwealth Secretariat, and DFID, and his most recent work was in contribution to global health security involves spearheading humanitarian interventions, notably leading responses to the COVID-19 pandemic in Namibia.



Mr. Prashant Gupta. Biostatistician. BSc Mathematics. MSc Biostatistics.

He has 5+ years of experience as a MIS and M&E officer. He has worked on multiple projects in health, education, and WASH. He is well versed with SPSS, Microsoft Excel (Advanced, VBA, Macros), ArcGIS, WHO Anthro and Anthro Plus, CS Pro, Python (basics), and SQL (basic). Statistically, he is sound in sample size calculation, Statistical Analysis Plan (SAP) for clinical trials and epidemiological studies, various parametric & nonparametric statistical tests: t-test, ANOVA, ANCOVA, Chi-Square, F-test, Sign test, conclusion & interpretation of statistical results, Time-series data analysis, Multivariate analysis, Survival analysis, design of experiment, and missing data analysis.



Dr. Pritinanda Jethi. Research Analyst. BDS MPH.

A dentist and a post-graduate in public health from Indian Institute of Public Health, Delhi. She has around 4 years of experience in public health research. She is experienced in data collection (qualitative and quantitative) and management of large data sets, data analysis, and report/manuscript writing. She has worked on multiple health systems and policy research projects in India, Cambodia, Romania, Oman and Malaysia. She was one of the authors of the research paper submitted to a peer-reviewed journal.

PPP Team



Nasser Massoud. PPP Expert. BSc Engineering. MSc Construction Economics and Management. Masters in Finance.

Founder of Concept Realisation. 40 years' experience, 29 years in partnerships. Global expert in healthcare and education projects. Member of Team of Specialists UNECE compiling Global Standard for Healthcare PPPs. Global Healthcare Key Opinion Leader by Korean MoH. Experience in Cambodia, Malaysia, Central Asia, CIS and internationally. Worked with World Bank (IFC, IBRD), ADB, KfW and EBRD.



Labib Abs. Infrastructure Expert. BEng. MSc Engineering in Construction Management.

He is highly experienced in leading multi-disciplinary teams on PPP projects and is also responsible for overseeing delivery quality, contracts and overall budget control on projects. He has led several PPP projects both for the government and the private sector side. His work has encompassed overseeing demand and supply analysis, research and statistical analysis, and is the technical lead on several infrastructure project from developing functional requirements and output specifications, directing infrastructure concept design development, to quantifying CAPEX and OPEX and forecasting life cycle costs and financial modelling.



Puja Sharma. Financial Analyst. B Com. MBA Finance.

Puja has 16+ years of experience in project finance with specialization in the infrastructure sector. She has worked extensively on the development and commercial review of feasibility models, transaction models, operational models, re-financing models and initial public offering models. She has also been involved in domestic debt fund raising for over GBP 14bn for infrastructure projects in India as well as providing PPP advisory services to public sector bodies including PPP options models, project structuring, debt models, credit risk assessments, market sounding, financial feasibility reports, bid document preparation, bid evaluations and financing negotiations.

Thank You!

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