



Leading and Managing a Major International Business Opportunity for one of the Leading Medical Technology Companies



### Project Description

Project was initiated by the request of Canon Medical Systems Ltd, the \$4bn medical business of \$36bn Canon Inc, to lead on response to the Request for Proposal (RFP) issued by Indo UK Institute of Health (IUIH) for a major initiative aimed at delivering affordable healthcare across India.

Following successfully winning the tender for Canon Medical Systems, HTS was tasked to position Canon as the leading technology partner to IUIH for supply of integrated, scalable and affordable diagnostics and primary care clinics.

The work included solution design and development as well as management of complex international stakeholders including the client's teams in UK and India, British and Indian governments and Canon Medical executives from the Japanese headquarters.

*"We have always found HTS to be completely dependable and reliable, proactive, driven, well organised, knowledgeable and not shy at driving large teams and complex tenders & similar projects though to success against tight deadlines. We highly commend HTS"*  
 Mark Hitchman  
 Managing Director, Canon Medical Systems Ltd

### HTS' Role

HTS provided a wide range of services over the course of the assignment, including:

- Bid management.
- International Stakeholder Management.
- Liaison with senior British and Indian government officials.
- Design and development of integrated, scalable and affordable modular clinics.
- Development of the Clinics business plan in conjunction with the client's team and PwC.
- Design and initiation of a comprehensive clinics mobilisation programme.
- Selection of suppliers and partners for:
  - Design and construction of clinics enclosures
  - IT and digital health solutions
  - Medical equipment
  - Clinical operations and adaptation of NHS standards

**Client Benefit:** £100+mn new business opportunity

