



Sanjeevani Multipurpose Foundation's

Dr. Deepak Patil Ayurvedic Medical College & Research Center

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Date: 24/04/2025

Entrepreneurship Development Cell (EDC) Visit **Vaibhavlaxmi Blood Centre, Kolhapur**

Visit Details:

Organisers: Entrepreneurship Development Cell (EDC), Dr. Deepak Patil Ayurvedic Medical College, Borpadale

Location and Venue: Vaibhavlaxmi Blood Centre, Kolhapur

Day and Date: Thursday, 24th April 2025

Timing: 2 pm to 3 pm

Faculty Members Present:

Dr. Parag Kulkarni

Dr. Vitthal patil

Dr. Sayali Sankapal

Introduction:

The visit was organized with the aim of bridging theoretical knowledge and practical exposure for second-year BAMS (2024-25) students. The primary focus was to understand the operational and entrepreneurial aspects of managing a blood centre and to familiarize students with the healthcare and business opportunities in this field.

Aims and Objectives of the Visit:

1. To educate students on the infrastructural, technical, and logistical requirements of setting up a blood centre.
2. To provide insights into the legal and financial frameworks for establishing a healthcare facility.
3. To create awareness about career and entrepreneurial opportunities in transfusion medicine.
4. To highlight the importance of public relations, networking, and management skills in running a successful blood centre.

Proceedings of the Visit:

1. Introduction and Meeting with the Blood Transfusion Officer (BTO):

The visit began with an introduction to Dr. Anmol Kamat, an MD in Pathology and the Blood Transfusion Officer (BTO) of Vaibhavlaxmi Blood Centre. He elaborated on his expertise in the field of transfusion medicine, including blood component separation, platelet apheresis, and compatibility testing. He also shared his journey in the field, emphasizing the growing demand for well-equipped blood centres in both urban and rural settings.

2. Overview of Infrastructure Requirements:

Dr. Kamat guided the students through the facility, explaining:

Physical Layout: A blood centre typically requires separate zones for blood collection, component separation, testing, storage, and disposal of biomedical waste. Each zone must adhere to NABH (National Accreditation Board for Hospitals) and WHO (World Health Organization) standards.

Key Equipment:

Refrigerators: Blood storage refrigerators with a controlled temperature of 2–6°C.

Cooling Instruments: Platelet agitators, plasma freezers (-30°C to -40°C), and cryopreservation units.

Testing Equipment: ELISA readers, centrifuges for component separation, and blood bag sealers.

3. Financial Aspects:

The investment requirements were discussed in detail, covering:

Setup Costs: Estimated between ₹30–50 lakhs for a standard centre, depending on size and scale.

Recurring Costs: Salaries, equipment maintenance, consumables like blood bags, and reagents.

Funding Options: Loans and subsidies from the National Health Mission (NHM), grants from NGOs, and private equity investments.

4. Government Regulations:

Students were introduced to the comprehensive regulatory framework governing blood centres:

Licensing: Obtaining a license from the State Drug Controller under the Drugs and Cosmetics Act, 1940.

Quality Standards: Compliance with guidelines from the National Blood Transfusion Council (NBTC) and adherence to protocols for safe blood collection, testing, and storage.

Audits: Regular inspections by government authorities to ensure quality and safety.

5. Networking and Public Relations:

The role of networking and maintaining strong public relations was emphasized:

Collaboration with Hospitals: Building partnerships with hospitals and clinics to ensure a steady inflow of donors and recipients.

Community Engagement: Conducting awareness drives and blood donation camps in collaboration with local NGOs, educational institutions, and corporate entities.

6. Generating Patients:

Dr. Kamat elaborated on strategies to ensure a steady flow of patients, including:

Establishing referral services with practicing doctors and hospitals.

Developing a digital presence through websites, apps, and social media platforms to connect with donors and recipients.

7. Economic Viability:

The session included discussions on the economic sustainability of a blood centre:

Revenue Streams: Income generated from hospitals and labs for blood products like packed RBCs, plasma, and platelets.

Cost Optimization: Using energy-efficient equipment and bulk procurement of consumables to reduce expenses.

8. Staffing Requirements:

The team structure was explained in detail:

Medical Professionals: At least one qualified Blood Transfusion Officer (MD in Pathology) and certified technicians for blood testing and separation.

Support Staff: Nurses, phlebotomists, administrative personnel, and cleaning staff.

Training: Regular skill enhancement workshops and compliance training for all staff.

9. Biomedical Waste Management:

Students learned about:

Segregation: Categorizing waste as per Bio-Medical Waste Management Rules, 2016.

Disposal: Partnering with certified agencies for the safe disposal of needles, blood bags, and other waste.

10. Administrative and Accounting Functions:

The importance of a robust administrative setup was emphasized:

Documentation: Maintaining donor records, blood inventory, and audit trails.

Accounting: Transparent financial management, taxation compliance, and fund utilization reporting.

11. Human Resource Management:

Key HR practices were highlighted, including:

Recruitment: Hiring skilled professionals with relevant certifications.

Retention: Offering competitive salaries and career growth opportunities.

Motivation: Implementing reward systems for high-performing employees.

12. Additional Insights:

Dr. Kamat shared other relevant aspects, including:

Research Opportunities: Collaborating with research institutes for studies on blood disorders.

Innovation: Adopting automated systems for donor eligibility checks and inventory management.

Outcome of the Visit:

The visit provided a holistic understanding of the technical, managerial, and entrepreneurial aspects of blood centres. Students gained practical knowledge and insights into the challenges and opportunities in this field.

Conclusion:

The visit was a resounding success, enabling students to connect their academic learning with real-world applications. It encouraged them to explore entrepreneurial ventures in the healthcare sector.

Future Scope:

1. Further exploration of transfusion medicine and its role in public health.
2. Detailed study of business models for establishing and running healthcare facilities.
3. Participation in advanced workshops and internships at blood centres.

Prepared by:

Dr. Parag Kulkarni, EDC coordinator.

Dr. Deepak Patil Ayurvedic Medical College, Borpadale

Date: 24/04/2025



