

Funds Available (USD)		340000			
		Year 1 (2016)		Year 2 (2017)	
S.No.	Particulars	IEF/Rotary	SCEH	IEF/Rotary	SCEH
<b>A</b>	<b>Funding</b>				
1	Equipment	8587303	0	0	0
2	Support Infrastructure	1407349	0	0	0
3	Manpower	5460000	0	425964	
4	Overheads	2250000	0	0	
5	OPD	0	910800	0	1200600
6	Surgery	0	0	0	0
a	Free			0	
b	from Paid surgery	0	4669020	0	6073911
7	from Procedure	0	910800	0	1200600
8	from Optical	0	819720	0	1080540
9	Renovation support	4309359	0	0	0
	<b>Total Funding</b>	<b>22014011</b>	<b>7310340</b>	<b>425964</b>	<b>9555651</b>
<b>B</b>	<b>Exp</b>				
1	Equipment	8587303		0	0
2	Support Infrastructure	1407349		0	0
3	Manpower	5460000		425964	5580036
4	Overheads	2250000		0	2250000
5	Surgery	0	2500041	0	3124037
6	Procedure		91080		120060
7	Optical		409860		540270
8	For renovation		6587625		
	<b>Total Exp</b>	<b>17704652</b>	<b>9588606</b>	<b>425964</b>	<b>11614403</b>
	<b>Deficit/Surplus (INR)(A-B)</b>	<b>4309359.12</b>	<b>-2278266</b>		<b>-2058752</b>
	<b>Deficit/Surplus (USD)</b>		<b>-34519</b>	<b>0</b>	<b>-31193</b>
	<b>Free Surgeries</b>		2094000		2480000

Funds Available (USD)		\$340,000			
		Year 1 (2016)		Year 2 (2017)	
S.No.	Particulars	IEF/Rotary	SCEH	IEF/Rotary	SCEH
A	Funding				
1	Equipment	\$130,110.65	\$0.00	\$0.00	\$0.00
2	Support Infrastructure	\$21,323.47	\$0.00	\$0.00	\$0.00
3	Manpower	\$82,727.27	\$0.00	\$6,454.00	
4	Overheads	\$34,090.91	\$0.00	\$0.00	
5	OPD	\$0.00	\$13,800.00	0	\$18,190.91
6	Surgery	\$0.00	\$0.00	0	\$0.00
a	Free	\$0.00	\$0.00	0	\$0.00
b	from Paid surgery	\$0.00	\$70,742.73	0	\$92,028.95
7	from Procedure	\$0.00	\$13,800.00	0	\$18,190.91

8	from Optical	\$0.00	\$12,420.00	0	\$16,371.82
9	Renovation support	\$65,293.32	\$0.00	0	\$0.00
<b>Total Funding</b>		<b>\$333,545.62</b>	<b>\$110,762.73</b>	<b>\$6,454.00</b>	<b>\$144,782.59</b>
		\$0.00	\$0.00		\$0.00
B	Exp	\$0.00	\$0.00		\$0.00
1	Equipment	\$130,110.65	\$0.00	0	\$0.00
2	Support Infrastructure	\$21,323.47	\$0.00	0	\$0.00
3	Manpower	\$82,727.27	\$0.00	425964	\$84,546.00
4	Overheads	\$34,090.91	\$0.00	0	\$34,090.91
5	Surgery	\$0.00	\$37,879.41	0	\$47,333.89
6	Procedure	\$0.00	\$1,380.00		\$1,819.09
7	Optical	\$0.00	\$6,210.00		\$8,185.91
8	For renovation	\$0.00	\$99,812.50		\$0.00
<b>Total Exp</b>		<b>\$268,252.30</b>	<b>\$145,281.91</b>	<b>425964</b>	<b>\$175,975.80</b>
<b>Deficit/Surplus (INR)(A-B)</b>		<b>4309359</b>	<b>-2278266</b>		<b>-2058752</b>
<b>Deficit/Surplus (USD)</b>		<b>\$65,293.32</b>	<b>-\$34,519.18</b>	<b>0</b>	<b>-\$31,193.21</b>

<b>Free Surgeries</b>	<b>\$31,727.27</b>	<b>\$37,575.76</b>
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Year 3 (2018)	
IEF/Rotary	SCEH
0	0
0	0
0	0
0	0
0	1490400
0	0
0	0
0	7435051
0	1564920
0	1415880
0	0
<b>0</b>	<b>11906251</b>
0	0
0	0
0	6606600
0	2362500
0	3590043
0	156492
0	707940
0	0
<b>0</b>	<b>13423575</b>
<b>0</b>	<b>-1517324</b>
<b>0</b>	

425964 carried forward from first yr funding

	3237500	<b>To be raised</b>
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Year 3 (2018)  
IEF/Rotary    SCEH

\$0.00	\$0.00
\$0.00	\$0.00
\$0.00	\$0.00
\$0.00	\$0.00
0	\$22,581.82
0	\$0.00
0	\$0.00
0	\$112,652.29
0	\$23,710.91

0	\$21,452.73	
0	\$0.00	
<b>0</b>	<b>\$180,397.75</b>	
	\$0.00	
	\$0.00	
0	\$0.00	
0	\$0.00	
0	\$100,100.00	\$84,546 carried over from 1st year funding
0	\$35,795.45	
0	\$54,394.59	
0	\$2,371.09	
0	\$10,726.36	
0	\$0.00	
0	\$203,387.50	
0	-1517324	
0	-\$22,989.75	

**\$49,053.03**

**\$118,356**

\*additional funding needed

<b>Urban Surgical Center, Karol Bagh, New Delhi</b>	
	<b>Funds Needed</b>
Land	In Kind
Building	In Kind
Equipment (Clinic & OT)	8587303
Support (Infra)	1407349
Renovation/Civil Work (Refer to Annexure 2)	6587625
Running support (Operational deficit for three years)	7402680
<b>Total (INR)</b>	<b>23984957</b>
<b>USD (@66)</b>	<b>363408</b>
<i>all costs are subject to local taxes and inflation</i>	

<b>Total Beneficiaries</b>	<b>14735</b>
<b>Cost per beneficiary (INR)</b>	<b>1627.75</b>
<b>Cost per beneficiary (USD)</b>	<b>24.66</b>

		<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
<b>Capital cost</b>	<b>10000000.00 (Land + Building in kind)</b>			
	<b>Equipment</b>			
	<b>Infrastructure cost</b>			
<b>Operational &amp; Consumables costs</b>	Manpower	5460000	6006000	6606600
	Overheads	2250000	2250000	2362500
	Consumable Cost	3000981	3784367	4454475
	<b>Total Operational Cost</b>	<b>10710981</b>	<b>12040367</b>	<b>13423575</b>
	<b>Total Revenue</b>	<b>7310340</b>	<b>9555651</b>	<b>11906251</b>
	Surplus/ Deficit (INR)	-3400641	-2484716	-1517324

<b>Urban Surgical Center, Karol Bagh, New Delhi</b>	
	<b>Funds Needed</b>
Land	In Kind
Building	In Kind
Equipment (Clinic & OT)	\$130,110.65
Support (Infra)	\$21,323.47
Renovation/Civil Work (Refer to Annexure 2)	\$99,812.50
Running support (Operational deficit for three years)	\$112,161.82

Total (INR)	<b>23984957</b>
USD (@66)	<b>\$363,408.44</b>
<i>all costs are subject to local taxes and inflation</i>	

<b>Total Beneficiaries</b>	<b>14,735</b>
<b>Cost per beneficiary (INR)</b>	<b>1627.75</b>
<b>Cost per beneficiary (USD)</b>	<b>24.66</b>

		Year 1	Year 2	Year 3
<b>Capital cost</b>	<b>10000000.00 (Land + Building in kind)</b>			
	<b>Equipment</b>			
	<b>Infrastructure cost</b>			
<b>Operational &amp; Consumables costs</b>	Manpower	\$82,727.27	\$91,000.00	\$100,100.00
	Overheads	\$34,090.91	\$34,090.91	\$35,795.45
	Consumable Cost	\$45,469.41	\$57,338.89	\$67,492.04
	<b>Total Operational Cost</b>	<b>\$162,287.59</b>	<b>\$182,429.80</b>	<b>\$203,387.50</b>
	<b>Total Revenue</b>	<b>\$110,762.73</b>	<b>\$144,782.59</b>	<b>\$180,397.75</b>
	Surplus/ Deficit (INR)	-\$51,524.86	-\$37,647.21	-\$22,989.75

Additional Equipments	EQUIPMENT		QTY	Unit cost	Total (INR)
Out Patient Department	Vision drums (motorised)		2	15,831	31,662
	Refraction sets + trial frames		2	5,250	10,500
	Examination units		2	94,605	189,210
	Slit lamp with AT		2	106,085	212,170
	Keratometer		1	30,051	30,051
	Indirect Ophthalmoscope-appa		1	22,260	22,260
	Lensometer		1	16,695	16,695
	Yag Laser		1	723,450	723,450
	Retinoscope		2	26,775	53,550
	A scan (Alcon)		1	246,750	246,750
	Visual field analyzer		1	1,860,480	1,860,480
	<b>Sub total</b>				<b>3,396,778</b>
Operation Theater	OT table (motorized)		1	60,000	60,000
	Operating microscope		1	1,450,000	1,450,000
	Flash autoclave		1	547,891	547,891
	B-scan		1	525,000	525,000
	Surgical Instrument sets		6	31,390	188,340
	Instrument trolleys		3	3,098	9,294
	Phaco Machine		1	1,760,000	1,760,000
	Misc OT fixtures		1	150,000	150,000
	Other minor equipments			500,000	500,000
	<b>Sub total</b>				<b>5,190,525</b>
<b>Total (INR)</b>					<b>8,587,303</b>

Additional Equipments	EQUIPMENT		QTY	Unit cost	Total (INR)
	Vision drums (motorised)		2	\$239.86	\$479.73
	Refraction sets + trial frames		2	\$79.55	\$159.09
	Examination units		2	\$1,433.41	\$2,866.82
	Slit lamp with AT		2	\$1,607.35	\$3,214.70
	Keratometer		1	\$455.32	\$455.32

Out Patient Department	Indirect Ophthalmoscope- appa		1	\$337.27	\$337.27
	Lensometer		1	\$252.95	\$252.95
	Yag Laser		1	\$10,961.36	\$10,961.36
	Retinoscope		2	\$405.68	\$811.36
	A scan (Alcon)		1	\$3,738.64	\$3,738.64
	Visual field analyzer		1	\$28,189.09	\$28,189.09
	<b>Sub total</b>				<b>\$51,466.33</b>
Operation Theater	OT table (motorized)		1	\$909.09	\$909.09
	Operating microscope		1	\$21,969.70	\$21,969.70
	Flash autoclave		1	\$8,301.38	\$8,301.38
	B-scan		1	\$7,954.55	\$7,954.55
	Surgical Instrument sets		6	\$475.61	\$2,853.64
	Instrument trolleys		3	\$46.94	\$140.82
	Phaco Machine		1	\$26,666.67	\$26,666.67
	Misc OT fixtures		1	\$2,272.73	\$2,272.73
	Other minor equipments			\$7,575.76	\$7,575.76
	<b>Sub total</b>				<b>\$78,644.32</b>
<b>Total (INR)</b>					<b>\$130,110.65</b>

Additional Equipments	EQUIPMENT		QTY	Unit cost	Total (INR)
Out Patient Department	Vision drums (motorised)		2	\$240	\$480
	Refraction sets + trial frames		2	\$80	\$159
	Examination units		2	\$1,433	\$2,867
	Slit lamp with AT		2	\$1,607	\$3,215
	Keratometer		1	\$455	\$455
	Indirect Ophthalmoscope- appa		1	\$337	\$337
	Lensometer		1	\$253	\$253
	Yag Laser		1	\$10,961	\$10,961
	Retinoscope		2	\$406	\$811
	A scan (Alcon)		1	\$3,739	\$3,739
	Visual field analyzer		1	\$28,189	\$28,189
	<b>Sub total</b>				<b>\$51,466</b>

Operation Theater	<i>OT table (motorized)</i>		1	<b>\$909</b>	\$909
	<i>Operating microscope</i>		1	<b>\$21,970</b>	\$21,970
	<i>Flash autoclave</i>		1	<b>\$8,301</b>	\$8,301
	<i>B-scan</i>		1	<b>\$7,955</b>	\$7,955
	<i>Surgical Instrument sets</i>		6	<b>\$476</b>	\$2,854
	<i>Instrument trolleys</i>		3	<b>\$47</b>	\$141
	<i>Phaco Machine</i>		1	<b>\$26,667</b>	\$26,667
	<i>Misc OT fixtures</i>		1	<b>\$2,273</b>	\$2,273
	<i>Other minor equipments</i>			<b>\$7,576</b>	\$7,576
	<b>Sub total</b>				<b>\$78,644</b>
<b>Total (INR)</b>					<b>\$130,111</b>

Support Infrastructure	Support Equipment	Specification	QTY	Unit cost	Total (INR)
	Generator(62.5KVA)		1	617625	617625
	Online UPS support (OT, OPD)		1	122063	122063
	Water pump + storage		1	32000	32000
	Water purifire (RO) and Cooler		1	47813	47813
	Fire safety equipment	one in each area	3	7416	22248
	Computers	Registration + Office + Misc	2	36800	73600
	Printer (with Fax & scan)	1 (Multi) + 1 regular	1	22000	22000
	IHMS package*		1	70000	70000
	Ward -beds, linen, uniforms, etc.		10	20000	200000
	Contingency			200000	200000
<b>Total</b>				<b>1175717</b>	<b>1407349</b>

Support Infrastructure	Support Equipment	Specification	QTY	Unit cost	Total (INR)
	Generator(62.5KVA)		1	\$9,357.95	\$9,357.95
	Online UPS support (OT, OPD)		1	\$1,849.44	\$1,849.44
	Water pump + storage		1	\$484.85	\$484.85
	Water purifire (RO) and Cooler		1	\$724.44	\$724.44
	Fire safety equipment	one in each area	3	\$112.36	\$337.09
	Computers	Registration + Office + Misc	2	\$557.58	\$1,115.15
	Printer (with Fax & scan)	1 (Multi) + 1 regular	1	\$333.33	\$333.33
	IHMS package*		1	\$1,060.61	\$1,060.61
	Ward -beds, linen, uniforms, etc.		10	\$303.03	\$3,030.30
	Contingency			\$3,030.30	\$3,030.30
<b>Total</b>				<b>\$17,813.89</b>	<b>\$21,323.47</b>

Support Infrastruc	Support Equipment	Specification	QTY	Unit cost	Total (INR)
	Generator(62.5KVA)		1	\$9,358	\$9,358
	Online UPS support (OT, OPD)		1	\$1,849	\$1,849

Water pump + storage	1	\$485	\$485
Water purifire (RO) and Cooler	1	\$724	\$724
Fire safety equipment one in each area	3	\$112	\$337
Computers Registration + Of	2	\$558	\$1,115
Printer (with Fax & scar 1 (Multi) + 1 regi	1	\$333	\$333
IHMS package*	1	\$1,061	\$1,061
Ward -beds, linen, uniforms, etc.	10	\$303	\$3,030
Contingency		\$3,030	\$3,030
<b>Total</b>		<b>\$17,814</b>	<b>\$21,323</b>

OT  
OPD

MANPOWER	Nos.	Unit cost	year 1	year 2	year 3	Total
<b>Doctors / Surgeons</b>						
Consultant	1	120000	1440000	1584000	1742400	<b>4766400</b>
Jr. Consultant	1	80000	960000	1056000	1161600	<b>3177600</b>
<b>OT SUPPORT STAFF</b>				0	0	<b>0</b>
Sr. Nurse	1	25000	300000	330000	363000	<b>993000</b>
Ophthalmic Assistant	4	5500	264000	290400	319440	<b>873840</b>
<b>OPD SUPPORT STAFF (2 per OPD)</b>				0	0	<b>0</b>
Optometrist (Senior)	1	20000	240000	264000	290400	<b>794400</b>
Optometrist (Junior)	1	16000	192000	211200	232320	<b>635520</b>
VTs	2	5500	132000	145200	159720	<b>436920</b>
Clinic Manager	1	40000	480000	528000	580800	<b>1588800</b>
PCA	2	5500	132000	145200	159720	<b>436920</b>
Counsellors	1	12000	144000	158400	174240	<b>476640</b>
Sales cum fitter	1	8000	96000	105600	116160	<b>317760</b>
Accountant	1	15000	180000	198000	217800	<b>595800</b>
Senior	1	25000	300000	330000	363000	<b>993000</b>
Field Coordinator	2	10000	240000	264000	290400	<b>794400</b>
Security	2	8000	192000	211200	232320	<b>635520</b>
Outsource Staff - Housekeeping	2	7000	168000	184800	203280	<b>556080</b>
<b>Total</b>	<b>24</b>		<b>5460000</b>	<b>6006000</b>	<b>6606600</b>	<b>18072600</b>

1440000	1584000	1742400
960000	1056000	1161600
	0	0
300000	330000	363000
264000	290400	319440
	0	0
240000	264000	290400
192000	211200	232320
132000	145200	159720
480000	528000	580800
132000	145200	159720
144000	158400	174240
96000	105600	116160
180000	198000	217800
300000	330000	363000
240000	264000	290400
192000	211200	232320
168000	184800	203280
<b>5460000</b>	<b>6006000</b>	<b>6606600</b>

OT  
OPD

MANPOWER	Nos.	Unit cost	year 1	year 2	year 3	Total
<b>Doctors / Surgeons</b>						
Consultant	1	\$1,818.18	\$21,818.18	\$24,000.00	\$26,400.00	\$72,218.18
Jr. Consultant	1	\$1,212.12	\$14,545.45	\$16,000.00	\$17,600.00	\$48,145.45
<b>OT SUPPORT STAFF</b>				0	0	0
Sr. Nurse	1	\$378.79	\$4,545.45	\$5,000.00	\$5,500.00	\$15,045.45
Ophthalmic Assistant	4	\$83.33	\$4,000.00	\$4,400.00	\$4,840.00	\$13,240.00
<b>OPD SUPPORT STAFF (2 per OPD)</b>				0	0	0
Optometrist (Senior)	1	\$303.03	\$3,636.36	\$4,000.00	\$4,400.00	\$12,036.36
Optometrist (Junior)	1	\$242.42	\$2,909.09	\$3,200.00	\$3,520.00	\$9,629.09
VTs	2	\$83.33	\$2,000.00	\$2,200.00	\$2,420.00	\$6,620.00
Clinic Manager	1	\$606.06	\$7,272.73	\$8,000.00	\$8,800.00	\$24,072.73
PCA	2	\$83.33	\$2,000.00	\$2,200.00	\$2,420.00	\$6,620.00
Counsellors	1	\$181.82	\$2,181.82	\$2,400.00	\$2,640.00	\$7,221.82
Sales cum fitter	1	\$121.21	\$1,454.55	\$1,600.00	\$1,760.00	\$4,814.55
Accountant	1	\$227.27	\$2,727.27	\$3,000.00	\$3,300.00	\$9,027.27
Sales/Marketing Senior	1	\$378.79	\$4,545.45	\$5,000.00	\$5,500.00	\$15,045.45
Field Coordinator	2	\$151.52	\$3,636.36	\$4,000.00	\$4,400.00	\$12,036.36
Security	2	\$121.21	\$2,909.09	\$3,200.00	\$3,520.00	\$9,629.09
Outsource Staff - Housekeeping	2	\$1,818.18	\$1,818.18	\$1,818.18	\$1,818.18	\$1,818.18
<b>Total</b>	<b>24</b>		<b>\$82,727.27</b>	<b>\$91,000.00</b>	<b>\$100,100.00</b>	<b>\$273,827.27</b>

4766400

3177600

0

993000

873840

0

794400

635520

436920

1588800

436920

476640

317760

595800

993000

794400

635520

556080

18072600

Overhead	Nos.	Rate	Year 1	Year 2	Year 3
:- Electricity Expenses		45000	540000	540000	567000
:- Diesel	1	4000	48000	48000	50400
:- Printing & Stationary	1	3000	36000	36000	37800
:- Transport expenses for free patients ( 3 times in a week @ 50 km each)		12000	144000	144000	151200
:- AMC Furniture & Fixture	1	2500	30000	30000	31500
:- Genset AMC	1	2500	30000	30000	31500
:- Repair Building	1	2000	24000	24000	25200
:- Repair & Maintenance/ Housekeeping exp	1	3000	36000	36000	37800
:- Internet Charges	1	2000	24000	24000	25200
:- Cell / Telephone Expenses	1	1500	18000	18000	18900
:- Marketing expense	1	100000	1200000	1200000	1260000
:- Staff Welfare	1	10000	120000	120000	126000
<b>Total</b>			<b>2250000</b>	<b>2250000</b>	<b>2362500</b>

Overhead  
:- Electricit  
:- Diesel  
:- Printing i  
  
:- Transpor  
:- AMC Fur  
:- Genset A  
:- Repair B  
:- Repair &  
:- Internet  
:- Cell / Tel  
:- Marketir  
:- Staff We  
Total

Overhead	Nos.	Rate	Year 1	Year 2	Year 3
:- Electricity Expenses		\$681.82	\$8,181.82	\$8,181.82	\$8,590.91
:- Diesel	1	\$60.61	\$727.27	\$727.27	\$763.64
:- Printing & Stationary	1	\$45.45	\$545.45	\$545.45	\$572.73
:- Transport expenses for free patients ( 3 times in a week @ 50 km each)		\$181.82	\$2,181.82	\$2,181.82	\$2,290.91
:- AMC Furniture & Fixture	1	\$37.88	\$454.55	\$454.55	\$477.27
:- Genset AMC	1	\$37.88	\$454.55	\$454.55	\$477.27
:- Repair Building	1	\$30.30	\$363.64	\$363.64	\$381.82
:- Repair & Maintenance/ Housekeeping exp	1	\$45.45	\$545.45	\$545.45	\$572.73
:- Internet Charges	1	\$30.30	\$363.64	\$363.64	\$381.82
:- Cell / Telephone Expenses	1	\$22.73	\$272.73	\$272.73	\$286.36
:- Marketing expense	1	\$1,515.15	\$18,181.82	\$18,181.82	\$19,090.91
:- Staff Welfare	1	\$151.52	\$1,818.18	\$1,818.18	\$1,909.09
<b>Total</b>			<b>\$34,090.91</b>	<b>\$34,090.91</b>	<b>\$35,795.45</b>

Nos.	Rate	Year 1	Year 2	Year 3
y Expenses	\$681.82	\$8,181.82	\$8,181.82	\$8,590.91
1	\$60.61	\$727.27	\$727.27	\$763.64
1	\$45.45	\$545.45	\$545.45	\$572.73
t expenses	\$181.82	\$2,181.82	\$2,181.82	\$2,290.91
1	\$37.88	\$454.55	\$454.55	\$477.27
1	\$37.88	\$454.55	\$454.55	\$477.27
1	\$30.30	\$363.64	\$363.64	\$381.82
1	\$45.45	\$545.45	\$545.45	\$572.73
1	\$30.30	\$363.64	\$363.64	\$381.82
1	\$22.73	\$272.73	\$272.73	\$286.36
1	\$1,515.15	\$18,181.82	\$18,181.82	\$19,090.91
1	\$151.52	\$1,818.18	\$1,818.18	\$1,909.09
		\$34,090.91	\$34,090.91	\$35,795.45

Revenue Generation						
S. No.		Rate in %	Year 1	Year 2	Year 3	Total
<b>1</b>	<b>OPD:</b>					
	OPD (23 days/ month) Total		6072	8004	9936	24012
	New Patient		3643	4802	5962	14407
	Old Patient		2429	3202	3974	9605
	Amount of OPD @ 250 (60:40) (First: revisit)		910,800	1200600	1490400	<b>3601800</b>
<b>2</b>	<b>Cataract load @4% of OPD</b>					
	Conversion Load walkin	10%	607	800	994	<b>2401</b>
	Numbers of paying surgeries		383	520	646	<b>1549</b>
	Non paying surgeries from camps		1047	1240	1295	<b>3582</b>
	<b>Total Surgical output</b>		<b>1430</b>	<b>1760</b>	<b>1941</b>	<b>5130</b>
<b>3</b>	<b>Surgical Revenue (INR):</b>					
	<b>Non paying (30%) surgery support to be sourced</b>	<b>1500</b>	<b>1570478</b>	<b>1859805</b>	<b>1942182</b>	<b>5372465</b>
	8000.00	30%	918086	1248624	1627517	<b>3794227</b>
	12000.00	20%	918086	1248624	1627517	<b>3794227</b>
	15000.00	10%	573804	780390	1017198	<b>2371392</b>
	18000.00	10%	688565	936468	1220638	<b>2845670</b>
	<b>Total Surgical revenue</b>	<b>70%</b>	<b>4669020</b>	<b>6073911</b>	<b>7435051</b>	<b>18177982</b>
<b>4</b>	<b>Surgical Cost (INR):</b>					
	<b>Non Paying (30%)</b>	<b>1500</b>	<b>1570478</b>	<b>1859805</b>	<b>1942182</b>	<b>5372465</b>
*	8000.00	30%	275426	374587	488255	<b>1138268</b>
*	12000.00	30%	275426	374587	488255	<b>1138268</b>
*	15000.00	30%	172141	234117	305159	<b>711418</b>
	18000.00	30%	206569	280940	366191	<b>853701</b>
	<b>Total Surgical cost</b>		<b>2500041</b>	<b>3124037</b>	<b>3590043</b>	<b>9214120</b>
<b>5</b>	<b>Procedures: 15% of the OPD @Rs. 1000/-</b>					
	Conversion Load	15%	911	1201	1490	<b>3602</b>

Totally Free

Subsideised

	Procedure revenue		910800	1200600	1564920	<b>3676320</b>
	Procedure contribution	10%	91080	120060	156492	<b>367632</b>
<b>6</b>	<b>Optical: 30% of OPD @Rs. 450/- per head</b>					
	Conversion Load	30%	1822	2401	2981	<b>7204</b>
	Optical revenue		819720	1080540	1415880	<b>3316140</b>
	Optical contribution	50%	409860	540270	707940	<b>1658070</b>
<b>7</b>	<b>Total Revenue</b>		<b>7310340</b>	<b>9555651</b>	<b>11906251</b>	<b>28772242</b>
	<b>Consumables cost (incl Optical)</b>		<b>3000981</b>	<b>3784367</b>	<b>4454475</b>	<b>11239822</b>
<b>8</b>	<b>Overheads &amp; Manpower</b>					
	<b>overall expense (Salaries, maintenance, over heads)</b>		7710000	8256000	8969100	24935100
	<b>Net operational revenue</b>		4309359	5771284	7451776	17532420
	<b>Deficit/Surplus (INR)</b>		<b>-3400641</b>	<b>-2484716</b>	<b>-1517324</b>	<b>-7402680</b>

Note :

Number of Surgeries % of Conversion load		63%	65%	65%	
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- \* **Differentials will be built in to segregate the tiered pricing structure:**  
Rs 5000 surgery cases will get SICS/ECCE with IOCare lense (non-foldable) & have non AC waiting area/ward  
Rs 8000 surgery cases will get Phaco with Acrysof lense (foldable) & have AC waiting areas/ward  
Rs 12000 surgery cases will get Phaco with Ultima lense (foldable) & have AC waiting areas/wards.

Revenue Generation						
S. No.		Rate in %	Year 1	Year 2	Year 3	Total
<b>1</b>	<b>OPD:</b>					
	OPD (23 days/ month) Total		6,072	8,004	9,936	24,012

	New Patient		3,643	4,802	5,962	14,407	
	Old Patient		2,429	3,202	3,974	9,605	
	Amount of OPD @ 250 (60:40) (First: revisit)		\$13,800	\$18,191	\$22,582	\$54,573	
<b>2</b>	<b>Cataract load @4% of OPD</b>						
	Conversion Load walkin	10%	607	800	994	2,401	
	Numbers of paying surgeries		383	520	646	1,549	
	Non paying surgeries from camps		1,047	1,240	1,295	3,582	Totally Free
	<b>Total Surgical output</b>		<b>1,430</b>	<b>1,760</b>	<b>1,941</b>	<b>5,130</b>	
<b>3</b>	<b>Surgical Revenue (INR):</b>						
	<b>Non paying (30%) surgery support to be sourced externally</b>	<b>1,500</b>	<b>\$23,795</b>	<b>\$28,179</b>	<b>\$29,427</b>	<b>\$81,401</b>	Free \$23,795
	8000.00	30%	\$13,910	\$18,919	\$24,659	\$57,488	Subsidized \$13,910
	12000.00	20%	\$13,910	\$18,919	\$24,659	\$57,488	\$13,910
	15000.00	10%	\$8,694	\$11,824	\$15,412	\$35,930	\$8,694
	18000.00	10%	\$10,433	\$14,189	\$18,495	\$43,116	\$10,433
	<b>Total Surgical revenue</b>	<b>70%</b>	<b>\$70,743</b>	<b>\$92,029</b>	<b>\$112,652</b>	<b>\$275,424</b>	\$70,743
<b>4</b>	<b>Surgical Cost (INR):</b>						
	<b>Non Paying (30%)</b>	<b>1500</b>	<b>\$23,795</b>	<b>\$28,179</b>	<b>\$29,427</b>	<b>\$81,401</b>	\$23,795
*	8000.00	30%	\$4,173	\$5,676	\$7,398	\$17,246	\$4,173
*	12000.00	30%	\$4,173	\$5,676	\$7,398	\$17,246	\$4,173
*	15000.00	30%	\$2,608	\$3,547	\$4,624	\$10,779	\$2,608
	18000.00	30%	\$3,130	\$4,257	\$5,548	\$12,935	\$3,130
	<b>Total Surgical cost</b>		<b>\$37,879</b>	<b>\$47,334</b>	<b>\$54,395</b>	<b>\$139,608</b>	\$37,879
<b>5</b>	<b>Procedures: 15% of the OPD @Rs. 1000/-</b>						
	Conversion Load	15%	911	1,201	1,490	3,602	
	Procedure revenue		\$13,800	\$18,191	\$23,711	\$55,702	
	Procedure contribution	10%	\$1,380	\$1,819	\$2,371	\$5,570	
<b>6</b>	<b>Optical: 30% of OPD @Rs. 450/- per head</b>						
	Conversion Load	30%	1,822	2,401	2,981	7,204	
	Optical revenue		\$12,420	\$16,372	\$21,453	\$50,245	

	Optical contribution	50%	\$6,210	\$8,186	\$10,726	<b>\$25,122</b>
<b>7</b>	<b>Total Revenue</b>		<b>\$110,763</b>	<b>\$144,783</b>	<b>\$180,398</b>	<b>\$435,943</b>
	Consumables cost (incl Optical)		\$45,469	\$57,339	\$67,492	\$170,300
<b>8</b>	<b>Overheads &amp; Manpower</b>					
	overall expense (Salaries, maintenance, over heads)		\$116,818	\$125,091	\$135,895	\$377,805
	Net operational revenue		\$65,293	\$87,444	\$112,906	\$265,643
	Deficit/Surplus (INR)		-\$51,525	-\$37,647	-\$22,990	-\$112,162

Note :

Number of Surgeries % of Conversion load		63%	65%	65%	
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- \* **Differentials will be built in to segregate the tiered pricing structure:**  
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Rs 12000 surgery cases will get Phaco with Ultima lense (foldable) & have AC waiting areas/wards.





\$28,179	\$29,427	\$81,401
\$18,919	\$24,659	\$57,488
\$18,919	\$24,659	\$57,488
\$11,824	\$15,412	\$35,930
\$14,189	\$18,495	\$43,116
\$92,029	\$112,652	\$275,424

\$28,179	\$29,427	\$81,401
\$5,676	\$7,398	\$17,246
\$5,676	\$7,398	\$17,246
\$3,547	\$4,624	\$10,779
\$4,257	\$5,548	\$12,935
\$47,334	\$54,395	\$139,608