



Powerful Projects for
Healthcare



Mumbai

Hyderabad

Since 1996



- In the industry for over 29 years

- 100+ hospitals all over India

- Authorised Indian associates
for Quality Veritas Ltd, UK

- 6 top faculties

- ISO Lead Auditors

WE WORK VERY
HARD TO GIVE
GREAT OUTCOMES
FOR OUR CLIENTS

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+91-85001 4817 (WA)
+91-99597 46887

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TABOR TEAM AT WORK

Mr N.S.Rao

CEO & Faculty

Mr PV Chandra

Lean Six Sigma Faculty

Ms Florence

Director and Faculty

Dr Jyotsna

Director & Faculty

Mr Rozario

Chief Faculty

Mr. Kishore

Public Relations

Ms Monika

Director & Faculty

Mr Ravi.V

Auditor Pharmacy

Pharmacy Procurement &
Inventory Management Audit



**For best viewing
experience**

**Use a laptop or desktop,
print a copy, as these are
detailed project presentations**

Next slide

**Top corporate
companies are
our clients**



29+ Years of Transforming Healthcare Organisations





CASIO



CSI Systems
Installed Across
13 Branches



CLIENT: CASIO, 1996



SALES TRAINING REVIEW



ROLE PLAYING



\$ALES TRAINING



**PROFESSIONAL CORPORATE
MARKETING DEPT (PCMD)**

DENTAL PROJECT

NEW DELHI



**ISO QMS ORIENTATION &
ACCREDITATION SESSION**

ISO AUDIT PROJECT

BANGALORE

[CLICK HERE TO WATCH](#)





**PROFESSIONAL CORPORATE
MARKETING DEPT (PCMD)**

DENTAL PROJECT

HYDERABAD



**ISO QMS ORIENTATION &
ACCREDITATION SESSION**

ISO AUDIT PROJECT

KHAMMAM



**PROFESSIONAL CORPORATE
MARKETING DEPT (PCMD)**

HEALTHCARE PROJECT

VIJAYAWADA





**PROFESSIONAL CORPORATE
MARKETING DEPT (PCMD)**

HEALTHCARE PROJECT

GUNTUR,AP

[CLICK HERE TO WATCH](#)



Next Slide

Press Coverage Follows

**Tabor has been
featured in the press
on numerous
occasions for its work
as lead auditors**



29+ Years of Transforming Healthcare Organisations



ప్రతిపక్షాధిపతి ఏ.ఎం.ఎస్. సీతేశ్వర రెడ్డి, ప్రభుత్వము ఎదురుగా, శ్రీమద్దేవినేని నారాయణ రావు.

ಮಾನ್ಯ ಸಚಿವರು (ಕಡಲಿಂದ) ಜಿಲ್ಲಾಧಿಕಾರಿಗಳು (ಮಧ್ಯ) ಮತ್ತು ಇತರ ಅಧಿಕಾರಿಗಳು (ಬಲದಿಂದ) ಜೊತೆಗೆ.

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1-773-681-0000
1-800-631-1111
608-262-2445
970-375-9357
608-262-2200
800-833-3442
608-262-2200
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1814-1815

[illegible]

A photograph showing three men standing together. The man on the left is wearing a blue shirt. The man in the center is wearing a white shirt and is holding a certificate or award. The man on the right is wearing a white shirt and a dark tie. They are all smiling and looking towards the camera. The background is slightly blurred but appears to be an indoor setting.

సర్వస్వతే అందుకుంటాను మహాశివ ప్రభువే
కామ్యం వైద్యమభిగృహ కనకంశీ అమృత
శివమహా సర్వం సర్వ ప్రసాదయ మాదురీ సర్వ
మృత్యు హంత, కంఠే వైద్యం లభయంత్యే

సమైక్యత-భక్తి

నగరంలోని శ్రీసాయి మారుతీ ఈవెంట్ ఆస్పత్రికి
బహువచన సర్టిఫికేట్ పచ్చనట్టు చాక్లర్ మహాద్
తెలిపారు. ఈ మేరకు శనివారం అయిన నిలకరులలో
చుట్టూరారు ఇమ్మల, భద్రాద్రి, కొత్తగూడెం జిల్లాలో
తొలిసారిగా చెవి, ముక్కు, గంతు మరియు కంటే
ఆస్పత్రుల్లో అర్వాపునకిక వరకరాలలో వామ్మిటండ్లుగా
శ్రువకెత్తులు బంధిస్తున్న తమ ఆస్పత్రికి బహువచన
సర్టిఫికేట్ ఇవ్వడం అనందంగా ఉంటున్నామని, వైద్య
నిపుణులు చాక్లర్ ఎంజివి. ప్రవీణ్ మాట్లాడుతూ లేడెస్స్
మెట్రోస్కోప్, ఎండోస్కోప్ (జుర్రు) అత్యధునిక



పరికరాలలో శస్త్ర చికిత్సలు నిర్వహిస్తున్నామన్నారు.



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 guarantee measurable outcomes, provided the project is implemented with your full cooperation until completion 🙏



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**To achieve your
vision and be
top brand**

**Practices must
evolve beyond
traditional
methods**



What we promise

- "We don't simply recommend improvements.
- We recruit.
- We train.
- We implement.
- We monitor.
- We stay until measurable outcomes are achieved."
- That differentiates TABOR.



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**2 WAYS
WE CAN
HELP
YOU**

Powerful, time-tested projects



To increase Revenues  **(patient footfalls)**



To stabilise your practice



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REVENUE ENHANCEMENT

Projects



**PROFESSIONAL REFERRAL
MARKETING DEPT (PRMD)**

HOME TO HOSPITAL (HTH)

**PROFESSIONAL CORPORATE
MARKETING DEPT (PCMD)**

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

**CMS DIY E-COM PLATFORM
WITH 70+GOOGLE RATED
CART WEBSITE (CMSC)**

**WEB CONVERSION
LEAKAGES REPORT (WCLR)**

**MEDICAL TOURISM
PRIMARY (MTP)**

Doctors' practices generally fall
into one of two categories

```
graph TD; A[Doctors' practices generally fall into one of two categories] --> B[High Margin Practice (HMP)]; A --> C[Low Margin Practice (LMP)];
```

High Margin Practice
(HMP)

Low Margin Practice
(LMP)

High Margin
Practice
(HMP)

Where affluent patients
prefer to seek high-value
treatments here through
direct cash payments

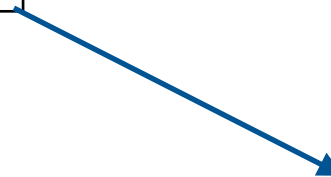
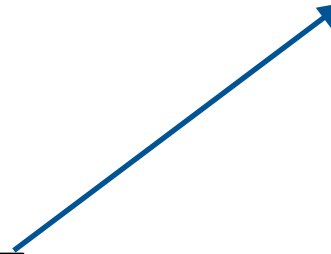
Low Margin
Practice
(LMP)

This setup attracts low &
middle-income
communities, preferring
lower priced treatments

If you want High Margin
Practice (HMP)

You need to
increase revenues
₹

You need to
stabilise your
clinic / practice ♖





**TO INCREASE
REVENUES ₹**

**YOU NEED TO INCREASE
PT FOOTFALLS**

4

**& THEY COME FROM
4 SEGMENTS**



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4 segments

Referrals

Walk-in patients

Corporate employees

Patient-to-patient
referrals

4 segments



We have projects to
cover all these
segments



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To

Strengthen referrals

To get more walk-in patients

To attract corporate employees

& to get an atmosphere
wherein patient-to-patient
referrals increases

REFERRALS



Professional
Referral Marketing
Dept (PRMD)



PR Dept
Re-Designing &
Training (PDRT)

WALK-INS



Home to Hospital
(HTH)



CMS DIY E-Com
Website link with
70+ Google rated
Cart System
(CMSC15)



Web Conversion
Leakages Report
(WCLR)



Medical Tourism
Primary (MTP)

CORPORATES

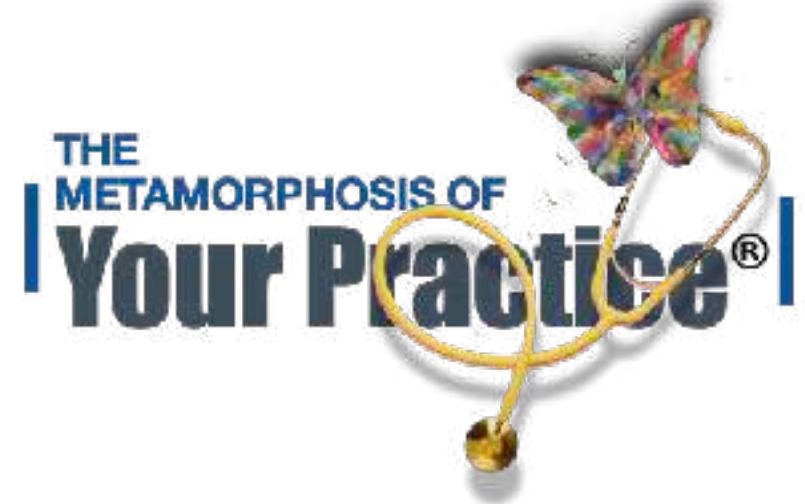


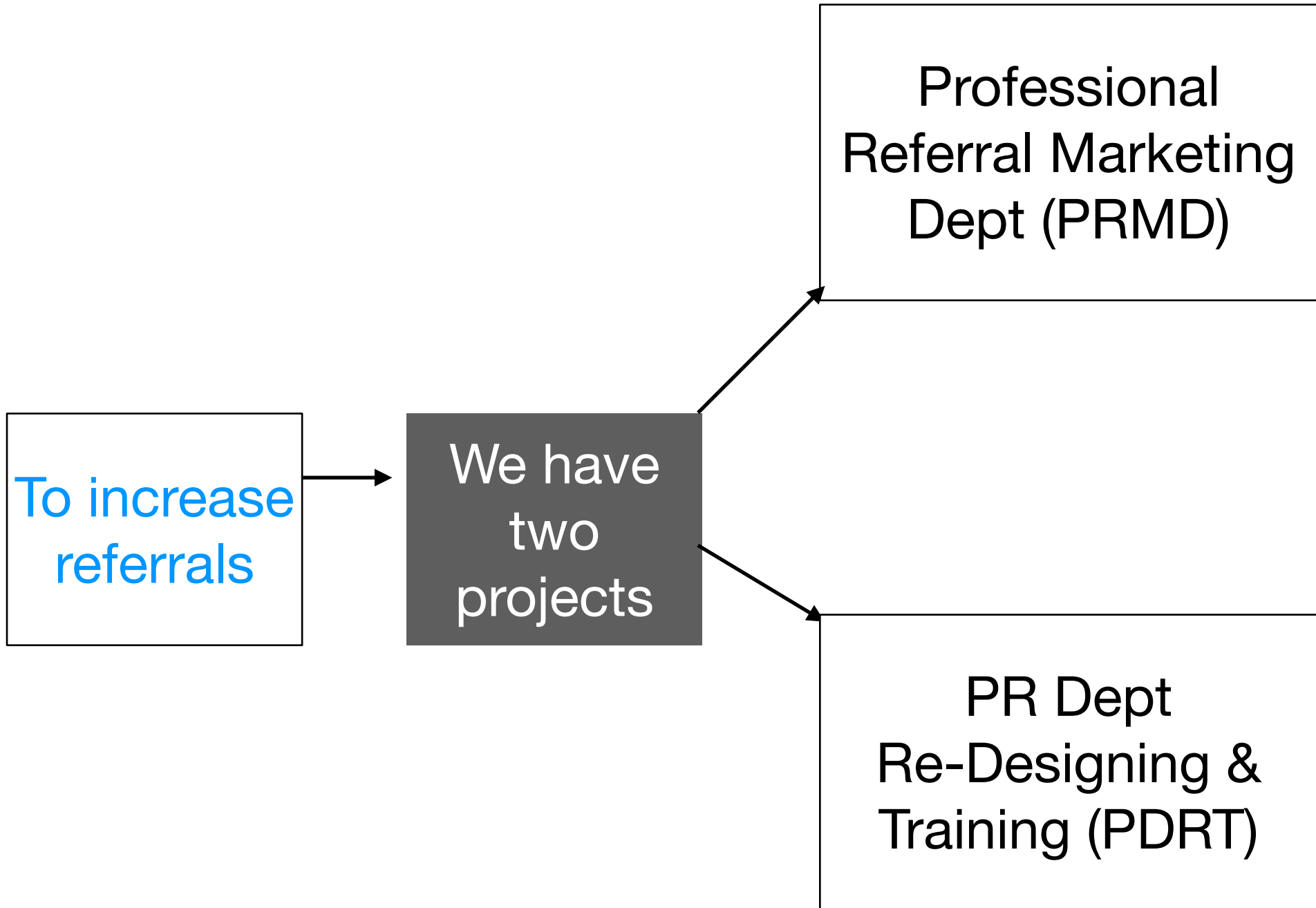
Professional
Corporate
Marketing Dept
(PCMD)

PATIENT TO PATIENT REFERRALS



For this you
need to
'stabilise' your
place





Next Revenue Enhancement Project



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Professional Referral Marketing Dept (PRMD) Project

To increase referrals



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PROFESSIONAL REFERRAL MARKETING DEPT (PRMD)

**THIS WILL
INCREASE
REFERRAL
BRANDING**



29+ Years of Transf



Designed to get
referrals in high
volumes and increase
branding in the
quickest time
possible



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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)



Overview of what we will be doing in this PRMD project



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Clinic Swot analysis will be done

Professional recruitment of 1 Marketing manager
& 3 Liaisoning Officers

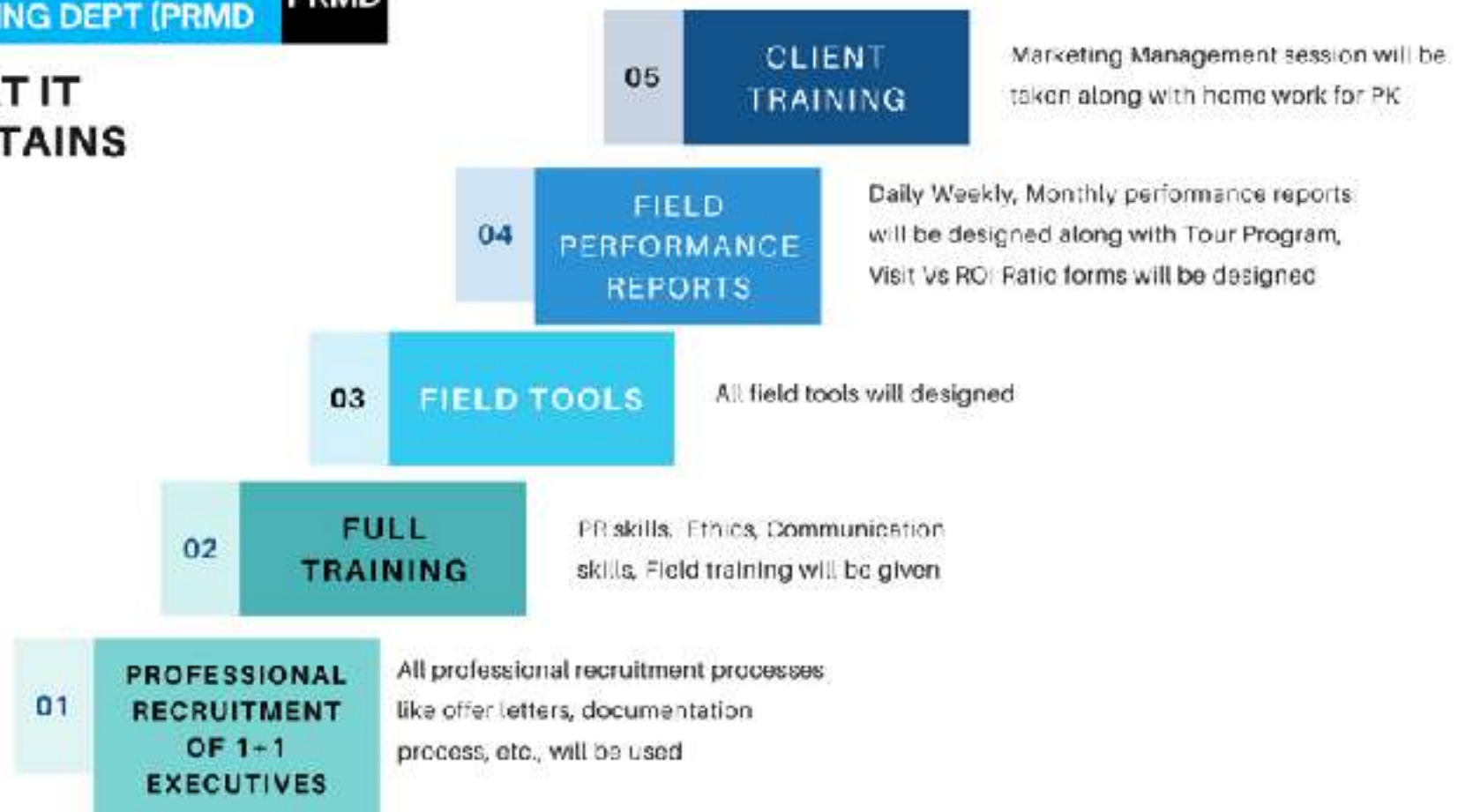
We will design all tools for the team

Professional training in PR skills, communication skills
and selling skills will be given

PROFESSIONAL REFERRAL
MARKETING DEPT (PRMD)



WHAT IT CONTAINS



Detailed step by step
roster of project,
difficult to understand



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DETAILED PRESENTATION WILL BE
GIVEN IN PERSON

REF DOCS

REF DOCS - G. D STUDY

PROCUREMENT OF
REF DRS DATA

FIELD PLAN

Study of existing
referrals

Doctor referrals

Referral tools

Referral registers, commission
structure, etc.,

SWOT

F.O.D.,

F.O.D., LEAKAGES

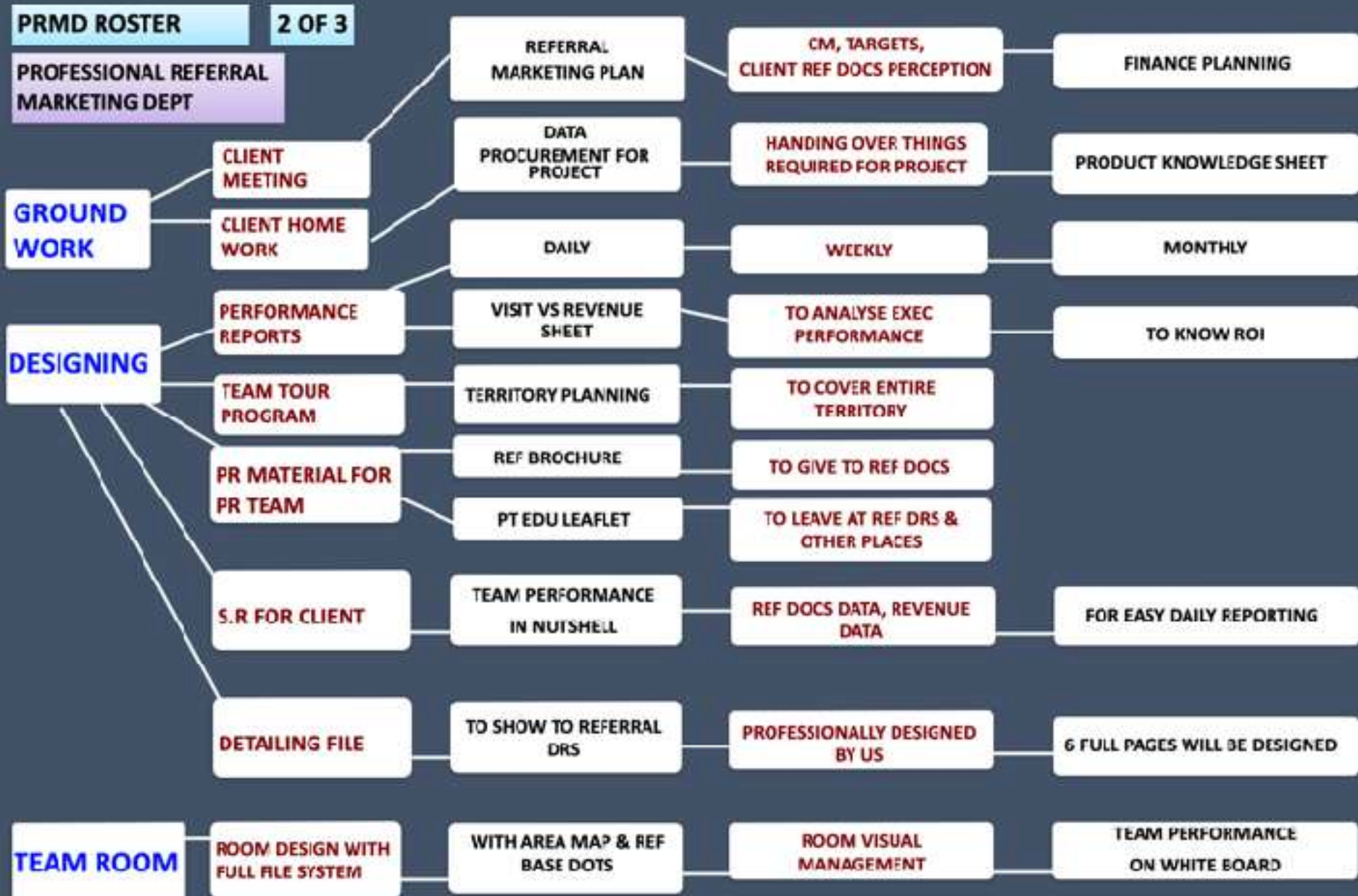
CLINIC SWOT

ANTI STAFF & ANTI PT
STRATEGIES

DR CP STUDY

PT COMMUNICATION
SKILLS

DETAILED PRESENTATION WILL BE
GIVEN IN PERSON



In short

What we do



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IN SHORT



SWOT ANALYSIS



**PR TEAM TOOLS
DESIGNING**



**PROFESSIONAL
RECRUITMENT**



**PROFESSIONAL
TRAINING**



INDUCTION

BENEFITS



What will you get from this referral marketing department ?

- Referral Revenues will start increasing 3 months after finishing the project
- Your “brand name” among referral doctors & pts will soar high
- You will settle in practice much faster than you have imagined as we will be guiding you step-by-step to virtually sweep referral market share



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PR Dept Re-Designing & Training (PDRT)

**To make your team get
more referrals**



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PR DEPT RE-DESIGNING & TRAINING (PDRT)

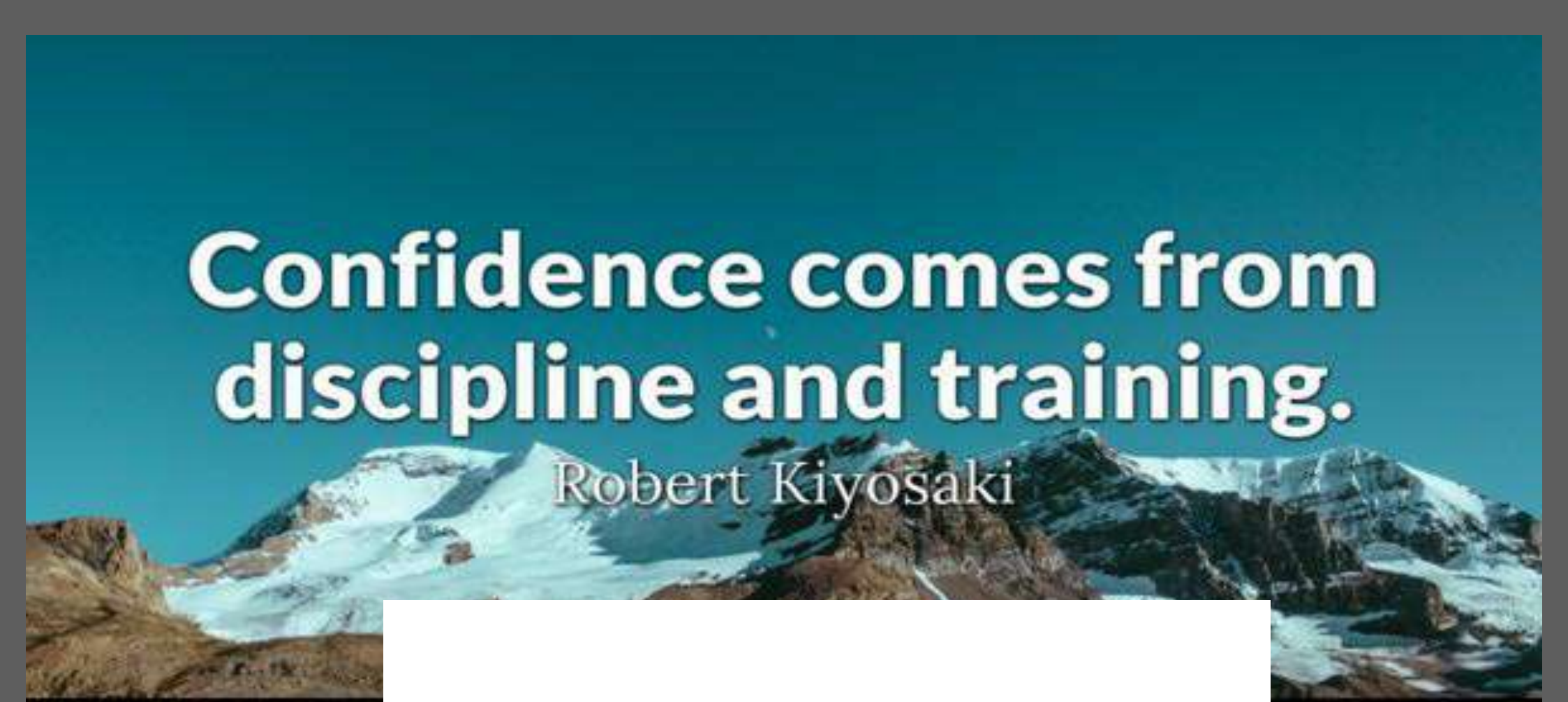
**Will make your team
get more referrals
and do more targets**



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.

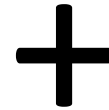
Robert Kiyosaki

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



SALES TRAINING IN PROGRESS

Please watch video in
videos section page in
our website



Click to watch



What will you get from this marketing training Project ?

BENEFITS



- More Referrals
- More Corporate Tie-Ups
- More High-Paying Patients
- Higher Revenues
- Marketing Team That Performs
- More OP Footfalls
- More Enquiries, More Admissions
- Better Brand Visibility
- Continuous Business Generation
- Scientific Marketing System



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Home to Hospital (HTH)

To increase walk-ins



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HOME TO HOSPITAL
(HTH)



TO INCREASE CLINIC'S
BRANDING & PATIENTS
RAPIDLY RIGHT FROM
HOMES

Home to Hospital (HTH)

**Sweeping pt
market right
from homes**



Direct Brand Penetration

**Virtually
sweeping
Pt market**

HOME TO HOSPITAL (HTH)



Targeting homes

Conducting marketing
activities right at homes
& increase overall
branding



What we will do in this HTH project



We professionally recruit one guy as Liaisoning Officer

Full branding training will be given as to how to increase pt walk-ins & that includes even field training

We will design performance reports, referral brochure & leaflet for this marketing project

HOME TO HOSPITAL (HTH)



**HOME TO
HOSPITAL**

HTH

WHAT IT CONTAINS



BENEFITS



In what way you get benefited from Home to Hospital project ?

- Walk-ins will increase drastically (pt footfalls)
- Your brand name will soar in & around your area as we will be guiding you to capture market share strategically
- Paid pts will increase with high paying pts in large nos

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CMS DIY Cart website (CMSC15)

**To sell health check
packages instantly 24/7**



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CMS DIY WEBSITE WITH HCP CART (CMSC15)



**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**

**CONVERSION
BASED WEBSITE**

DIY CART WEBSITE

NO CODING

**ANY LAYMAN CAN
UPDATE CART**



Next Revenue Enhancement Project



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Web conversion Leakages Report (WCLR) Project

This project will increase patient conversions as we will be studying your website & guide you in writing as to what things are needed to be corrected to attract more conversions



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WEB CONVERSION LEAKAGES REPORT (WCLR)

**Site SWOT
analysis &
rectification**



WEBSITE BRAND PROJECTION ERRORS



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WEB CONVERSION LEAKAGES REPORT (WCLR)

We conduct a detailed analysis of your website and present a comprehensive PowerPoint report showing where your website is losing potential patients—and exactly what needs to be updated to improve conversions



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**Purpose of
any website
is to**

Attract

Engage

Educate

Convert patients



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Many healthcare websites suffer from common conversion leakages, including:

- Overloaded and confusing content
- Outdated, copycat designs
- Slow page-loading speeds
- Poor Google search visibility
- Low Google page speed performance scores
- Weak conversion rates and patient engagement



These traditional websites drive visitors/prospective patients away within seconds because they fail to capture attention, build trust, or inspire action. They are information-based—not conversion-based—resulting in lost enquiries and lost patients.



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Our Web Conversion Leakages Report includes:

- A complete website conversion audit
- Identification of all conversion leakages
- Redesigned website concepts presented in PowerPoint
- Actionable recommendations for every key page
- Professional guidance for your web designer during implementation

WEB CONVERSION LEAKAGES + WEB RE-DESIGN (WCLR)



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BENEFITS



How does this Web study benefit you?

- Patient conversions will increase
- Brand image will increase
- Google SEO will increase as we will be guiding in PPT as what to correct including page speed

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Medical Tourism Primary (MTP)

**To get overseas
patients**



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MEDICAL TOURISM PRIMARY (MTP)



To get overseas
patients



What we will do in this Medical Tourism Primary

- Will conduct primary swot analysis of your health care and suggest remedies to prepare yourself for medical tourism
- Give you full session as to what is medical tourism and how to go about with all formalities involved
- We will guide you all necessary documentations, protocols, procedures to get overseas patients to your healthcare



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How does this Medical Tourism
Primary project will benefit you?

BENEFITS



- **Clear Medical Tourism Roadmap**
Know exactly what needs to be done before approaching international patients.
- **Avoid Costly Mistakes**
Save time, money, and effort by following the right documentation, procedures, and compliance requirements from the beginning.
- **Identify the Best International Opportunities**
Understand which countries, specialties, and patient segments offer the greatest potential.
- **Become Medical Tourism Ready**
Strengthen hospital systems, branding, and infrastructure to meet international patient expectations.
- **Build a Strong Foundation for Sustainable Growth**
Be fully prepared to launch and expand medical tourism with confidence

Next Revenue Enhancement Project



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Professional Corporate Marketing Dept (PCMD)

Next Revenue Enhancement Project

To get corporate
employees to your
hospital & to market
Health check packages



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PROFESSIONAL CORPORATE MARKETING DEPT (PCMD)

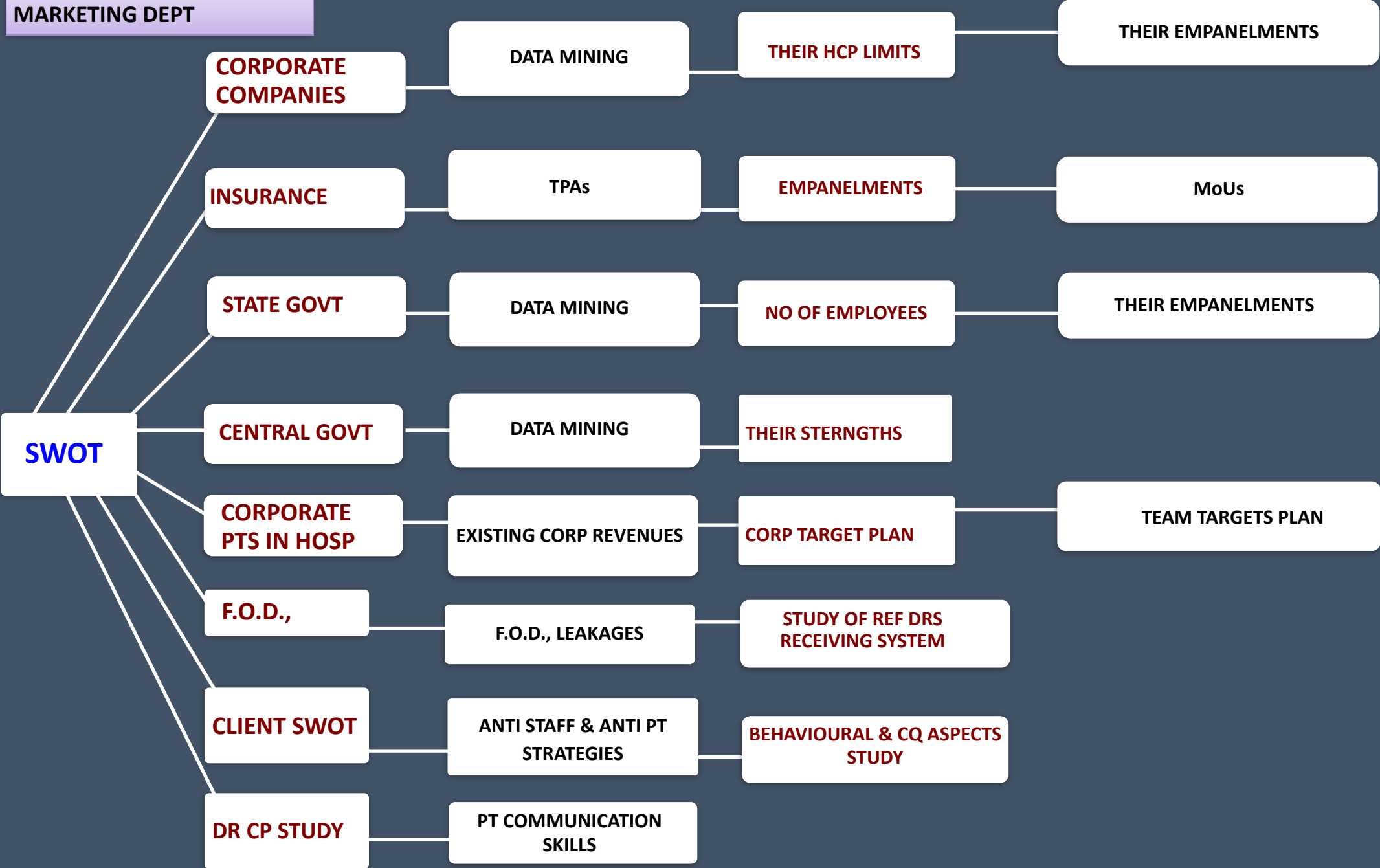
**THIS WILL
INCREASE
CORPORATE
BRANDING**



**NEXT
PROJECT**

**DESIGNED TO
INCREASE
CORPORATE PTS**

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



GROUND
WORKCORPORATE
COMPANIES

WBS TOOLS

WBS PPTS

WBS VIDEOS

WBS PAMPHLETES,

UPMARKET PREMIER
SHOWROOMS
LIAISONINGS

MUTUAL MoU

CAMPS &
SEMINARS

HCP SALE

STATE GOVT

CAMP TOOLS
DESIGNING

PRE-CAMP TOOLS

POST CAMP TOOLS

CENTRAL GOVT

CAMP TOOLS
DESIGNING

PRE-CAMP TOOLS

POST CAMP TOOLS

HCP
DESIGNING

FOR CORP EMPLOYEES

HCP TOOLS

HCP PAMPHLETS

PT VIDEOS

PERSONAL
INTERVIEWSPROF VIDEO EDITING
GUIDANCE

YOUTUBE UPLOADS

DIGITAL
MARKETINGALL SOCIAL MEDIA
PRESENCEREELS, SHORT VIDEOS
CREATIONCORP
POSTERS

AT CAMPS

GROUND
WORK

DESIGNING

SYSTEMS

TEAM ROOM

CLIENT
MEETING

CLIENT HOME
WORK

PERFORMANCE
REPORTS

TEAM TOUR
PROGRAM

CORP MATERIAL
FOR TEAM

CORP CAMP
TOOLS

WBS TOOLS

S.R FOR CLIENT

CORP PTS FOLLOW
UPS SYSTEM

ROOM DESIGN WITH
FULL FILE SYSTEM

CORPORATE
MARKETING PLAN

DATA
PROCUREMENT

DATA MINING OF
CORP EMPLOYEES

VISIT VS REVENUE
RATIO CALC SHEET

TERRITORY PLANNING

CORP BROCHURE

PT EDU LEAFLET

PRE & POST CAMP TOOLS

PRE & POST SEMINAR
TOOLS

TEAM PERFORMANCE
IN NUTSHELL

THIER TOOLS

WITH AREA MAP & REF
BASE DOTS

CORPORATE TARGETS,
CORP DISCOUNT STRUCTURE

Hospital'S FULL DATA FOR
PCMD PROJECT

TO KNOW & PLAN EXACT
TERRITORY TOUR PLAN

TO ANALYSE EXEC
PERFORMANCE

TO COVER ENTIRE
TERRITORY

TO GIVE TO CORP
EMPLOYEES

TO GIVE POST WBS

POSTERS/BANNERS/
LEAFLETS

POSTER, LEAFLETS, ETC.,

CORP DATA, REVENUE DATA

CORP NEWSLETTERS

ROOM VISUAL
MANAGEMENT

THINGS TO GET READY FOR
PROJECT

+ PRODUCT KNOWLEDGE SHEET

DAILY, WEEKLY & MONTHLY
REPORTS

TO KNOW ROI

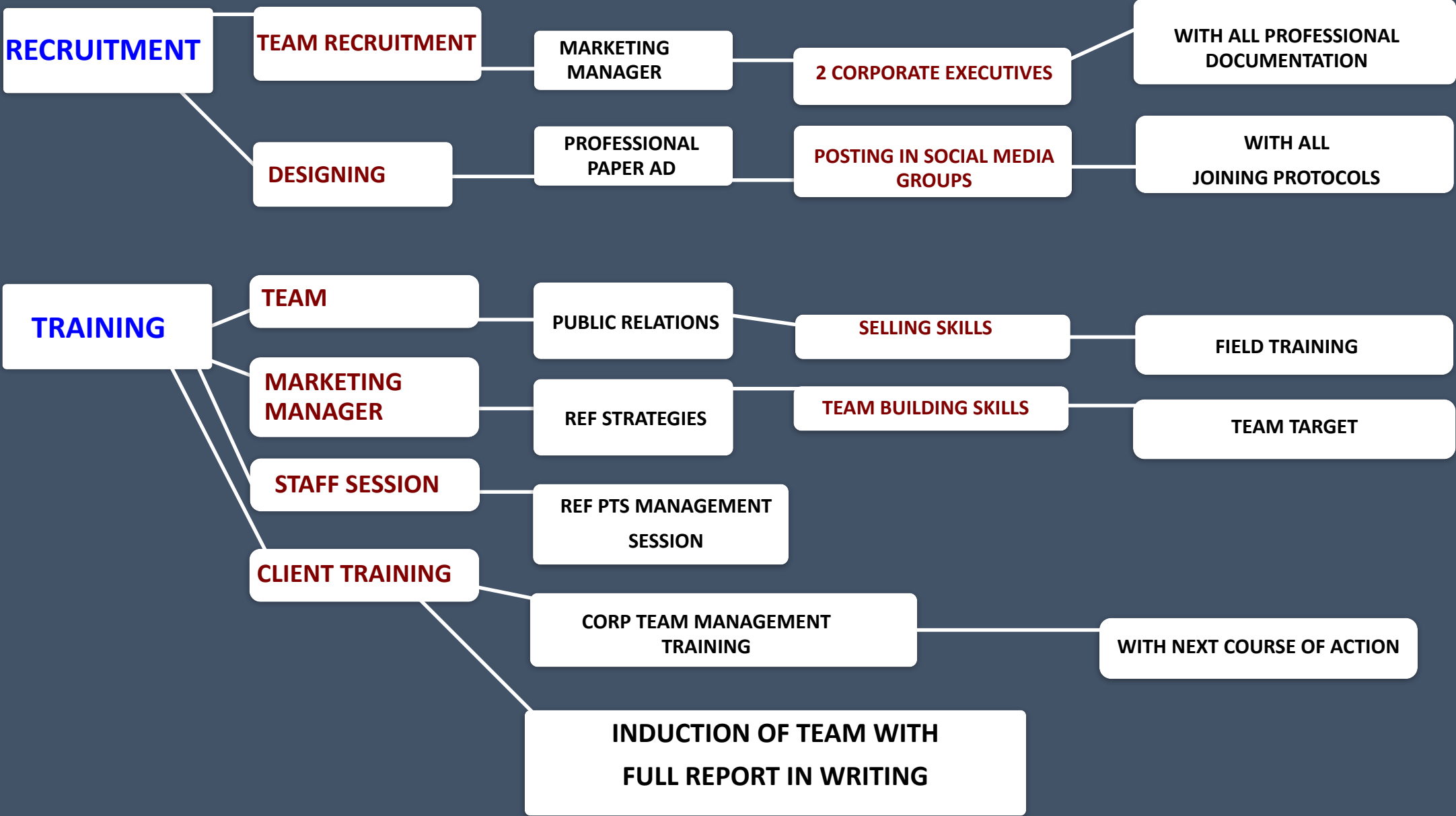
TEAM PROTOCOLS TO CONDUCT
CAMPS

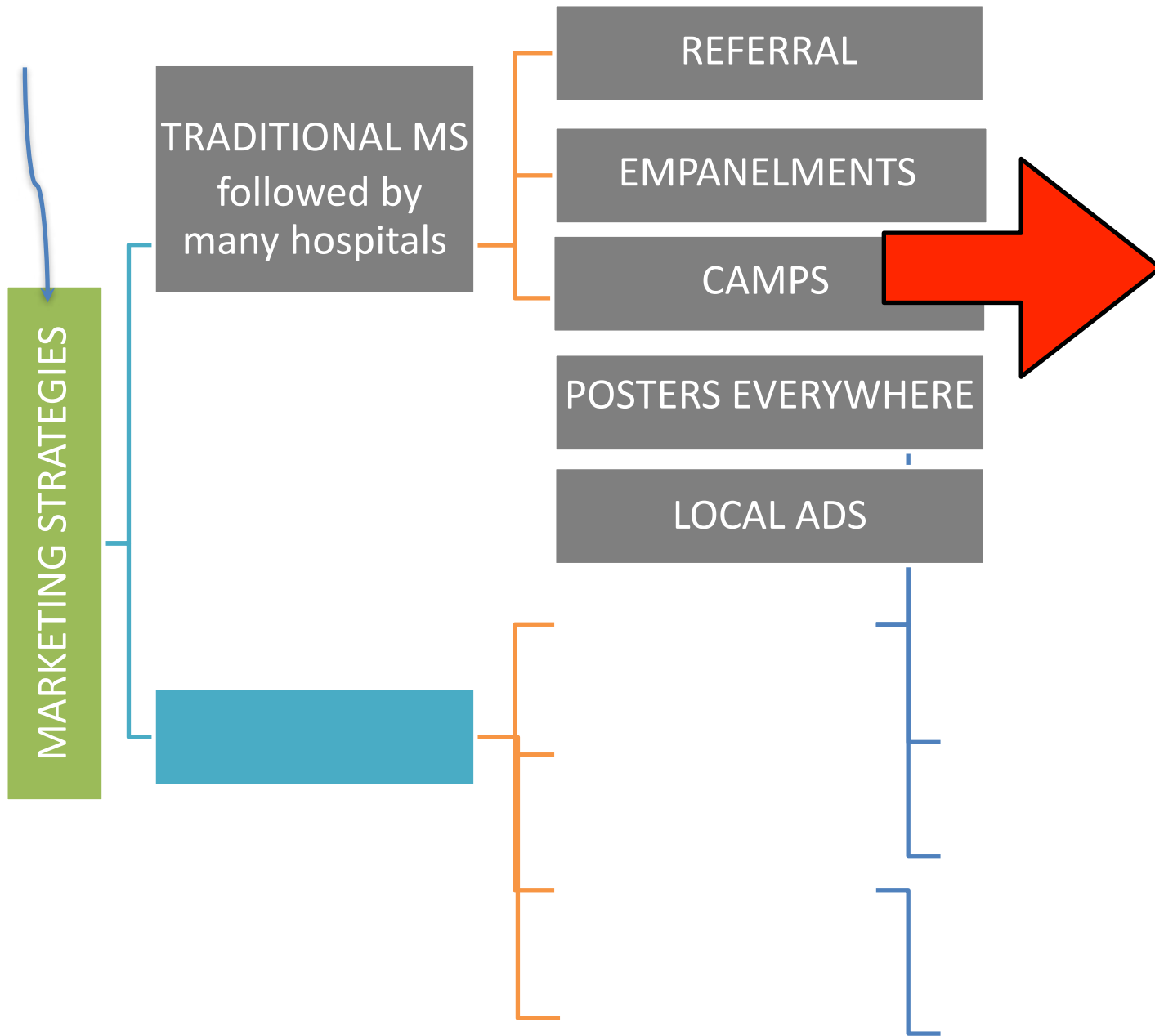
HCP TOOLS

FOR EASY DAILY REPORTING

CORP LEAFLETS AB HOSP

TEAM PERFORMANCE
ON WHITE BOARD

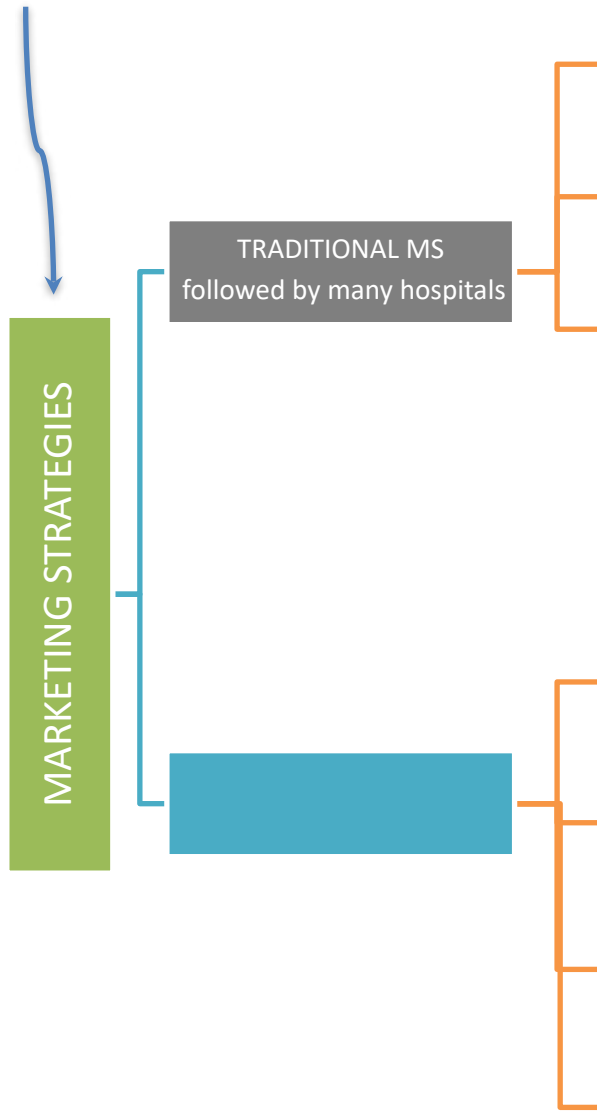




**These things do not
generate new pts by
themselves**

**Unless there is
professional
follow up**

[

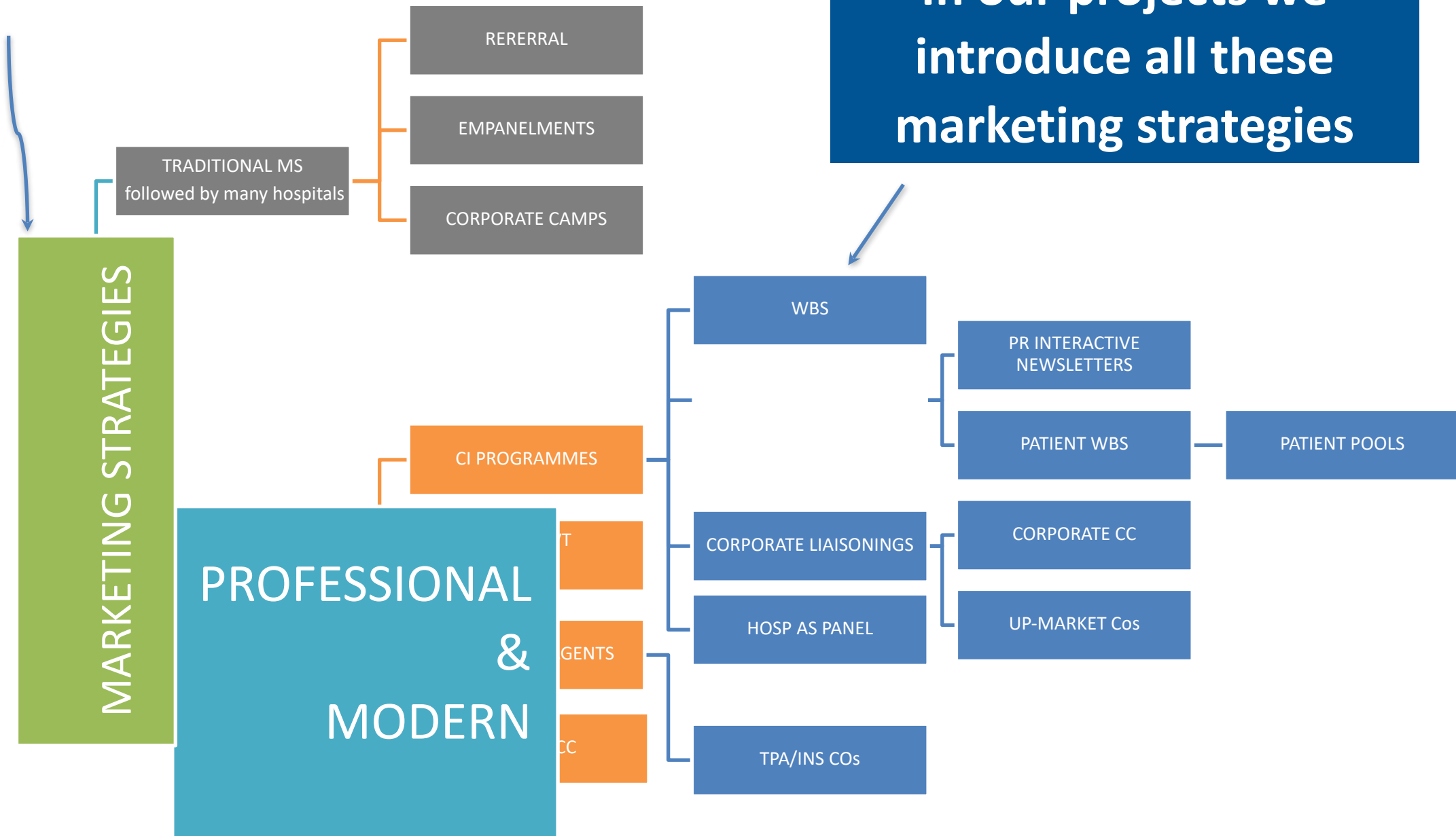


**THERE ARE MANY
MODERN
MARKETING
STRATEGIES TO
ATTRACT PTS
ETHICALLY**

—

└

**In our projects we
introduce all these
marketing strategies**



IN SHORT

**PRIMARY
PROBING**



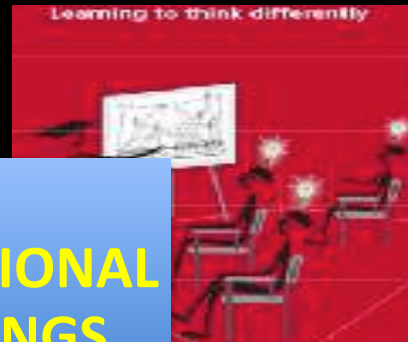
**PR TOOLS
DESIGNING**



**PROFESSIONAL
RECRUITMENTS**



**PROFESSIONAL
TRAININGS**



INDUCTION



Why this project was designed?

Corporate employees represent a valuable patient segment. Many have employer-sponsored health insurance or reimbursement benefits, making them more likely to proceed with recommended treatments without immediate out-of-pocket financial concerns. Attracting this segment can significantly increase your practice's revenue and patient base.



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Why this project was designed?

Many corporate organisations provide annual health check-up benefits for their employees. We train your Corporate Marketing Team to scientifically identify, approach, and build relationships with these organisations, enabling your centre to secure bulk health check-up programmes and long-term corporate healthcare partnerships.



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

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

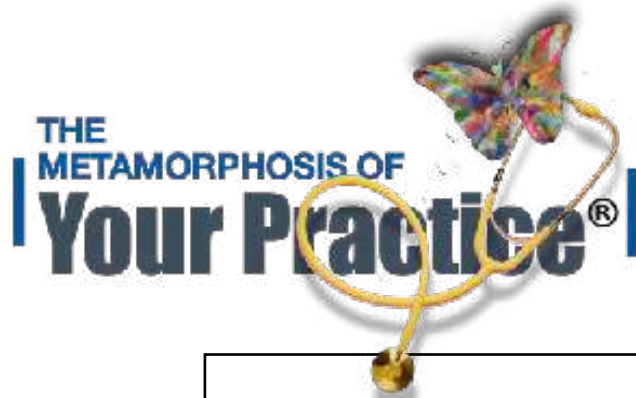
PCMD PROJECT

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

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

HIGH PAYING PTS WILL
INCREASE
SUBSTANTIALLY

* Terms Apply



Next Project to increase
Patient to Patient referrals

For this you
need to
'stabilise' your
place



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Next



Projects To stabilise your practice

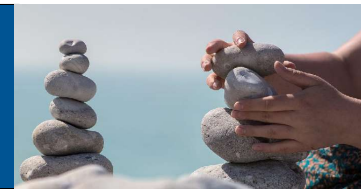


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BRAND STABILISATION

Projects



**LEAN BRAND
STABILISATION INITIATION
(LBSI)**

**CHANGE MANAGEMENT
INSIDE OUT (CMIO)**

**BRAND MANAGEMENT
PROJECT (BMP)**

**AS MANAGEMENT
CONSULTANTS (AMC)**

**MICRO PRACTICE LEAN
(MPL)**

Many hospitals unknowingly create an anti-patient and anti-staff culture that drives away affluent patients, discourages referrals, and eventually costs increase and fall into low margin practice (LMP)

To attract and retain high-value patients, a hospital/any healthcare org like CT/MRI Centers must stabilise its operations and redesign its entire organisational atmosphere—
creating a culture that delights patients, empowers staff, and inspires referrals.

We have powerful projects to
‘stabilise’ your clinic

First Brand Stabilisation Project

Lean Brand Stabilisation Initiation (LBSI) Project



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Your Center is 'a' brand in
market among many (too many)

Just
like



But if it has leakages in
branding, *HMP will not come

Your brand will not take
off

*HMP-High Margin Practice

LEAN BRAND STABILISATION INITIATION (LBSI)

LOW BUDGET
PROJECT TO START
WITH

THIS WILL DETECT
PRIMARY ERRORS
INTERNALLY



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To

Caution where
your brand is
heading to

**TO AWAKEN
MANAGEMENT WHATS
GOING ON & TO GIVE
THEM INPUTS HOW TO
CORRECT THEM**



**LEAN BRAND
STABILISATION
INITIATION
(LBSI)**



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Using world-famous lean Health care principles

- We will be detecting primary branding errors
- By using lean tools like VSM, 5S, etc.,
- We will also do SWOT analysis



SWOT ANALYSIS

BASED ON WORLD-FAMOUS LEAN HC

BRAND PROJECTION ERRORS (BPE)	PT GAP ANALYSIS (PGA)	SYSTEMS GAP ANALYSIS (SGA)	PT METRICS STUDY (PMS)	STAFF PERFORMANCE ANALYSIS (SPA)
✓	✓	✓	✓	✓
How the hospital is doing as a brand	Pt gaps close study	What systems are hampering overall hospital performance	How pt metrics are pooled & analysed	How is the overall staff performance
Effectiveness of Projection tools	Rate of their referrals	Using Kaizen for future systems erection	What is the sum of GIS & GDP ?	How is the overall Managers & Doctors performance

WITH MANAGEMENT
DEARTH ANALYSIS
(MDA)

& INITIATE BASIC CORRECTIONS

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



How will you get benefitted by this LBSI Project?

BENEFITS



- This project identifies these hidden barriers, implements corrective measures, and trains both doctors and staff to build a patient-centric, high-performing practice.
- Recommend practical improvements that strengthen your organisation.
- Guide management as to how to develop confident, competent, and accountable leaders and teams through structured training.
- Guide the administration thru lean tools to operate efficiently with minimal supervision.

Next Brand Stabilisation Project



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Brand management Project (BMP)

**To correct basic visible
leakages inside the
premises**



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BRAND MANAGEMENT PROJECT (BMP)



**Correction of
all visible
leakages**



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This project is top-end
project covering all visible
aspects of your brand
management (administration)

Healthcare is a Complex System of Enterprises Within Enterprises



UNFORTUNATELY

Many healthcare managements 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**

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



WHAT DO WE DO IN BMP

WITH SYSTEMS RE-DESIGNING

WHAT DO WE DO IN BMP

WITH SYSTEMS RE-DESIGNING

PROCESS LEAKAGES (PL)

TABOR INNER
TEAM & EXTERNAL
TEAM AS PTS &
STAFF

CONVERSION ANALYSIS (CA)

HOW STAFF ARE
CONVERTING PTS

COMMUNICATION GAP ANALYSIS (CGA)

WHATS THE
EFFICACY OF
COMMUNICATION
WITHIN HOSPITAL

OVERALL SYSTEMS ANALYSIS (OSA)

STUDY OF
SYSTEMS

OVERALL SILOS ANALYSIS (OSA)

HOW STAFF ARE
CONNECTING
DOTS

CPB IN-DEPTH STUDY

BRAND PROJECTION ERRORS (BPE)

HOW HOSPITAL IS
PROJECTING ITS
BRAND

PRODUCT KNOWLEDGE ASSESSMENT (PKA)

HOW STAFF ARE
CONVERSANT
WITH SERVICES
KNOWLEDGE

OVERALL METRICS ANALYSIS (OMA)

HOW HOSPITAL
IS POOLING
METRICS &
ANALYSING

STAFF PERFORMANCE ANALYSIS (SPA)

HOW STAFF,
MANAGERS &
CONSULTANTS ARE
PERFORMING RIGHT
FROM ENTRY TO EXIT

PT SATISFACTION ANALYSIS (PSA)

HOW SATISFIED
PTS ARE & THE
TOOLS USED

Overview of what we do in BMP project

What we do

- PBE system - Staff- Performance Based Evaluation & Exits,
- Induction of Staff Points, installation of PB based Gold / Silver clubs Like MNCs do
- Full metrics system inside hospital

What we do

- Full corporate style visitors management-
it is proved duue to unnecessary crowds
inside hospital many errors, takes place
- Full pt. feedback systems (Google) at every
step in line with ISO TC principles

What other
systems we
correct

- Full Wall Art will be designed
- Doctors/Managers performance review system
- Staff counsel & In house point system
- Creation of documents to fill
Communication gaps throughout hospital
- Re-design of space management

What else we do

- Staff partnership system
- Full in-depth communication system
- Installation of Care-Coordiators cum IP PROs
- Strict employee Product Knowledge system
- Very regular DNA embedded CME, soft skills, Personality Development skills, etc., continual education system

In what way this BMP Project helps you?

BENEFITS



- Transform your hospital into a high-performance organisation
- Deliver a world-class patient experience
- Create loyal patients who become brand ambassadors
- Empower staff with standardised systems & training
- Achieve sustainable growth through stronger branding & better operations

Next Brand Stabilisation Project



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Micro Practice Lean (MPL)

**To correct ‘invisible’
leakages inside the
premises**



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MICRO PRACTICE LEAN (MPL)



**Correction of
all Invisible
leakages**



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TABOR MPL PROGRAMME



- **“20-30% of Healthcare Spending is Waste”***
 - **overtreatment of patients**
 - **failure to coordinate care**
 - **administrative complexity**
 - **burdensome rules**
 - **fraud**

- 
- **Estimated 60-70% of all healthcare processes = waste, spent in non value added work**

MPL =
MICRO PRACTICE
LEAN

ITS

WAR

ON
WASTE

- Micro Practice Lean is a scientific practice optimisation programme that identifies and eliminates hidden operational waste within healthcare organisations.
- Lean studies estimate that 60–70% of healthcare processes contain non-value-added activities, with up to 30% of operational costs lost to waste that often remains invisible to management.



How we do this Project?

- Using proven Lean tools such as Value Stream Mapping, 5S, Poka-Yoke, and Spaghetti Analysis, we redesign workflows to improve efficiency, reduce costs, enhance patient experience, and build a high-performance healthcare organisation



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What else we do?

Read more from our website - Overview of how we do this project

<https://taboronline.com/over/>



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MAIN ROSTER OF THIS MPL

TABOR MPL PROGRAMME

I2 TRAINING TO
STAFF

PRIMARY DEPTS
AUDITING

VSM

5S

DSM

VISUAL
MANAGEMENT

Very difficult to
understand, we will give
personal presentation

MISTAKE
PROOFING

ALL LEAN TOOLS
INDUCTION

RCA

Key benefits of this MPL Project

BENEFITS



1. Reduce Operational Costs

Eliminate hidden waste and improve resource utilisation.

2. Improve Patient Experience

Streamline patient flow and reduce waiting times.

3. Increase Staff Productivity

Standardise processes and improve team efficiency.

4. Enhance Quality & Safety

Reduce errors and deliver consistent care.

5. Drive Sustainable Growth

Improve profitability through Lean, efficient operations.

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Change management inside out (CMIO)

**Changing the whole
organisational culture
from top to bottom
making it the world class**



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CHANGE MANAGEMENT INSIDE OUT (CMIO)



Changing whole
organizational
Culture





1

**IN-DEPTH
SWOT
ANALYSIS**



2

**ALL DEPTS
AUDITING ESP
ACCOUNTS &
PHARMACY**



3

**FULL LEAN
HEALTHCARE
ALONG WITH
SYSTEMS RE-
ENGINEERING**



4

**FULL TBC
MARKETING
WITH DIGITAL
MARKETING**



5

**WHOLE
HOSPITAL
CULTURE
CHANGE THRU EI
ALONG WITH TOP
MNC COS**

CHANGE MANAGEMENT INSIDE OUT (CMIO)

TOTAL CHANGE OF SCENARIO



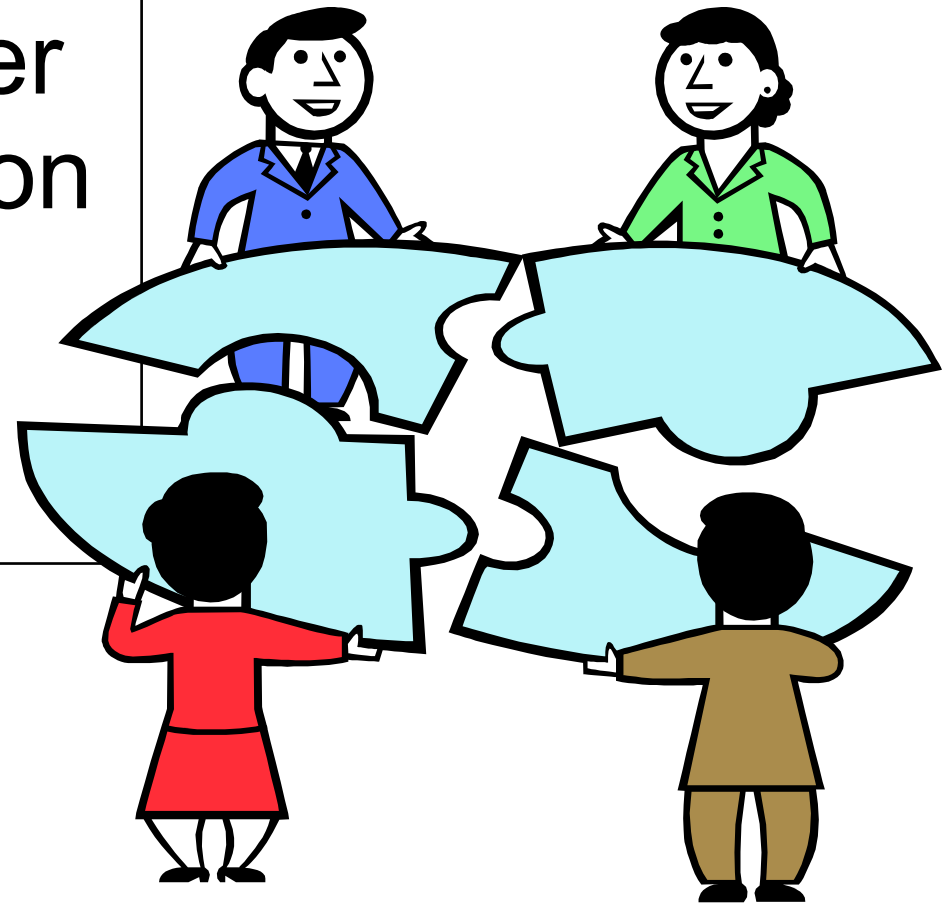
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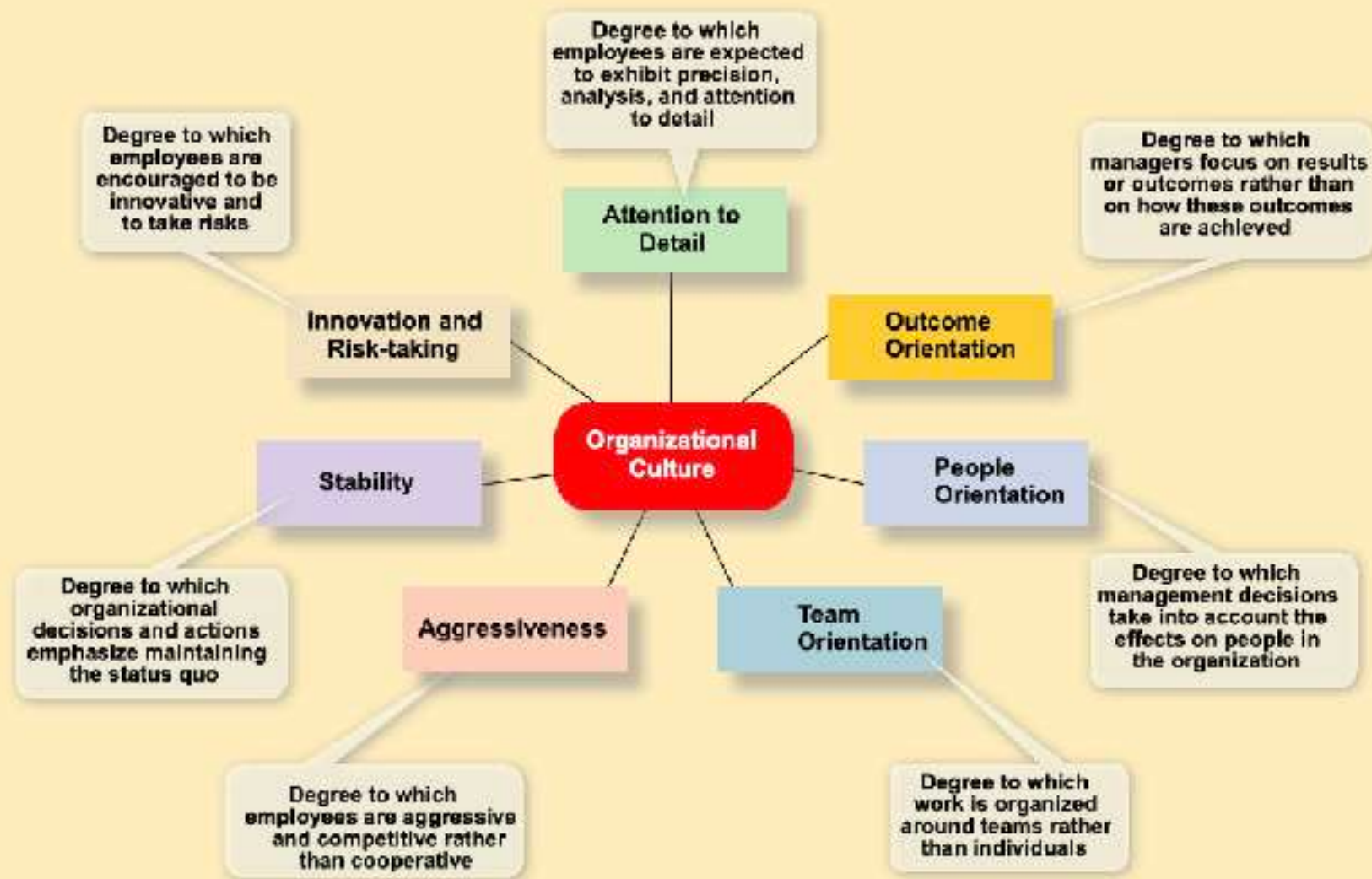
What is
organisational
culture?

- **Organizational Culture Defined**
A system of shared norms, beliefs, values, and assumptions which bind people together, thereby creating shared meanings
- The “personality” of the organization that sets it apart from other organizations.
 - Provides a sense of identify to its members
 - Helps legitimize the management system of the organization
 - Clarifies and reinforces standards of behavior

Creating an ideal culture that makes all the staff work together for achieving the vision and mission of the organisation



Dimensions of Organizational Culture



The AIO (All-in-One) Project is our flagship transformation programme, combining every key initiative to systematically build a world-class healthcare organisation over time.



What do we do in this CMIO Project

- **A comprehensive Lean SWOT Analysis** to identify visible and invisible organisational leakages and create a strategic roadmap for taking your healthcare brand to the next level.
- Integration of all TABOR projects, including Micro Practice Lean, Brand Management Project, Marketing Projects, Systems Engineering, and other specialised initiatives under one transformation programme.



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What do we do in this CMIO Project

- Transform your organisation into a No Competitor Effect Zone (NCEZ) by creating a distinctive patient experience, stronger branding, superior systems, and sustainable competitive advantage.
- Redesign the entire organisation by developing robust systems, standardising processes, training employees at every level, and creating a high-performance, patient-centric organisational culture.

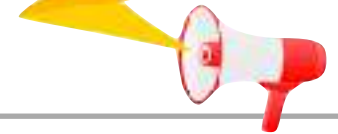


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What happens at the end of CMIO Project*

BENEFITS



- Transforms the hospital into a high-performance organisation
- Creates a no competitor effect zone (ncez)
- Attracts more high-paying patients
- Improves patient retention & referrals
- Maximises staff performance & accountability
- Reduces operational waste & costs
- Establishes world-class systems & processes
- Improves leadership & decision-making
- Increases profitability & cash flow
- Enhances patient satisfaction & trust
- Makes the organisation ready for future growth
- Creates sustainable competitive advantage

*Terms Apply

Next Brand Stabilisation Project



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Tabor As your Management Consultants

**Guiding Your Healthcare
Organisation Towards
Stronger Branding &
Higher Revenue**



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AS MANAGEMENT CONSULTANTS (AMC)



**MONTH AFTER
MONTH
PROFESSIONALISM**



What do we do as management consultants

- Strategic Planning – Guide long-term growth and business excellence.
- Systems Engineering – Standardise processes, SOPs, and documentation.
- Leadership & Staff Development – Coach leaders and train teams for high performance.
- Marketing & Revenue Growth – Develop marketing systems to increase referrals and revenue.



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What do we do as management consultants

- Performance Improvement – Monitor outcomes and drive continuous improvement.
- Organisational Culture – Build a patient-centric, high-performance workplace.
- Ongoing Mentoring – Provide continuous guidance for sustainable growth.



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Key benefits to you when you hire us as your consultants*

BENEFITS



- Higher revenues
- More high-paying patients
- Patients who keep coming back
- More referrals, less advertising
- Maximum staff performance
- Less waste, more profit
- Better cash flow
- A stronger healthcare brand
- Systems that run without constant supervision
- Sustainable long-term growth

* Terms Apply

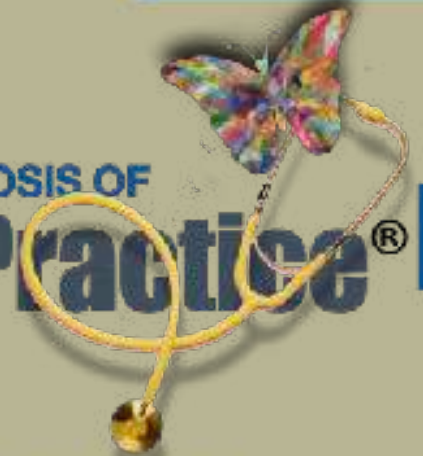
LIVE PROJECTS

**10-20 MINIMUM
YEARS TO SETTLE**



**3-5 YEARS TO LEAP
TO NEXT LEVEL IN
YOUR PRACTICE**

THE
METAMORPHOSIS OF
Your Practice®



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



Our YouTube

Discover our projects in action on our YouTube channel, featuring our successful practice transformation initiatives.



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Case Studies

You can also go thru 3 recent Case Studies in our website



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Testimonials

You can also go thru recent Testimonials
in our website

TESTIMONIALS



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Much more than

TESTIMONIALS



Our goal is to earn repeat projects from our existing clients by consistently delivering measurable results. With over 26 specialised healthcare transformation projects, we strive to become your long-term growth partner while also earning referrals from your friends, colleagues, & professional network.



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