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BOA on the web:

<http://www.boamumbai.com>**The future of private practice !!!**

It was once relatively easy to have a financially prosperous ophthalmology practice...or at least an ophthalmic practice that provided a fair living wage for its owners. But today, an increasing number of ophthalmology practices are finding it difficult to hang on, much less grow...each year.

There can be many causes for an ophthalmology practice to falter:

Property booming, need for high tech equipment for starting practice, excess debt, a remarkably aggressive competitor, lack of access to capital, or having to have business management skills and ophthalmic knowledge and skills

Mergers, Acquisitions, Takeovers and Pharmaceutical Companies investing in Health Care can have significant interpersonal, accounting and regulatory hurdles affecting successful ophthalmic practice in the near future.

Watch out for these deals! Pharmaceutical companies and corporate giants investing in healthcare and coming up with multispecialty hospitals.

- Fortis bought Escorts Hospital in Delhi for 650 CR
- American International Health Management Ltd. starting Hospital in Delhi
- Damodar Valley Co-operation in Chandrapura
- Narayan Institute of Medical Sciences investing in Bangalore
- Sahara India Medical Institute Ltd. Investing 400 CR in UP
- SIR Infrastructure Ltd. investing Rs. 250 CR in Mumbai.
- Global Hospital in West Bengal, Kolkatta
- 170 CR worth project coming up in Nagpur
- Imperial Cancer R & P Ltd. in Bangalore
- Wockhardt opening hospitals in Bangalore and Delhi after Mumbai
- Milmet and Sun Pharma investing in Laser Rx Centres which specializes in -Excimer Lasers , Cataract Surgery , Laser for skin, Varicose Veins, Hair Removal etc.
- Reliance Industry has taken over Mandke and Harkisandas Hospitals in Mumbai and is starting 21 hospitals all over India

Watch out for Advertisements all over the highway diverting you to a near by 1<sup>st</sup> Class Ophthalmic Care. Opticians starting Laser Centres in India and abroad! I wonder when TPA will start their own hospital?

Have multi-specialty clinics and corporate entities really become critically important venture partners who can bring capital, expertise, facilities or property, marketing access to patients, strong co-branding and credibility to survive? Lets all watch!!