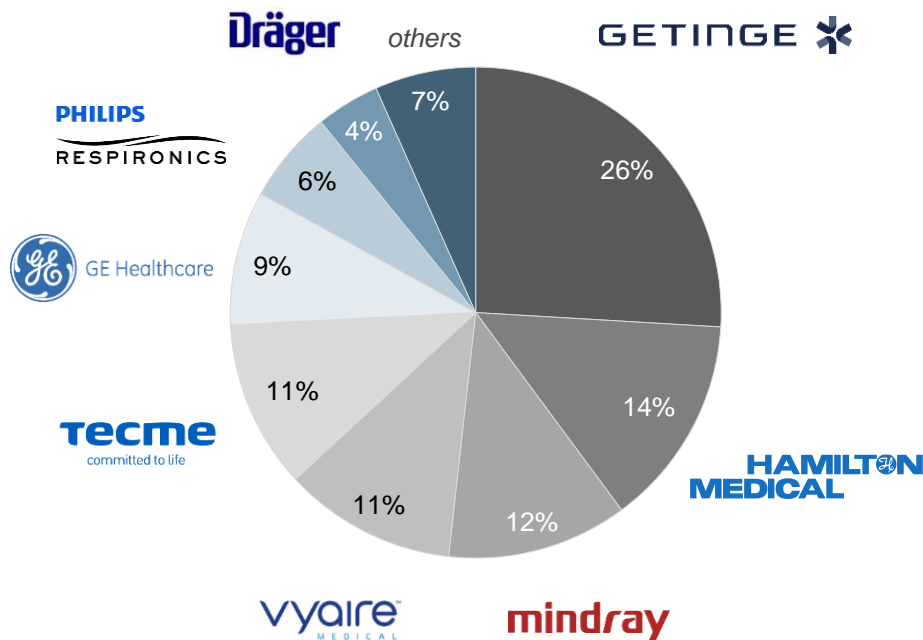


With a population of 1.37 billion people, approx. 3,000 ventilators were procured in India in 2019, a ratio of 2.2 ventilators purchased per 1 million people/year; US ratio: 18; UK: 9

Market share of ventilation providers in India 2019



Most sold ventilators in India 2019



Dr. Saproo has excellent knowledge on the South Asian healthcare markets



Dr. Sanjay Saproo
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Expertise

- Leadership & Strategic Management
- Business Management
- Supply Chain Management
- Creative thinker & Innovative approach
- Time & Team Management
- Champion in patient safety and reduction of medical error

Education

- Fellowship in patient safety, American Hospital Association - NPSF, Chicago USA
- PhD in Management of Healthcare Supply Chain for reducing mortality and cost to improve the patient care and Safety, Amity University, India.
- Masters of Science in Physics, Kurukshetra University, India



Professional Experience

- Since 2020: CEO IPSO
- 2007 – 2020: Sales Director South Asia Hamilton Medical
- 1999 – 2007: National Sales Manager Trivitron Healthcare Pvt Ltd India
- 1995 – 1999: Sales & Service Engineer Multicare Medica Equipment Ltd (Apollo Hospital Enterprises) India

Selected Publications

- Quality of services in Health care exploring new opportunity as Medical Tourism in India, IJRTE India 2019
- Medical Error in Healthcare: A sleeping giant IJPHRD 2017
- Optimize the Infrastructure design of hospital construction projects to manage hassle free services, IJCIET India 2017
- Measuring the Effect of Non-Disclosure and Non-Reporting of Deviance in Patient Safety Standards, PIJR India 2014
- Study and Analysis of Factors responsible for Medical Error in Concern to Patient Safety, IJRM India 2013
- Human Factors to Minimize the Human Error and Improving Patient Safety, IJAR India 2012
- Technology and Error: A Part of the Healthcare Delivery System, JRMEE India 2011.

