

Digitally Smart Hospitals

The Next Era of Patient-Centric Care

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Introduction - Ingram Micro



Leader in Technology Distribution

Ships
1.25 BN+
Units / Year

Ability to Serve
90%
of the Global Population

End-to-end technology solution
aggregator for **Hospitality &
Healthcare** enterprises

Significant Global Scale

\$50.8 Billion
(\$5.3 Billion in India)

Operations in
61 Countries
(**40 Cities** in India)

> 26K
Full-time Associates
(**2.7K** in India)

Diverse Base of Customer and OEMs

160K+
Channel Partners
(**16,000+** in India)

1,600+
OEM Vendors

Expertise in Managing Complex
IT Programs & Projects

Track Record of Digital Innovation

40+
Acquisitions Worth ~\$2 Billion
since 2012

37MM+
Software Seats Managed
(**3MM** Cloud Seats in India)

Captive **Financing & e-Waste**
Disposal (ITAD)

Introduction - Ingram Micro Healthcare Vertical



Empowering Healthcare Enterprises with tech-led solutions for evolving healthcare needs

End-to-End Tech Solutions for both **new and existing hospitals**, including hospital applications

Partner Ecosystem Enablement via connect programs, workshops, trainings and pre-sales consulting for Digital Health Transformation

12 Customized Solution Bundles to simplify hospital tech deployment & adoption

Tailored Solutions for all hospital types, guided by Health Tech Experts

Strategic Health Tech ISV Collaborations to enable Digital Smart Hospitals & Partners Ecosystem

Collaboration with Healthcare Industry Bodies (CAHO, AHPI, NATHEALTH, etc.) for credibility & alignment with national digital health initiatives

Smart BoQ Calculator an intelligent tool to simplify new hospital project budgeting for technology components

Progress so far - ₹400 Cr Revenue (2024) | with engagement of 200+ Partners | 100+ End Customers | 20 ISVs

Understanding of Digital Health Blueprint: Pillars for a Smart Hospitals

Advanced Digital Smart Hospital
Transformational Pillars

CLINICAL EXCELLENCE

PATIENT CENTRICITY

OPERATIONAL EFFICIENCY

QUALITY & COMPLIANCE

Doctor Portal & App	Clinical Decision Support System	Diagnostic Tools & Predictive Care	NLP & AI enabled EMR
Drug Information & Alerts	Ambulance Management	AR/VR for Training & Simulation	ICU Remote Monitoring & IoMT

Patient Portal & App	e-Paper Digital Signage	Queue Management	Digital Kiosk & Wayfinding
Conversational AI Chatbot	Telemedicine & Home Care	Nurse & Porter Management	Patient Engagement & CRM

Operational & Business Insights	Asset Tracking & Inventory Control	Patient & Staff Tracking	Smart Facility Management
Command Center & Digital Twin	Patient Feedback & Survey	Insurance & TPA Automation	CCTV & Video Analytics

Clinical Quality & Compliance	NABH – Digital Health Standards	ABDM Integration	HIPAA, GDPR, DPDP & BSA'2023
Identity & Access Management	Data Warehouse & Interoperability	Health Data Security & BCP	Cyber Security

Basic Digital Hospital
Foundational Pillars

CORE SOLUTIONS

CORE INFRASTRUCTURE

ERP (Finance, HR & SCM)	Hospital Information System	LIS & RIS (Lab & Radiology)
Equipment Interface		PACS (Picture Archiving and Communication)

Core Technology Infrastructure (Active & Passive Networking, Data Center, Servers, Storage, Cloud Services, Cyber Security, Access Control, Audio Video Systems, Telephony, CCTV & Wi-Fi)	End User Devices (Desktop, Laptops, Printers, Bar Code Printers & Readers, Multi Functions Devices, IP Phones, Wrist Band & Wearables)
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Digital Focus Guidelines for Small & Mid Size Hospitals



HealthTech-in-a-Box - Solution Bundles for Hospitals

New Hospitals

1 Hospital Infra in-a-box

Solution Addressing Complete Technology Infrastructure for Hospitals of All sizes

2 Hospital HIMS in-a-box

Comprehensive HIMS solution that manages all aspects of hospital operations, from patient care to administrative tasks

3 Digital Imaging in-a-box

AI based comprehensive PACS (Medical Imaging Solution) to store, retrieve, view, and share medical images and reports

4 Health Tech Advisory

Expert Digital Health Advisory for New Hospital Projects

Existing Hospitals

5 Smart Hospital in-a-box

Transform Your Health Facility into a Cutting-Edge, Paperless Smart Space with Innovative Solutions

6 Hospital CRM in-a-box

Solution for Patient Engagement, Sales Productivity, Lead Generation, Feedback, Helpdesk & Query Management

7 Health Insights in-a-box

Revolutionizing Healthcare with AI-ML Solutions for Diverse Health Data and Business Challenges

8 Hospital AV in-a-box

Implement or Refresh - Tailored Audio-Video Infrastructure

9 Health Infra Advance

Assess, Elevate & Transform your IT Infrastructure Landscape with Advanced & Innovative Technologies

10 Hospital QMS in-a-box

Automate & Digitize Healthcare Quality, Accreditation, Compliance and Patient Experience Processes

11 Health XR in-a-box

Complete XR, VR Solutions for Patient Education, Nurse Training, VR Therapy and Surgical Planning

12 Health iSecure

Improve Cyber Security Posture of Your Hospital and Safeguard Critical Business Information

Solution 1 Overview – Hospital Infra in-a-box

Addressing Complete Technology Infrastructure for Hospitals of All Sizes



- **digitize your hospital's operations** without the complexity of knowing right IT infrastructure, brands, models, specifications, and quantities for your hospitals - we simplify it all for you.
- **enabling hospital owners** to seamlessly transition into a technologically empowered enterprise with our **16,000+ System Integrators & 1,600+ Global & Local OEMs**
- **available in three variants** to address the need of all type all size hospitals and can be tailored according to the requirement



SILVER

Estimated Price ~ 3 - 4 Cr

(suitable for ~100 beds hospitals)

GOLD

Estimated Price ~ 6 - 9 Cr

(suitable for ~250 beds hospitals)

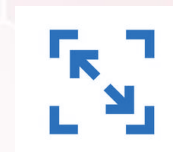
PLATINUM

Estimated Price ~ 12 - 15 Cr

(suitable for ~500 beds hospitals)

- **Core Networking & Servers** - Network Rack, Patch Panel. Switches & Firewall Security, NAS / SAN Storage, Smart Server Rack *, Servers - DC/ADC, AV, DHCP etc,
- **End User Computing Devices** - Desktop AIO, Laptops and Tablets, Small & Big Multifunction Printers, Barcode/QR Printer & Scanners
- **Office 365 & Anti-Virus** – Yearly Renewable
- **Complete CCTV Systems** – NVR, Storage, Camera, **Complete Wi-Fi Systems** – Access Points, **Biometrics** Attendance Machines
- **Audio Visual Systems** for Meeting Rooms etc, **TV** for Patient Rooms, Waiting Areas & OPDs, **Telephony** (EPBAX + Console + IP Phones)

- Above are budgetary price excluding additional AMC, taxes, passive cabling & accessories and may change depending upon brand, config & qty.



10 th Edition

CAH TECH



Thank You