



**MUMBAI**

**MODI ST, FORT**

**HYDERABAD**

**RAMU TOWERS,  
A.C.GUARDS**



**SINCE  
1996**

**WE ARE IN THE MARKET  
SINCE 25 YRS**

**AUTHORISED INDIAN  
ASSOCIATES FOR QUALITY  
VERITAS LIMITED, UK**

**[www.taboronline.com](http://www.taboronline.com)**



**TO**

**TAKE OFF  
IN  
YOUR  
PRACTICE**

PURPOSE OF  
OUR PROJECTS  
FOR YOU



YOUR  
BRAND  
ESTABLISHMENT &  
HIGHEST  
REVENUES

THE  
METAMORPHOSIS OF

**Your Practice®**



**WHAT WILL HAPPEN  
AT THE END OF OUR PROJECTS  
IF YOU FOLLOW  
ALL OUR INSTRUCTIONS TO THE  
LETTER**

**YOUR OVERALL  
BRAND NAME IN THE  
MARKET WILL START  
SOARING HIGH**



**YOUR REVENUES WILL  
BEGIN TO INCREASE  
MANIFOLD THRU  
HIGH MARGIN PTS**

**YOUR PATIENTS WILL  
BEGIN TO EXPERIENCE  
YOUR PLACE AS  
WORLD-CLASS PLACE**

**OUR  
OUTCOMES  
FOR YOU**

**\* Terms Apply**





TABOR TEAM JUST  
RECRUITED FOR A CLIENT

PROJECT TRAINING







**MARKETING STAFF TRAINING**



**CLIENTS TRAINING- PMS**



**STAFF TRAINING**



WE SUPPORT DOCTORS AND WE RECENTLY PARTICIPATED IN STRIKE WITH THEM IN KHAMMAM, TELANGANA STATE, WHERE WE DID OVER 21 PROJECTS



**POWERFUL,  
TIME  
TESTED  
PROJECTS**

**FOR LARGE  
HEALTHCARE**

# LATEST PRESS COVERAGE



పాఠశాల పేర్లు	
పాఠశాల	(705444)355
పాఠశాల పేర్లు	(0440)9197
పాఠశాల పేర్లు	991552233
పాఠశాల పేర్లు	9030821730
పాఠశాల పేర్లు	8703325732
పాఠశాల పేర్లు	904711171
పాఠశాల పేర్లు	830338245
పాఠశాల పేర్లు	813833681
పాఠశాల పేర్లు	9830542570
పాఠశాల పేర్లు	9A9875019
పాఠశాల పేర్లు	751033664
పాఠశాల పేర్లు	054577118
పాఠశాల పేర్లు	908334210

சுமார் 13:30

సర్వకాలేషి కందురుండును మహాత్మ్యే ప్రసాదే  
 జన్మం ప్రదక్షుణాగం: నగరూపేన జన్మత్య  
 రిమేఖలీ కన్యకా జన్మ త్రిమయ మూర్తి రెవ.  
 తమస్య, నాంతు, కంటే ప్రాప్త్యాలలి ఇంద్రాగ్నే.  
 నతే స్వాంధ్యే సర్వవిఖేనో నాగినిది. జన్మక్షేమ  
 నిర్మలాబులేదామి శక్తి విజ్ఞానం సప్తమే కేతు  
 నిన్మ ప్రద్యుశాలలి వానినల మారు న్యో నవాన్మ  
 కింన వర్షివేతే జన్మము. ఈ మేమునం నానా  
 క్రితీ పాన్మన్మ సమయం తోతాంయూ సర్వవిఖే  
 అందకూలు. శుద్ధిగానా వైద్యుశాలలో జరిగిన  
 శాస్త్రముంకో కంటే ప్రస్తుత సమయం వాన్మ  
 మహాత్మ్యే యమ, ముక్త్యు, నాగిని ముక్త్యు సమ  
 నామి మహాత్మ్యే ప్రసాదే: దాకారీయూ సమయం  
 సమా సర్వకాలేషి అందుబాదు.

ధర్మాను విజయవంశం చేయండి

ಶ್ರೀಮನ್ ಪಾಶ್ವರ್ನಿ

కనుక ధైర్యమును వనరులలోను  
 కలె కర్మము ప్రాప్తి కైవల్య తమ  
 బాధలను మించి అట్లను మనము  
 గాని నీవన్నలు దిగివకురువారు  
 క్రైస్తవులు వాంఛియులు, లేదా ఏ  
 పన్నును నుండు నాకు బాదురు ఈ  
 పనిని విడిచి వన పాత వాహనం  
 వాహనం నమమునగి నుండు ను  
 క్రైస్తవ క్రైస్తవులు ఏర్పాటు చేశారు  
 క్రైస్తవ క్రైస్తవులు ముఖ్య కరీవ  
 గుండును నుండు వారకు వేగి ఈ  
 క్రైస్తవులకు వివిధముల వివిధ  
 క్రైస్తవుల వివిధ కరీవ గాని ఏ  
 పాపము వేగి కరీవ కరీవ వేగి  
 మామారు వివిధముల వివిధములు

అవగాహనతో

[illegible]



# REGIONAL NEWS PAPER

వైద్యప్రవృత్తిపాఠ్ వి.రాజా, ఏడే ఎల్ రవి, పి.కె.బి.ఎం. వరదరావు, మునియ్యం తదితరులు పాల్గొన్నారు.

## శ్రీ సాయి మారుతీ వైద్యశాలకు విఎస్ఆర్ ధృవీకరణ

మహారాష్ట్రలోని, డిసెంబర్ 17న ఉమ్మడి, భద్రాద్రి కొత్తగూడెం జిల్లాలో కె.వి. నవ్వు, 80% కంటే ఎక్కువగా 90% వరకు పేదలకు సేవలందిస్తున్న శ్రీ సాయి మారుతీ వైద్యశాలకు విఎస్ఆర్ 8001-2016 నుండి డిక్లయర్డ్. ఇదేపని ఇంటర్నేషనల్ స్టాండర్డ్ అర్గనైజేషన్ సెర్టిఫైడ్ ఫ్యాక్చరీ సెక్యూరు రోజారీయో. ఇప్పుడులోని శ్రీమారుతీ వైద్యశాలకు వచ్చి వైద్యశాల యాజమాన్యానికి ఈ బిఎస్ఆర్ ను ధృవీకరించు అందజేశారు. ఈ సందర్భంగా ఈఎస్ఆర్ వైద్యుడు వింజీవీ ప్రవీణ్. కంటే వైద్యుడు మహీష్ లు మాట్లాడుతూ ఆత్మాధునిక పరికరాల రోగులకు స్వల్ప ధరలలో వైద్య సేవలందిస్తూ పన్నుదా మని తమ సేవలకు సూచన ప్లక్రొసోవ్, ఎండ్సోవ్ (ఎడ్సో) ఆత్మాధునిక పరికరాలతో శస్త్ర చికిత్సలు నిర్వహించడం ద్వారా రోగులు త్వరగా కోలుకుని పారి పనులు చేసుకుంటున్నారని తెలిపారు. రెండు జిల్లాల్లో సేవలందిస్తున్న ఈ వైద్యశాలకు విఎస్ఆర్ గుర్తింపు లావడం సంతోషదాయకమని ఇదే స్టాండర్డ్ రోగులకు ఇంకా మెరుగైన వైద్యసేవలను అందిస్తామని వారు సేర్వోన్నాడారు.



విఎస్ఆర్ ధృవీకరించుకుంటున్న వైద్యులు

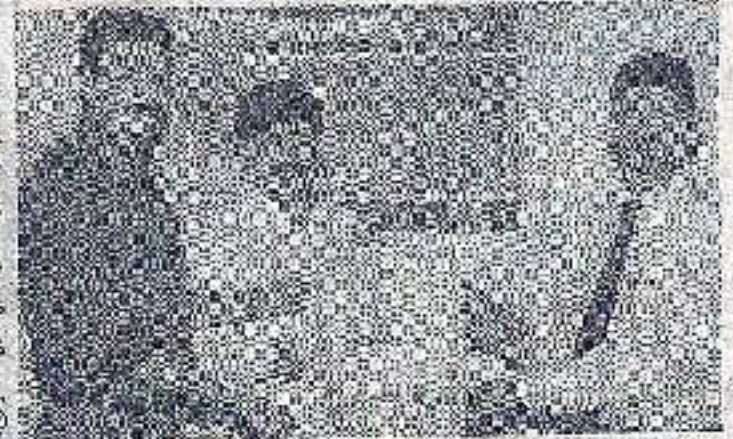


# REGIONAL NEWS PAPER

## శ్రీసాయి మారుతి ఈఎస్టీ ఆస్పత్రికి ఐఎన్ఎస్ సర్టిఫికేట్

నవతెలంగాణ-ఖమ్మం

నగరంలోని శ్రీసాయి మారుతి ఈఎస్టీ ఆస్పత్రికి ఐఎన్ఎస్ సర్టిఫికేట్ వచ్చినట్లు డాక్టర్ మహేష్ తెలిపారు. ఈ పేరుకు నిజారం ఆయుర్ విభాగంలో పంపిణీదారు. ఇప్పుడు, భద్రాద్రి, కొత్తగూడెం కలెక్టరేట్ లొబింగిగా చెవి, ముక్కు, గొంతు మరియు కంటి ఆస్పత్రుల్లో అత్యధునిక పరికరాలతో లొబ్బడండ్లగా శస్త్రచికిత్సలు అందిస్తున్న తమ ఆస్పత్రికి ఐఎన్ఎస్ సర్టిఫికేట్ ఇవ్వడం ఆనందంగా ఉందన్నారు. వైద్య నిపుణులు డాక్టర్ ఎంజీఎ.ప్రతాప్ మూర్తిమూర్తి లోబ్బే మైక్రోస్కోప్, ఎంజీఎస్ఎస్ (జర్నల్) అత్యధునిక



పరికరాలతో శస్త్ర చికిత్సలు నిర్వహిస్తున్నామన్నారు.

# REGIONAL NEWS PAPER



## శ్యామల ఆసుపత్రికి గుర్తింపు పత్రం ప్రధానం

భక్తుల వైద్యవిభాగం, క్యూసీటుడే: నగరంలోని శ్యామల ఆసుపత్రికి ఐఎస్సో-2015 సర్వ గుర్తింపు లభించినట్లు ఆసుపత్రి వైద్యుడు డాక్టర్ బోడెపూడి లక్ష్మయ్యకుమార్ తెలిపారు. రాష్ట్రస్థాయిలో సాధారణ, లాప్రోస్కోపిక్ శస్త్రచికిత్సల్లో హాస్పిటల్ గుర్తింపు స్థానం పొందినందుకు టాటూర్ ప్రతినిధి రోజూరియో గురువారం డాక్టర్ శైలజకు గుర్తింపు పత్రాన్ని ప్రధానం చేశారు. అనంతరం ఆసుపత్రి సిబ్బందికి శిక్షణ శిబిరం నిర్వహించారు.



గుర్తింపు పత్రాన్ని అందుకుంటున్న డా.శైలజ



# LATEST PRESS COVERAGE- DENTAL HOSPITAL

## Nagubandi Dental Hospital gets ISO certificate

OUR BUREAU

Khammam: Nagubandi Multi-speciality Dental Hospital got ISO 9001-2005 certificate from Quality Council International and this is the first-ever hospital to receive such honour, said Nagubandi Kiranku-

mar, renowned dentist in a press note released here on Thursday. He expressed his happiness over the recognition and said it was a pride for the Khammam district. Indian Dental Association along with dental experts appreciated the hospital management on the occasion.





**WE GIVE GUARANTEE OF OUTCOMES  
PROVIDED YOU COOPERATE WITH US  
TILL THE END 🙏**



25+ YEARS IN MARKET DESIGNING SYSTEMS, TRAINING SCHOOL/COLLEGE MEN

**WWW.TABORONLINE.COM**

**WE WORK HARD WITH RESEARCH TO GIVE GREAT OUTCOMES TO OUR CLIENTS**





**POWERFUL,  
TIME  
TESTED  
PROJECTS**



**2 WAYS  
WE CAN  
HELP  
YOU**

2 WAYS WE  
CAN HELP  
YOU

REVENUES  
ENHANCING

A



D



E



C



B

STABILISING  
YOUR  
BRAND



## **REVENUE ENHANCING PROJECTS**





## PROFESSIONAL REFERRAL MARKETING DEPT (PRMD)

THIS DEPT RE-WRITES 'THE WAY' YOUR  
PRESENT TRADITIONAL MARKETING  
TEAM DOES REFERRALS

01

## PROFESSIONAL CORPORATE MARKETING DEPT (PCMD)

THIS DEPT GETS HIGH PAYING PTS  
FROM CORPORATE WORLD

02

## PR DEPT RE-DESIGNING & CORPORATE TRAINING (PDRT)

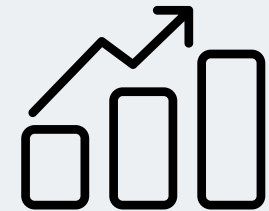
WE WILL RE-DESIGN & TRAIN WHOLE  
MARKETING DEPT TO DO MORE TARGETS &  
BRANDING

03

## TOTAL BRAND CAPTURE (TBC)

THIS PROJECT COVERS ALL MARKETING  
PROJECTS + RE-INVENTS ALL BRAND  
PROMOTION TOOLS

04



## REVENUE ENHANCING PROJECTS



## 05 FULL DIY CMS CART WEBSITE

THIS WEBSITE WILL ENABLE YOU  
TO SELL INSTANTLY HEALTH  
CHECK PACKAGES

NEXT

A

C

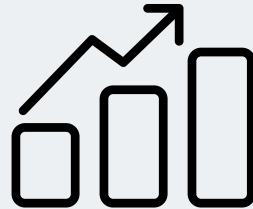
D

E

B

**STABILISING  
YOUR  
BRAND**

## BRAND STABILISING PROJECTS



### LEAN BRAND STABILISATION INITIATION (LBSI)

01

THIS PROJECT WILL INITIATE WORLD- FAMOUS  
LEAN HEALTHCARE WITH PRIMARY SWOT  
ANALYSIS

02

### BRAND MANAGEMENT PROJECT (BMP)

THIS DEPT 'CORRECTS' VISIBLE LEAKAGES  
THRU SYSTEMS AND PROCEDURES

03

### MICRO PRACTICE LEAN (MPL)

THIS DEPT ELIMINATES 'INVISIBLE' LEAKAGES  
THRU WORLD-FAMOUS LEAN HEALTHCARE

04

### CHANGE MANAGEMENT INSIDE OUT (CMIO)

THIS DEPT DOES ALL PROJECTS OF TABOR +  
CHANGES WHOLE ORGANISATIONAL CULTURE &  
BRANDING

# **1st REVENUE ENHANCEMENT PROJECT**

**MARKETING  
PROJECT**





DESIGNED TO  
GET REFERRALS IN  
HIGH VOLUMES  
WITH FULL TEAM





# PROFESSIONAL REFERRAL MARKETING DEPT (PRMD)

**THIS WILL  
INCREASE  
REFERRAL  
BRANDING**





## 360° REFERRALS FROM MARKET



**This project covers 360° referral marketing on par with medical reps covering total territory with all ref tools & team targets**

**PROFESSIONAL REFERRAL  
MARKETING DEPT (PRMD)**



# WHAT THIS MARKETING PROJECT WILL DO FOR YOU

- Referral Revenues will start increasing after 3 months from the date of finishing of project
- Your “brand name” among referral doctors & pts will soar high



# PROFESSIONAL REFERRAL MARKETING DEPT (PRMD)

## OVERVIEW



**IN SHORT 360° PROFESSIONAL, TARGET  
ORIENTED MARKETING TEAM WILL BE  
FORMED TO INCREASE REFERRALS.**



# **Next REVENUE ENHANCEMENT PROJECT**

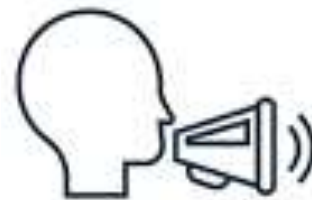
**PROFESSIONAL  
CORPORATE  
MARKETING DEPT  
(PCMD)**





# PROFESSIONAL CORPORATE MARKETING DEPT (PCMD)

**THIS WILL INCREASE  
CORPORATE  
BRANDING &  
WALK-INS**





**NEXT  
PROJECT**

**DESIGNED TO  
INCREASE  
CORPORATE PTS**

**From CORPORATE  
COS, STATE &  
CENTRAL GOVT  
OFFICES**





**\*HMP (HIGH MARGIN  
PRACTICE) IS THE OUTCOME  
FROM THIS PROJECT BY  
GETTING CORPORATE  
EMPLOYEES TO US**

**\*FRUITS OF THIS  
PROJECT FOR  
YOUR HOSPITAL**



**\*FRUITS OF THIS  
PROJECT FOR YOUR  
HOSPITAL**

**YOUR CORPORATE PATIENTS WILL  
START INCREASING SUBSTANTIALLY  
3 MONTHS AFTER INDUCTION OF  
THIS MEGA PROJECT**



**YOU AS HOSPITAL WILL BE MAKING  
HUGE GROUND WORK FOR FUTURE  
EMPANELMENTS**



**YOUR IP WILL INCREASE BECAUSE  
OF EMPANELMENTS & CASH PTS  
WILL INCREASE**

**As we will be installing CI  
PROGRAMS FOR  
CORPORATES**

CI=CORPORATE IN-DEPTH



HIGH PAYING  
PTS,THUS HIGHER  
CPB WILL INCREASE  
SUBSTANTIALY





**THESE GUYS WILL CONDUCT WBS,  
WHICH EVENTUALLY INCREASE  
YOUR BRAND AWARENESS**

WBS=WELL BEING SEMINARS



**\*FRUITS OF THIS  
PROJECT FOR YOUR  
HOSPITAL**

YOUR CORPORATE  
PATIENTS WILL START  
INCREASING  
SUBSTANTIALLY 3 MONTHS  
AFTER INDUCTION OF THIS  
MEGA PROJECT

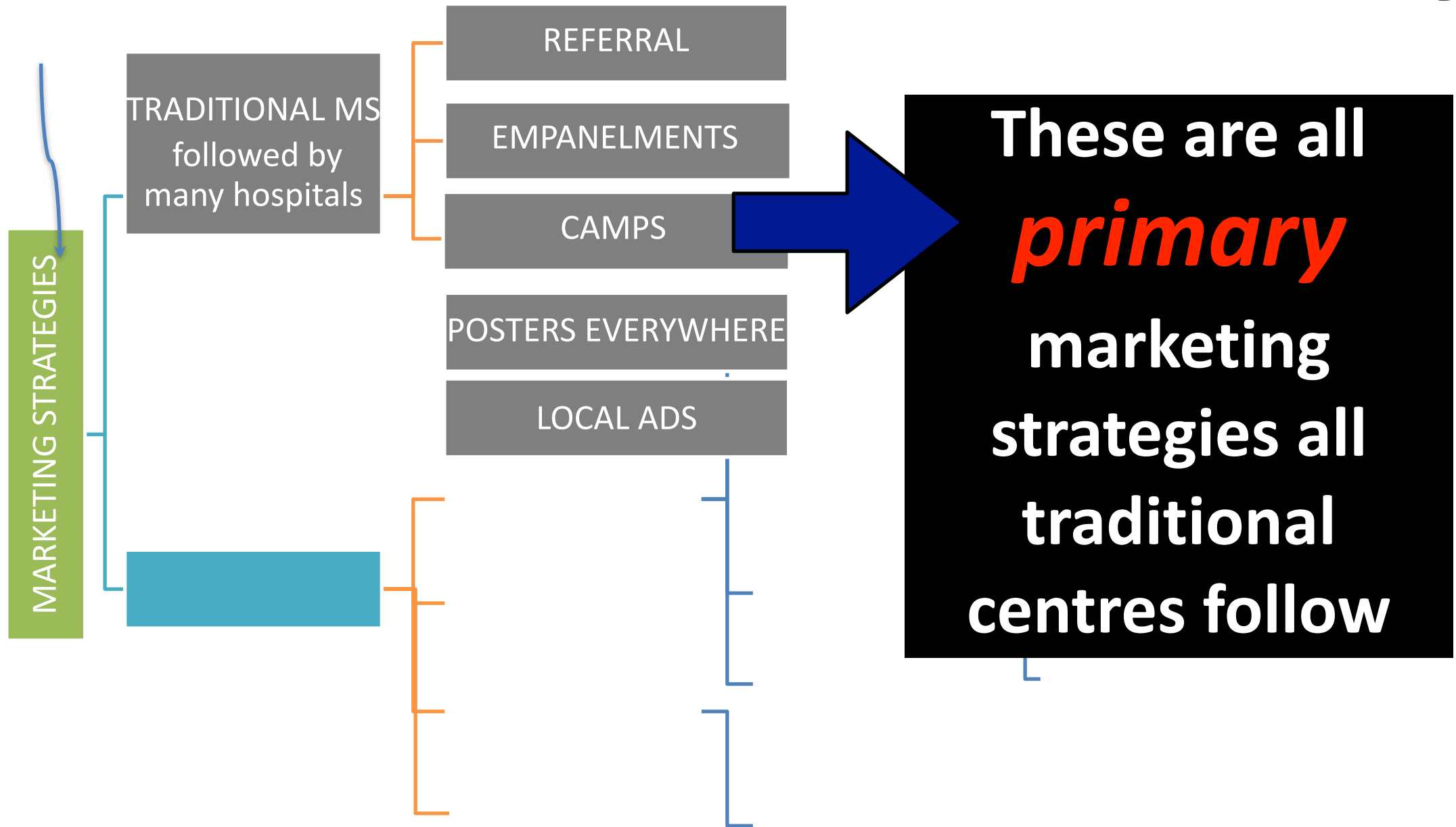
YOUR IP WILL INCREASE  
BECAUSE OF EMPANELLED  
& CASH PTS WILL INCREASE

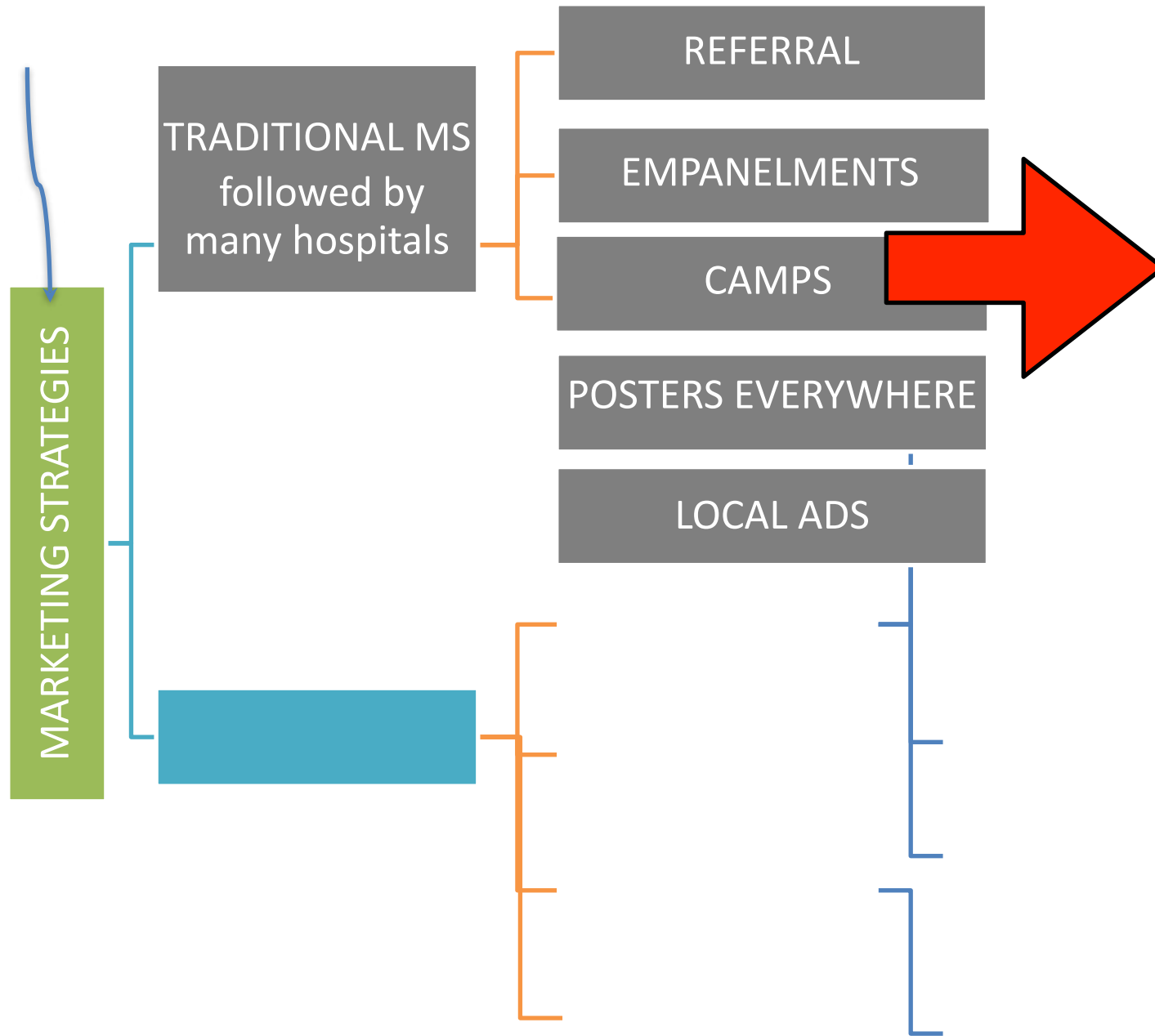
## **PCMD PROJECT**

\* Terms Apply

THESE GUYS WILL  
CONDUCT WELL BEING  
SEMINARS, WHICH  
EVENTUALLY BRING YOUR  
BRAND AWARENESS

HIGH PAYING PTS WILL  
INCREASE  
SUBSTANTIALLY





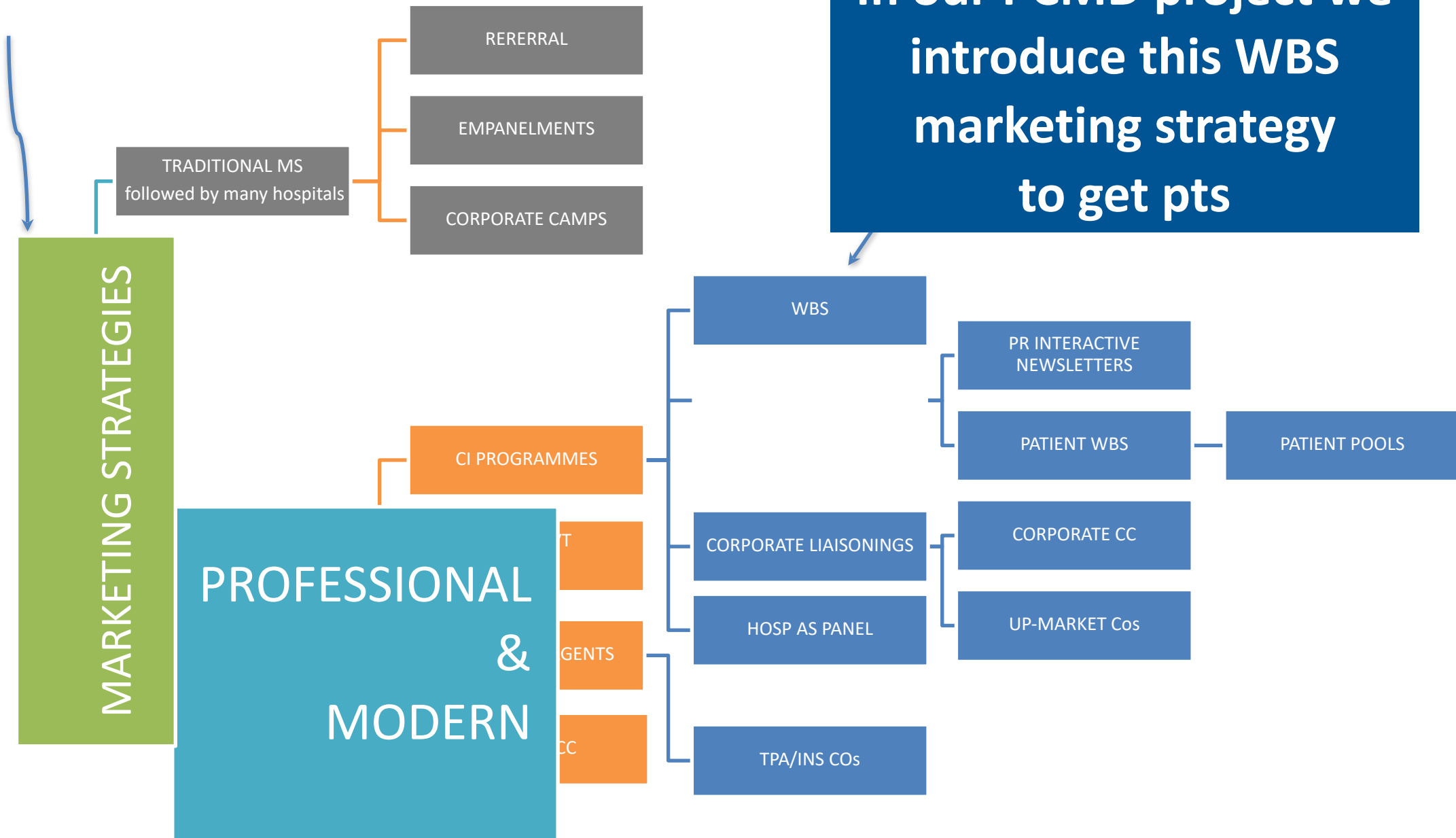
**These things do not  
generate new pts by  
themselves**

**Unless there is  
professional  
follow up**





**In our PCMD project we  
introduce this WBS  
marketing strategy  
to get pts**







# IN SHORT

**PRIMARY  
PROBING**



**PR TOOLS  
DESIGNING**



**PROFESSIONAL  
RECRUITMENTS**



**PROFESSIONAL  
TRAININGS**



**INDUCTION**





# Next REVENUE ENHANCEMENT PROJECT

**PR DEPT  
RE-DESIGNING &  
TRAINING (PDRT)**



DESIGNED TO  
RE-DESIGN & UPDATE  
EXISTING MARKETING DEPT  
TO GET GREAT  
REFERRALS  
(HIGHER TARGETS)

---



&

TO TRAIN THIS TEAM TO  
GET CORPORATE PTS

---





# PR DEPT RE-DESIGNING & TRAINING (PDRT)



**THIS WILL MAKE  
YOUR TEAM GET  
MORE REFERRALS  
& get more targets!**







# PRO TRAINING

MOST OF THE PROS  
ARE NOT TRAINED  
IN PROFESSIONAL  
PR TRAINING

THAT'S WHY THEY DON'T  
DO MUCH SALES, **THEY**  
**MOVE LIKE FAILED**  
**SALESMEN**  
**WITH NO TARGETS**



# Confidence comes from discipline and training.

Robert Kiyosaki

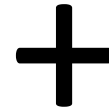
REFRESHER TRAINING  
TO  
MARKETING TEAM



# WHAT DO WE COVER IN THIS WORKSHOP



- SWOT ANALYSIS OF TEAM
- ETHICS
- ATTITUDE
- COMMUNICATION SKILLS
- PROFESSIONAL SELLING SKILLS
- ROLE PLAYING
- \$ALES LEAKAGE
- FIELD PLANNING



- DESIGN OF TAILOR-MADE PERFORMANCE REPORTS
- DESIGN & ERECTION OF TOUR PROGRAM
- CLIENT TRAINING ON MARKETING STRATEGIES



**WE WILL STUDY YOUR TEAM- THEIR TARGETS,  
TOOLS THEY HAVE, STRATEGIES THEY ARE  
ADOPTING TO GET REFERRALS, ETC.,**



**WE WILL GIVE FULL REPORT TO  
THE MANAGEMENT**





# PROFESSIONAL PRO TRAINING FOR HIGHER REFERRALS





# PL WATCH VIDEO IN VIDEOS SECTION PAGE IN OUR WEBSITE




CLICK ABOVE TO GO  
TO VIDEOS PAGE



# NEXT PROJECT



# TOTAL BRAND CAPTURE (TBC)



**THIS WILL  
RE-WRITE YOUR  
BRAND NAME IN  
MARKET**



THIS PROJECT  
COVERS ALL  
PROJECTS  
MENTIONED  
ABOVE + RE-  
DESIGN OF ALL  
BRAND TOOLS



**TBC**



**TOTAL BRAND CAPTURE (TBC)**

**WHAT BENEFITS  
YOU GET OUT OF  
THIS PROJECT**





# WHAT THIS PROJECT WILL DO FOR YOU

- Revenues will start increasing manifold after 3 months from the date of finishing of project
- Your “Total Brand Name” among all sectors will soar high
- Your brand name will increase more and more minimising competition in full and increasing HIGH MARGING PTS ( CASH PTS)

# ALL IN ONE MEGA MARKETING PROJECT



IS DESIGNED TO LIFT  
HOSPITAL BRAND  
FROM 360° WAY

This  
includes



**SOCIAL MEDIA MARKETING**



THIS PROJECT WILL  
RE-WRITE THE WAY  
A HEALTHCARE DOES  
MARKETING

- ▶ NO FRILLS PROJECT
- ▶ Meaning Full **BRANDING TOOLS** Project
- ▶ To capture full market share
- ▶ To Minimise competition
- ▶ Professionally, Ethically & in quickest time possible

TBC =  
TOTAL BRAND  
CAPTURE

# Its War on competition & Take off on Revenues





# Next REVENUE ENHANCEMENT PROJECT

**DIY CMS CART  
WEBSITE TO SELL  
HEALTH CHECK  
PACKAGES (CMSC)**





# **CMS DIY WEBSITE WITH HCP CART (CMSC)**



**TO SELL  
HEALTH CHECK  
PACKAGES 24/7**





Websites promote you 24/7: No  
employee will do that.

— *Paul Cookson* —



# DIY CMS WEBSITE WITH REVENUE GENERATION

ON THE SPOT BOOKING OF  
HEALTH CHECK  
PACKAGES / PAID  
APPOINTMENT SYSTEM

+ DEDICATED  
IOS/ANDROID APP WITH  
EXTRA PAY



ULTRA-MODERN WEBSITE WITH VIDEO HEADER



SIMPLEST, FASTEST WEBSITE



70+RATED WEBSITE IN GOOGLE PAGE SPEED TEST



DUAL-LANGAUGE SITE FOR MORE CONVERSIONS



CONTENT RESEARCH AND DESIGN



EMBEDDING VIDEOS IN SITE FOR MORE CONVERSIONS



STICKY HEADER, STICKY CART



CREATION OF PRIVACY POLICY, T&C FOR CLIENTS



FULL TRAINING AS TO HOW TO UPDATE PRICES  
& CREATE NEW PRODUCTS/SERVICES





**CMS  
WEBSITE**

**USER  
FRIENDLY**

**REVENUE  
ENHANCING DIY  
WEBSITE**

**DIY CART WEBSITE**

**NO CODING**

**ANY LAYMAN CAN  
UPDATE CART**





**DIY CMS WEBSITE WITH  
NO CODES, LAYMAN  
FRIENDLY DASHBOARD**

NEXT

A

C

B

D

E

**STABILISING  
YOUR  
BRAND**

## BRAND STABILISING PROJECTS



### LEAN BRAND STABILISATION INITIATION (LBSI)

01

THIS PROJECT WILL INITIATE WORLD- FAMOUS  
LEAN HEALTHCARE WITH PRIMARY SWOT  
ANALYSIS

02

### BRAND MANAGEMENT PROJECT (BMP)

THIS DEPT 'CORRECTS' VISIBLE LEAKAGES  
THRU SYSTEMS AND PROCEDURES

03

### MICRO PRACTICE LEAN (MPL)

THIS DEPT ELIMINATES 'INVISIBLE' LEAKAGES  
THRU WORLD-FAMOUS LEAN HEALTHCARE

04

### CHANGE MANAGEMENT INSIDE OUT (CMIO)

THIS DEPT DOES ALL PROJECTS OF TABOR +  
CHANGES WHOLE ORGANISATIONAL CULTURE &  
BRANDING



# NEXT PROJECT





# LEAN BRAND STABILISATION INITIATION (LBSI)

LOW BUDGET  
PROJECT TO START  
WITH

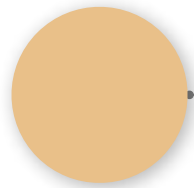
THIS WILL DETECT  
PRIMARY ERRORS  
INTERNALLY & WILL  
INTRODUCE LEAN  
HEALTHCARE



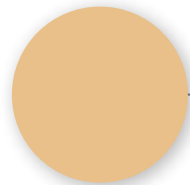


**TO**

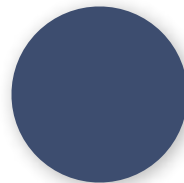
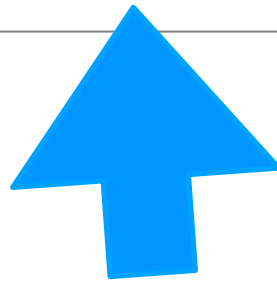
**TO CAUTION  
WHERE THE  
BRAND  
HEADING TO**



**YOUR  
HOSPITAL**



**IS “A” BRAND**



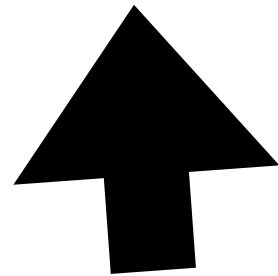
**LIKE APPLE**





**BUT**

**IF YOUR PLACE HAS  
BRAND ERRORS**



**THEN YOUR HEALTHCARE  
WILL HAVE NEGATIVE  
IMPACT ON PT NUMBERS**

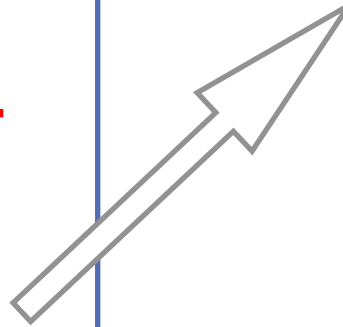


**COSTS WILL GO UP**





**BRAND ERRORS**  
**IRK MODERN**  
**PATIENTS**  
**AND**  
**EFFICIENT STAFF**



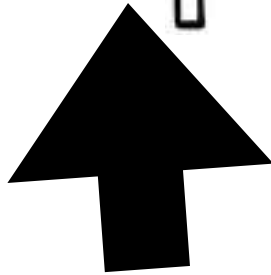
**THEY LEAVE  
WITHOUT  
COMING BACK**

**PT ATTRITIONS WILL BE MANY**



SO YOUR BRAND HAS TO  
STABILISE

”



TO TAKE OFF



**THATS  
WHY WE  
CREATED  
THIS GREAT  
PROJECT, TO  
STABILISE YOUR BRAND,  
BEFORE YOU FURTHER  
PLUNGE INTO LOSSES**





WE WILL  
DO SERIES OF  
7 SUB PROJECTS  
TO **GUIDE YOU** TO  
STABILISE YOUR PRACTICE



**WE  
WILL  
ALSO TRAIN  
HODs,  
MANAGEMENT IN  
WORLD-FAMOUS LEAN  
HEALTHCARE TO STABILISE  
PRACTICE & TO MINIMISE PT  
DEVIATIONS & COSTS**





**LBSI**

**LEAN BRAND  
STABILISATION  
INITIATION**

**WHAT IT  
BENEFITS  
YOU**



**LBSI**

**LEAN BRAND  
STABILISATION  
INITIATION**

**WHAT IT  
BENEFITS  
YOU**

**CAUTION  
MANAGEMENT**

**BRAND LEAKAGES**

**SYSTEMS  
CORRECTION**

**WHAT SYSTEMS NEEDED TO BE ADOPTED**

**STAFF  
PERFORMANCE**

**STAFF PERFORMANCE WILL SHOOT**

**BETTER F.O.D.,**

**CORRECTIONS IN F.O.D., WILL BE DONE**

**METRICS  
GATHERING**

**PT METRICS WILL BE DONE  
PROFESSIONALLY**

**BETTER  
DOCTORS**

**WE WILL BE TAKING PMS SESSION WITH  
FULL REPORT**



# NEXT PROJECT



# BRAND MANAGEMENT PROJECT (BMP)

THIS IS MAJOR PROJECT  
RUNNING INTO MONTHS



# Correction of Visible Leakages



**THIS MEGA PROJECT  
CORRECTS ALL VISIBLE, BASIC  
LEAKAGES **ALONG**  
**WITH FULL RECRUITMENTS &  
TRAININGS & DESIGNING OF  
SYSTEMS INSIDE OUT****



**BIG MULTI  
NATIONAL  
COMPANIES**



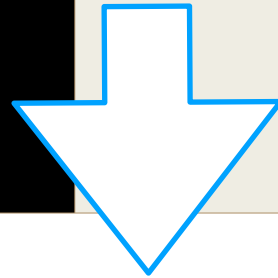
**EARN BILLIONS OF DOLLARS**



25 yrs in Market



**BECAUSE**



**THEY CONTINUALLY CHECK THEIR  
PROCESSES & UPDATE THEMSELVES**

**THIS IS THEIR HABIT**



**BUT**

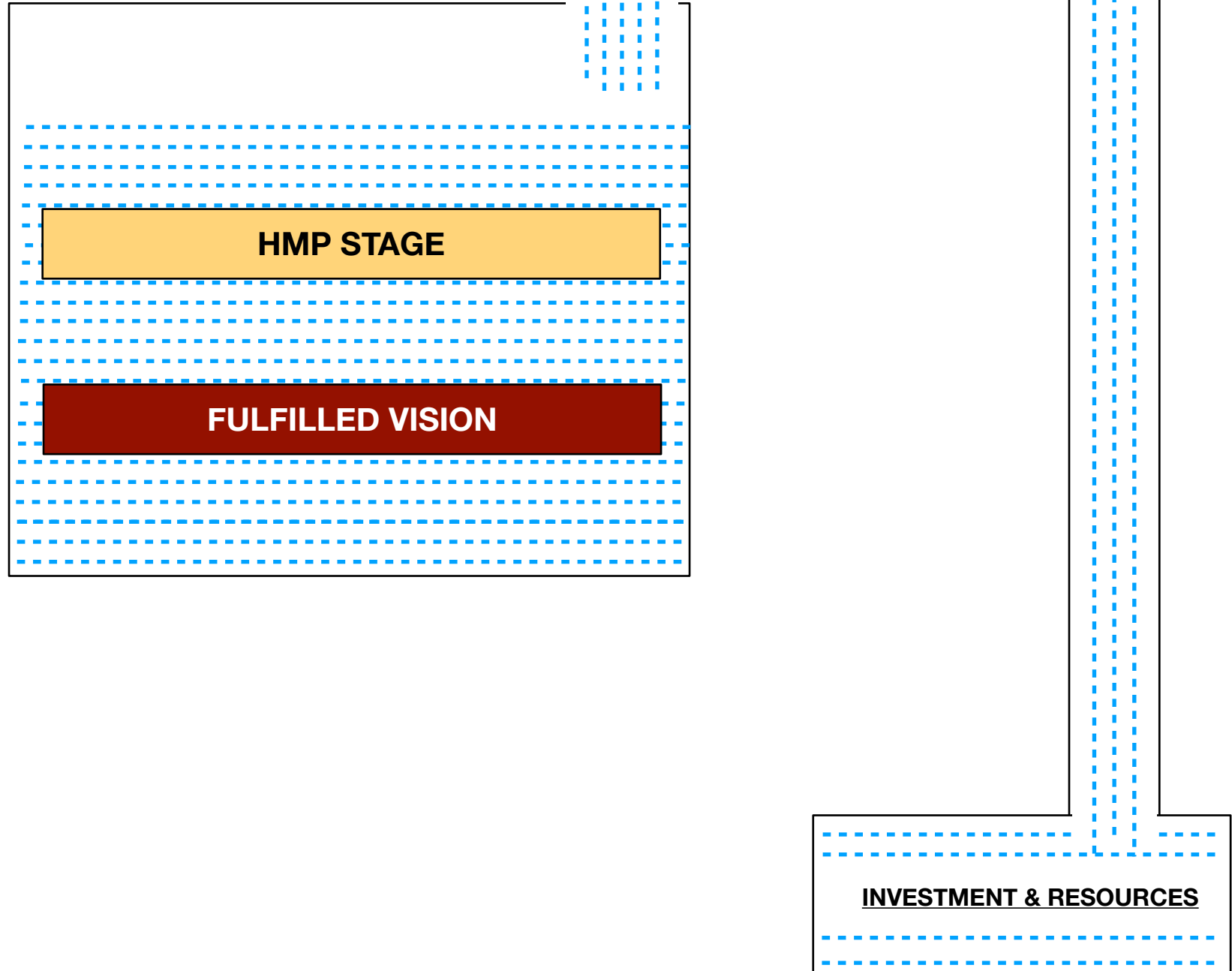
**THIS IS “EXCACTLY”  
OPPOSITE IN  
TRADITIONAL  
‘STAGNATED’  
PRACTICE**



# **METAPHOR OF INVESTMENT VS ROI**



## METAPHOR OF INVESTMENT VS ROI





## WATER DRAIN METAPHOR OF INVESTMENT VS ROI

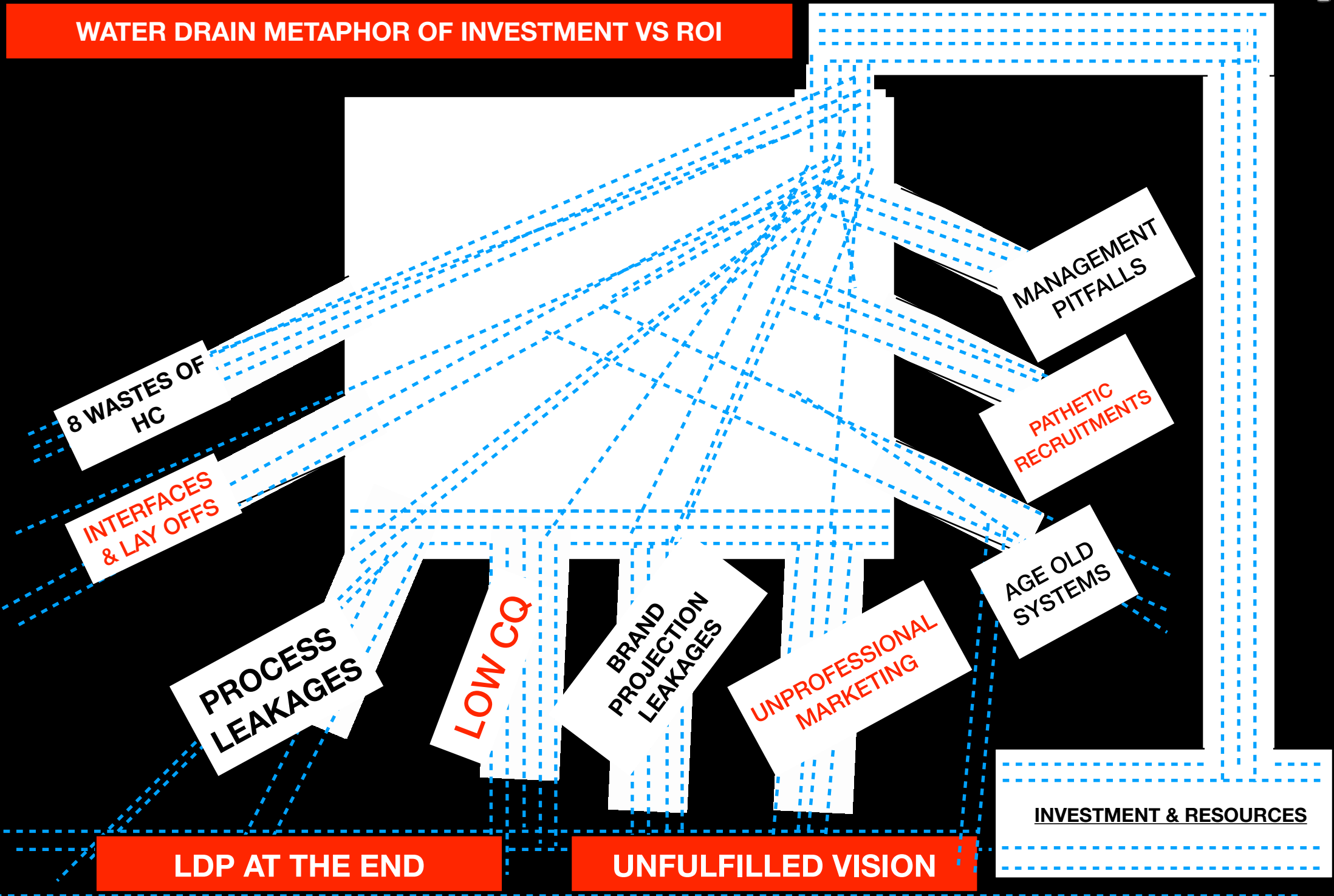


**IF PITFALLS ARE FOUND IN  
YOUR PLACE, YOU CANT  
MAKE YOUR VISION 'A'  
REALITY**

**INVESTMENT & RESOURCES**



# WATER DRAIN METAPHOR OF INVESTMENT VS ROI







REMEDY ?



**IF YOU ALWAYS DO  
WHAT YOU ALWAYS DID,  
YOU'LL ALWAYS GET  
WHAT YOU ALWAYS GOT.**

- HENRY FORD



**THIS PROJECT WILL COVER**

**ALL VISIBLE LEAKAGES  
STARTING WITH DEEP SWOT  
ANALYSIS,**

**SYSTEMS CORRECTION,**

**STAFF RECRUITMENTS &  
TRAINING**





**THE FOLLOWING DIAGRAMS ARE  
IMPOSSIBLE TO KNOW AS TO WHAT  
THEY CONTAIN, YOU NEED  
PROFESSIONAL PRACTICE MANAGEMENT  
SESSION TO UNDERSTAND THEM**



# WHAT DO WE DO IN BMP

WITH SYSTEMS RE-DESIGNING

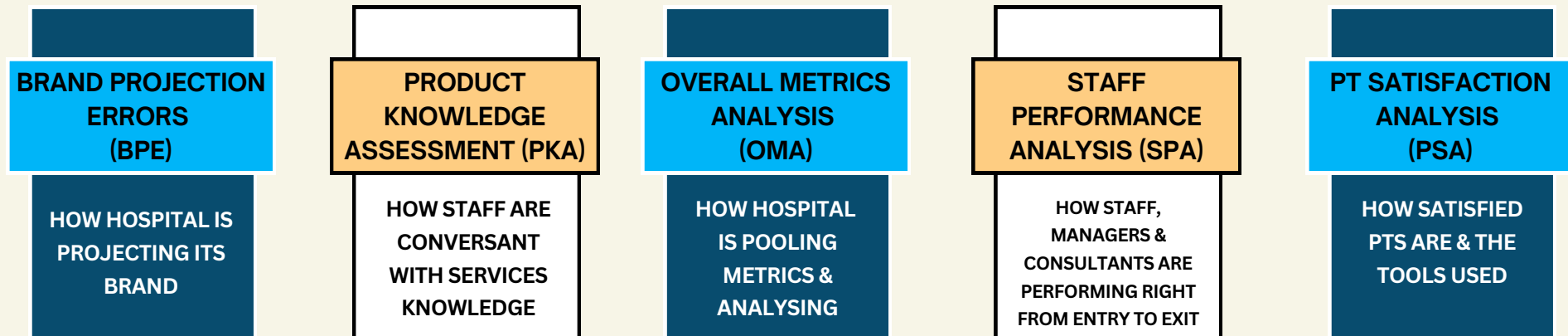


## WHAT DO WE DO IN BMP

## WITH SYSTEMS RE-DESIGNING



## CPB IN-DEPTH STUDY



**6 FULL MONTHS WHOLE TEAM OF TABOR  
FACULTIES WILL BE AT YOUR HOSPITAL,  
CORRECTING ALL VISIBLE ERRORS,  
DESIGNING SYSTEMS, WITH  
RECRUITMENTS & TRAININGS  
FROM TOP TO BOTTOM**

# NEXT PROJECT

| MICRO PRACTICE LEAN (MPL)

# TABOR MPL PROGRAMME





MPL =  
MICRO PRACTICE  
LEAN

ITS

WAR

ON  
WASTE



Improved quality of care  
at reduced costs

# Correction of **INVISIBLE** Leakages

**THIS MEGA PROJECT  
CORRECTS ALL INVISIBLE,  
LEAKAGES **THRU INDUCTION  
OF LEAN HEALTHCARE****



# Reducing Costs & Increasing Operational Excellence

WE WILL INSTALL WORLD-FAMOUS LEAN HEALTHCARE INCORPORATING MANY MICRO SYSTEMS, ROUTING OUT WASTE IN 'COSTS' & IN 'PROCESSES'

MICRO PRACTICE LEAN (MPL)



Hospital is a  
complex institute!!  
Like a big factory

# IT IS THE BAD SYSTEMS LEADING TO LOSSES IN HEALTHCARE THESE DAYS



# COST OF POOR QUALITY

- **ESTIMATED 35% OF ALL  
HEALTHCARE COSTS =  
“ WASTE”**

## WHAT EXACTLY WE WILL DO IN THESE PROJECTS

# TABOR MPL PROGRAMME

CULTURE  
ASSESSMENT

PRIMARY DEPTS  
AUDITING

SWOT WITH CQ  
ANALYSIS

RE-DESIGNING  
SYSTEMS

HACKING  
CULTURE

FULL  
RECRUITMENTS

FULL WORKSHOPS  
&  
DOCUMENTATIONS

ALL LEAN TOOLS  
INDUCTION

TRAININGS

TO UNDERSTAND THESE  
COMPLICATED PROJECTS WHICH  
● RUN INTO MONTHS, YOU NEED TO  
CALL US FOR PROFESSIONAL  
PRACTICE MANAGEMENT SESSION





# NEXT PROJECT



Introducing

# CHANGE MANAGEMENT INSIDE OUT (CMIO)





Its **W**ar on Waste

Improved quality of care  
at reduced costs

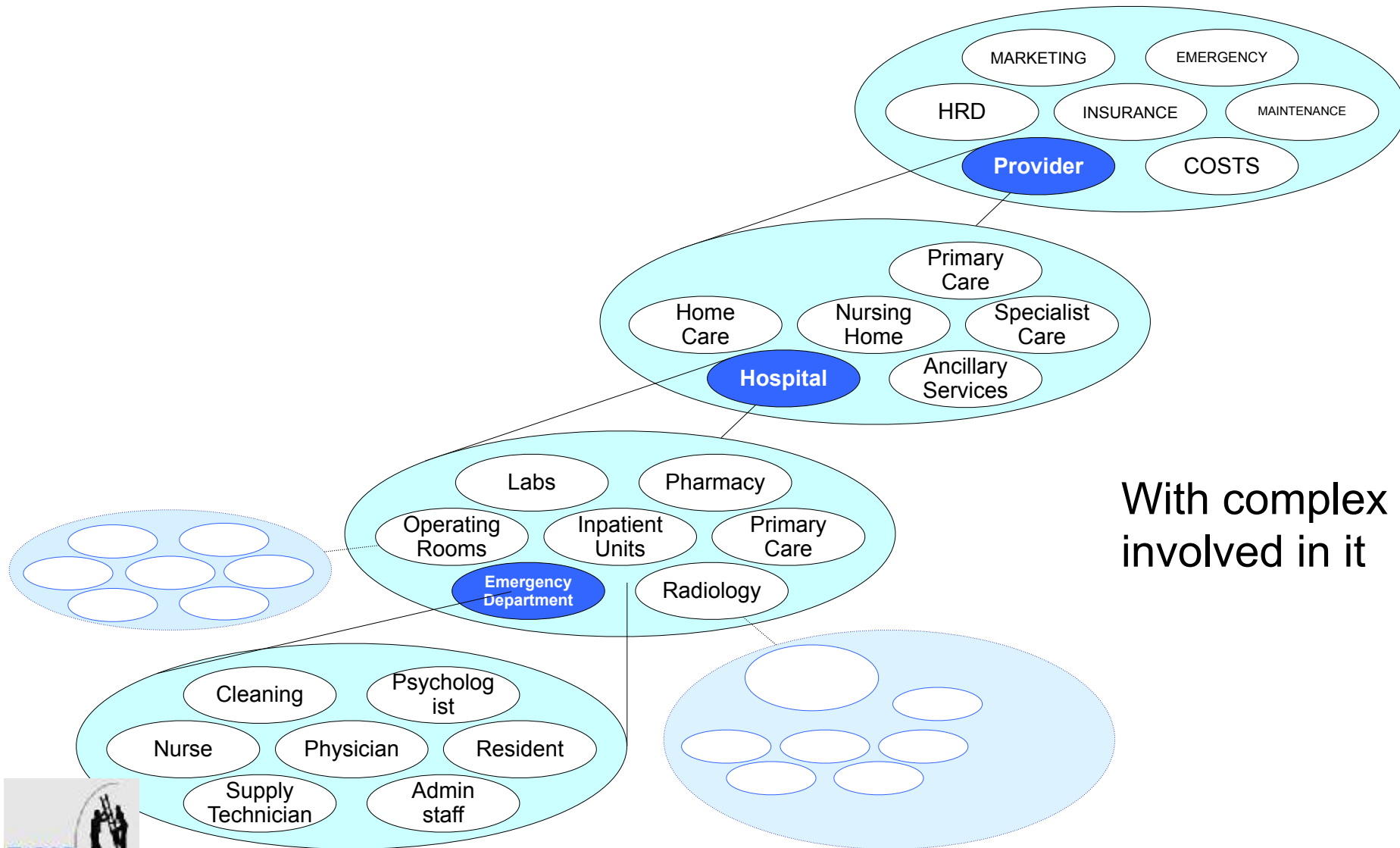


## WHAT WILL HAPPEN AT THE END OF THIS MEGA PROJECT

- **Increase of hospital operational excellence**
- **Increase of Revenues and**
- **Decrease of Costs thru**
  - **Thru Efficient patient process flows,**
  - **Increase of staff productivity**

- **IN SHORT**
- **WHOLE HOSPITAL BRANDING WILL HAVE CHANGE  
MANAGEMENT INSIDE OUT!!**

# Healthcare is a Complex System of Enterprises Within Enterprises



With complex people involved in it

# UNFORTUNATELY



Many healthcare companies take 'healthcare delivery' for granted compared to 'healthcare erection'

Meaning they spend heavy money on establishing hospital and peanuts on how they deliver healthcare.

Most of these hospitals have operational barriers, process bottle necks and bad systems inside premises

Leading to **medical errors, losses after losses, losing major market share to competitors**

Patient in/out  
Staff to staff

- FREE FLOW- NO INTERRUPTIONS
- FREE FLOW- NO COMMUNICATION BARRIERS

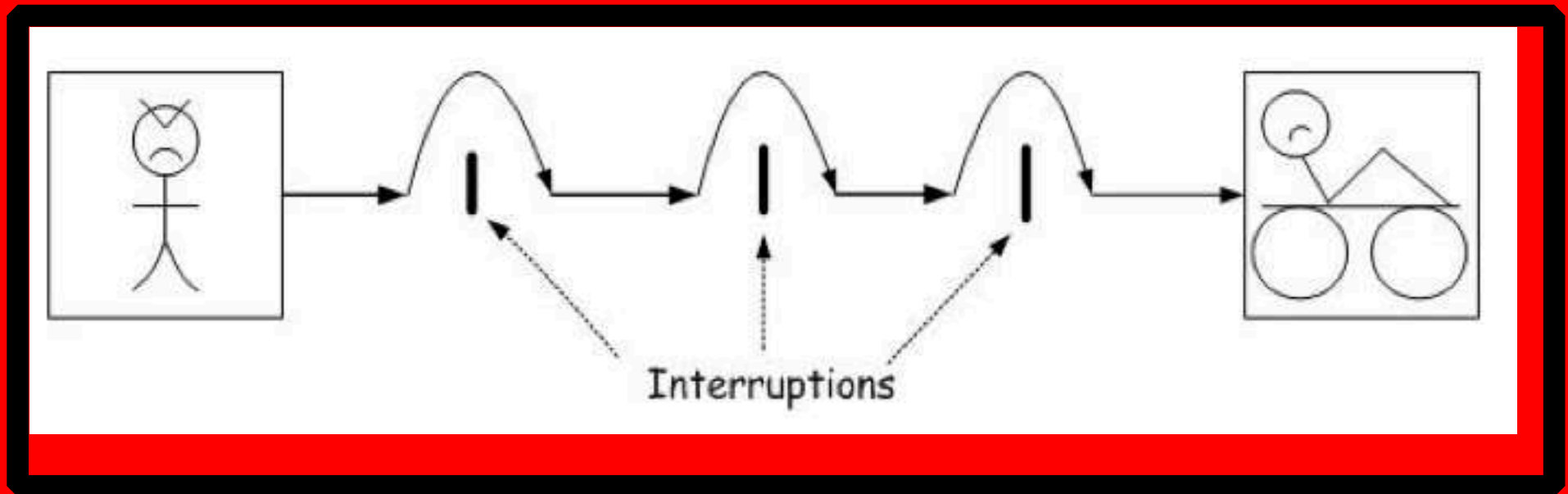


**A HEALTHY ORGANISATION**



Patient in/out  
Staff to staff

- NO FREE FLOW- BARRIERS
- NO TEAM WORK- BARRIERS



# TIME cover story - May 1, 2006

- ✓ *“To a large extent, health care systems were not designed with any **scientific approaches** in mind.*
- ✓ *Too often there are long waits, **high levels of waste**, frustration for patients and clinicians alike,*
- ✓ *and **unsafe care**.*
- ✓ *A bold effort to design health care scheduling systems, process flows, safety procedures,*
- ✓ *and even physical space will pay off in better, less expensive, safer experiences for patients and staff alike.” – Don Berwick, IHI*



yes

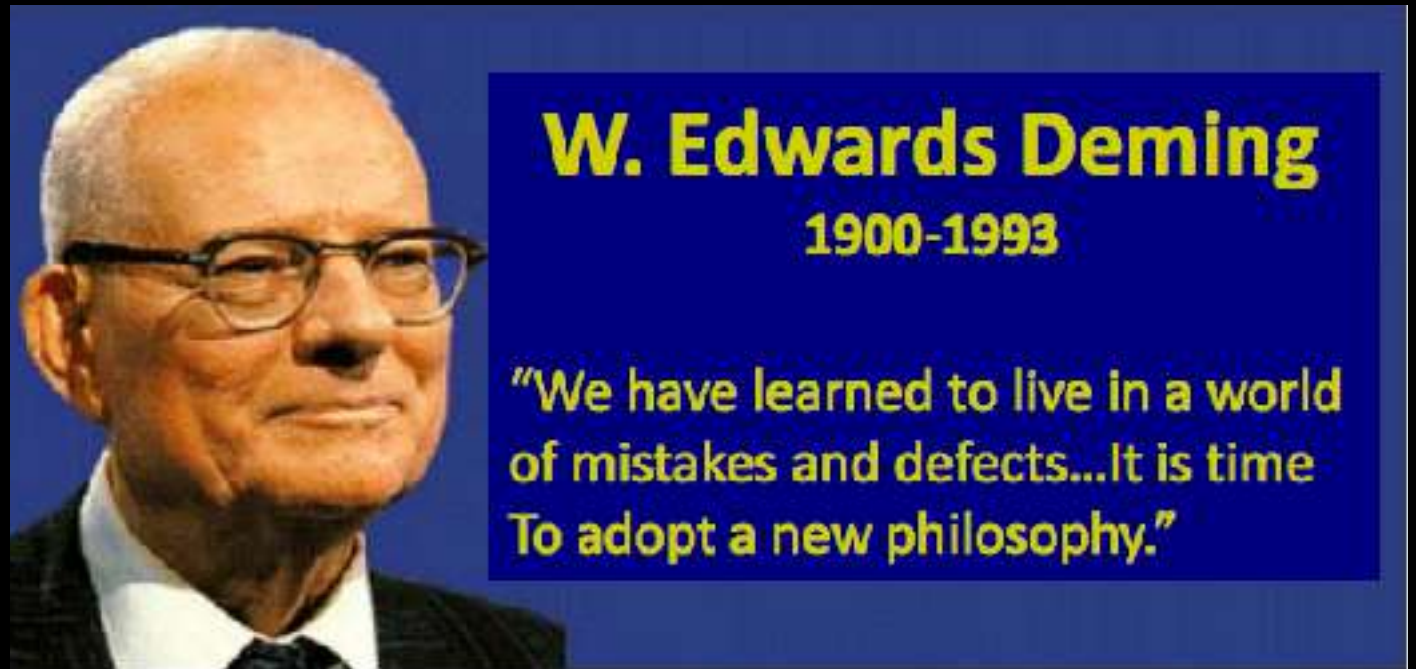
- *Patient volumes drop to dangerous levels*
- *So Profits get marginal, costs of healthcare soar very high*
  - *Reimbursements are meagre, cash pts are becoming rare commodity*
- *Traditional hospitals remain in the same phase for some time and close forever with blame games*
- *And some resort to negative cost cuttings and unethical/high billing systems leading to faster closure*



# So what is the remedy ?

ONE SHOULD  
RECOGNISE THAT  
HEALTHCARE  
LIKE LANDMARK  
HOSPITAL

is complex  
institution





THE KEY IS TO CHANGE *BEFORE*  
THE FLAMES START.

Flames meaning real loss of pt.  
base and thus losses



2 cultures exist  
in any  
organization

## Strong

Staff understand and respond to culture

Little need for policies and procedures

Consistent behavior

Culture is embedded



## Weak

Little alignment with higher values

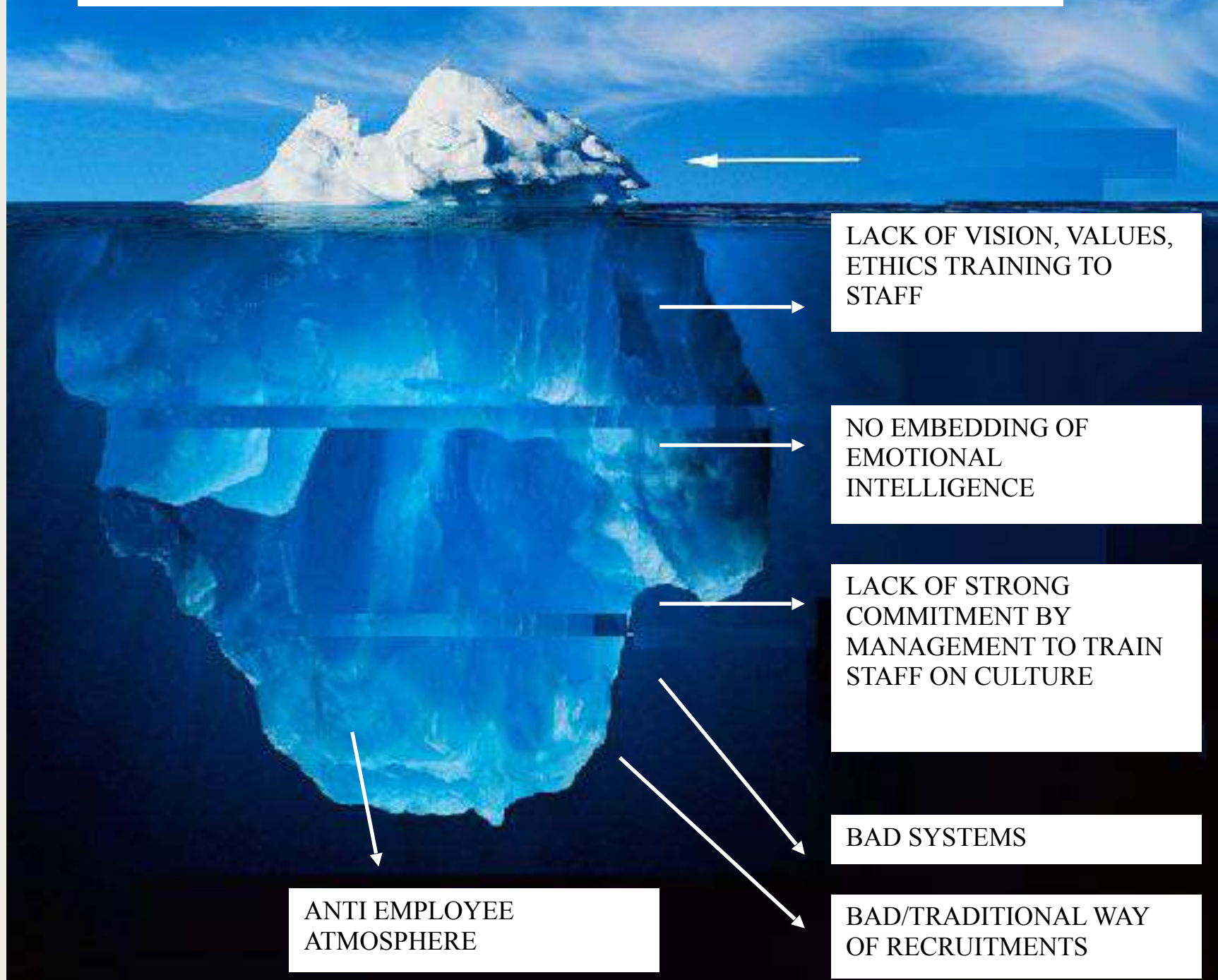
Need for extensive policies/procedures

Inconsistent behavior

Culture is enforced



# WEAK CULTURE/GROWTH BARRIERS







**CMIO PROJECT HAS GOT MANY  
SUB PROJECTS, SO ITS  
IMPOSSIBLE TO KEEP HERE ALL  
THE CONTENTS OF THIS  
PROJECT YOU NEED  
PROFESSIONAL PRESENTATION**

YOU NEED

PMS SESSION  
FROM US



## STEPS OF OUR ASSOCIATION



STEP 1

STEP 2

STEP 3

STEP 4

**THERE ARE 4 STEPS  
OF OUR  
ASSOCIATION**



STEP 1

WE WILL COME ALL THE WAY TO YOU IF  
YOU ARE IN HYDERABAD OR MUMBAI,  
&  
GIVE YOU PRIMARY PRESENTATION

ITS FREE, IF IN  
HYDERABAD/MUMBAI

STEP 2

WE WILL  
GIVE YOU PRIMARY PAPERS

ITS FREE

STEP 3

WE WILL GIVE YOU FULL FILE  
PROFESSIONAL  
PRESENTATION  
WITH PRACTICE MANAGEMENT  
SESSION WITH PRIMARY SWOT ANALYSIS

ITS CHARGEABLE

3 FULL HOURS

Rs 35k


2k USD+ Travel

STEP 4

BLOCKING DATES &  
SIGNING PAPERS

HOME WORK FOR PROJECT WILL START

# PRACTICE MANAGEMENT SESSION (PMS)



**THIS WILL MAKE  
DOCTORS  
BETTER  
PRACTITIONERS**



ON SITE

WORKSHOP



FOR DOCTOR  
DIRECTORS

PRACTICE MANAGEMENT  
SESSION

( P M S )



# OBJECTIVE OF THIS WORKSHOP

TRANSFORMATION OF DOCTOR TO KNOW WHAT IS TO  
MANAGE A HOSPITAL PROFESSIONALLY AND



DOCTORS SHOULD BECOME STREET SMART

**GREAT THING ABOUT  
THIS PMS IS**



**IT IS TOTALLY ONSITE, DONE EXCLUSIVELY  
FOR YOUR SPECIALTY,  
JUST FOR YOUR HOSPITAL**

**PRACTICE MANAGEMENT  
SESSION (PMS)**





# LIVE PROJECTS

**10-20+ YEARS TO  
SETTLE**



**3-5 YEARS TO TAKE  
OFF IN SCHOOL/  
COLLEGE**

**With Us You  
settle In The  
Quickest  
Possible  
time**



25 yrs in Market

TERMS APPLY



[WWW.TABORONLINE.COM](http://WWW.TABORONLINE.COM)



PLEASE GO THRU OUR  
WEBSITE

BY SCANNING ABOVE QR code  
TO SEE OUR HON CLIENTS  
TESTIMONIALS