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Operational Steps of CDCS to Client for Performing Feasibility Study to Set Up Hospital in Bangladesh

Presentation for

Course

Managing Operations & Quality
(Section: F)

Course Instructor

Ishtiak Siddique



Operational Steps of CDCS to Client for Performing Feasibility Study to Set Up Hospital in Bangladesh

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About CDCS

- Full Name
 - Center for Development & Competitive Strategies
- Legal Status
 - Registered by Registrar of the Joint Stock Companies and Firms
- Establishment
 - 2005

About CDCS

- Business Type
 - Private Sector Research and Consulting Firm
- Core Services
 - Business Consultation
 - Business Research
- Service Areas
 - Business Enterprises
 - Development Organizations
 - Market and Non-Market Entities

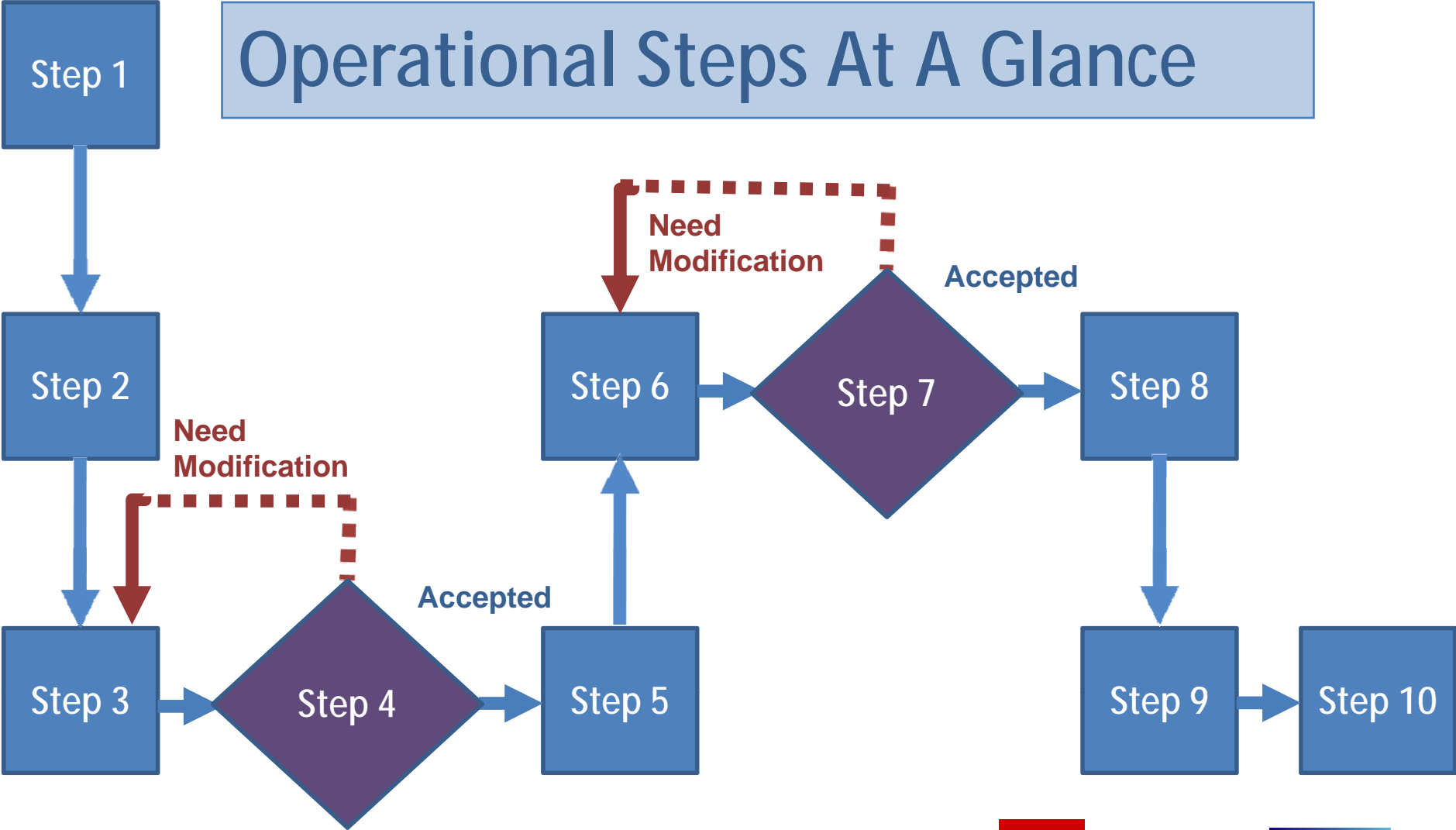
Operational Steps At A Glance

- Step 1: Communicating Clients
- Step 2: Client's Approach
- Step 3: Proposal Submission
- Step 4: Client's Response On Proposal
- Step 5: Negotiation About Cost

Operational Steps At A Glance

- Step 6: Research Work (Main Task)
- Step 7: Draft Submission
- Step 8: Preparation of Presentation
- Step 9: Report Presentation
- Step 10: Billing & Other Concluding Tasks

Operational Steps At A Glance



Step 1



Communicating Clients

- Personal Contact
- Direct Marketing
- Seminars & Other Events
- E-Mail
- Websites



Step 2

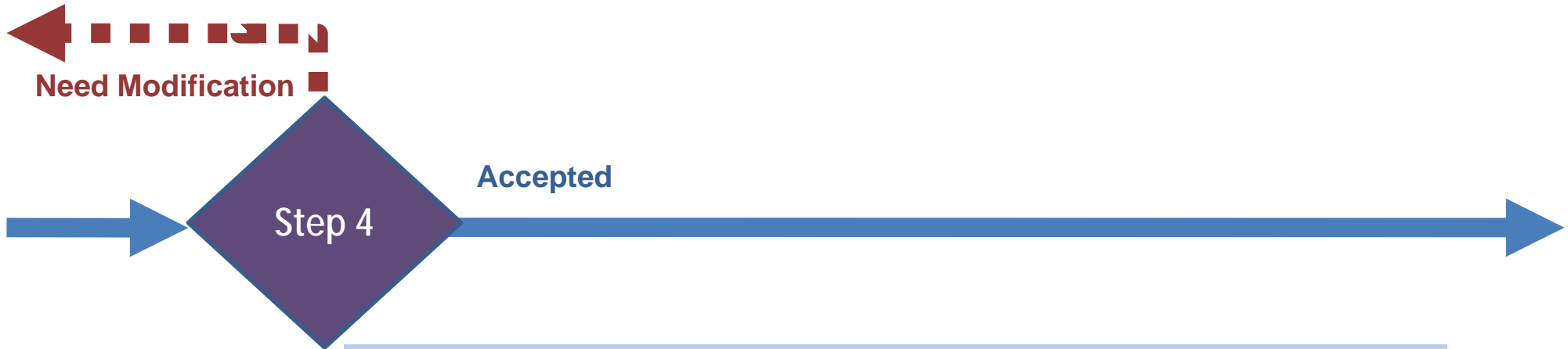
Client's Approach

- Provide Overview of The Study
 - What Needed
 - Why Needed
 - When Needed
- Ask To Send Proposal



Proposal Submission

- Detail of The Topics Covered
- Timeline of the Study
- Cost of The Study



Client's Response On Proposal

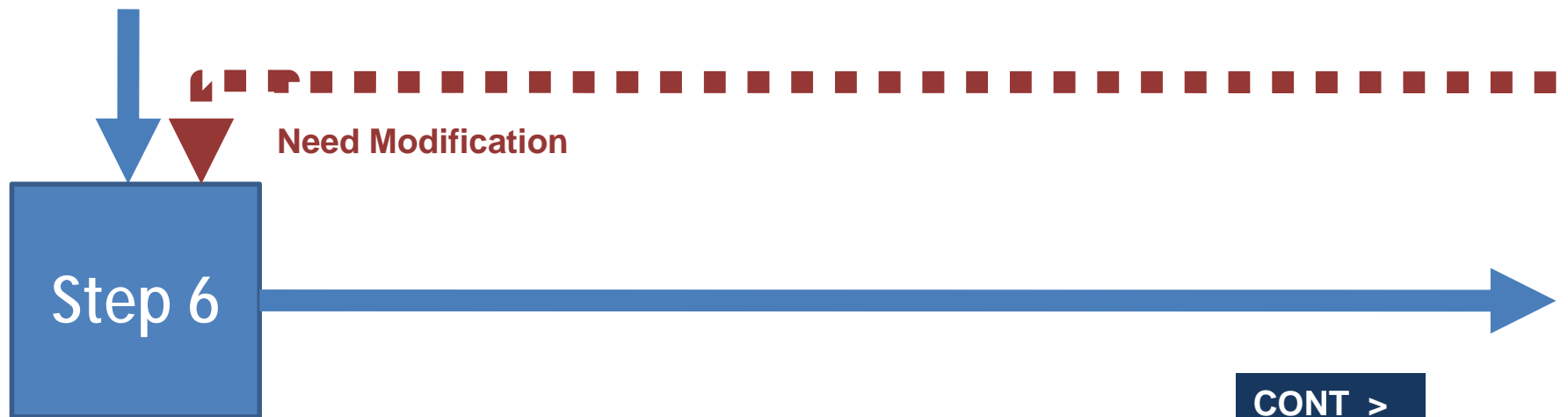
- Completely Accept The Proposal or
- Request for Some Changes
 - If Change Takes Place Then Again Consulting Organization Prepare Proposal (Step 3) & Sent to Client



Step 5

Negotiation About Cost

- Negotiation Takes Place Between
 - Consulting Organization
 - Client Organization(s)
 - Other Stakeholders (if there is/are)
 - Any Other Third Party



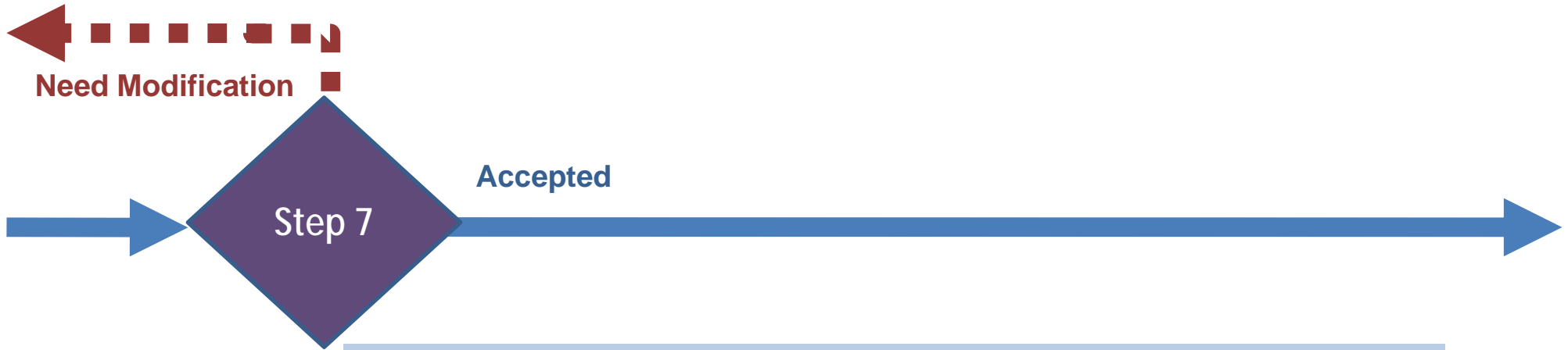
Research Work (Main Task)

1. Healthcare Service in Bangladesh
2. Healthcare Regulatory System in Bangladesh
3. Demand Side: Diseases & Injuries
4. Supply Side: Hospitals & Other Healthcare Facilities



Research Work (Main Task)

5. Medical Tourism: Patients Going Abroad from Bangladesh
6. Price Survey on Healthcare Providers
7. Conclusion & Future Research Agenda



Draft Submission

- Client Organization Accept The Complete Report or
- Ask for Some Addition or Deduction
 - Based on Client's Requirement Consulting Organization Modifies the Report



Step 8

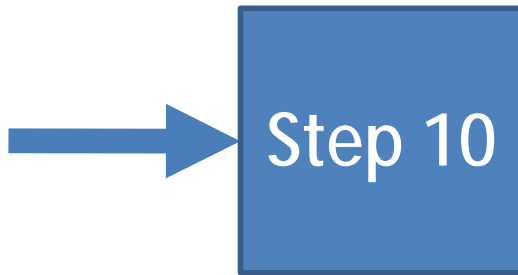
Preparation of Presentation

- Based on The Report Content A Power Point Presentation Prepared by Consulting Organization



Report Presentation

- Power Point Presentation
- Submit
 - Hard Copy of the Report
 - Soft Copy of the Report
 - Soft Copy of Power Point Presentation



Billing & Other Concluding Tasks

- Bill Payment
- Dialogue About Further Work on
 - Current Project's Extension
 - New Project
 - Or Thanks Giving to Each Other



Thank You

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