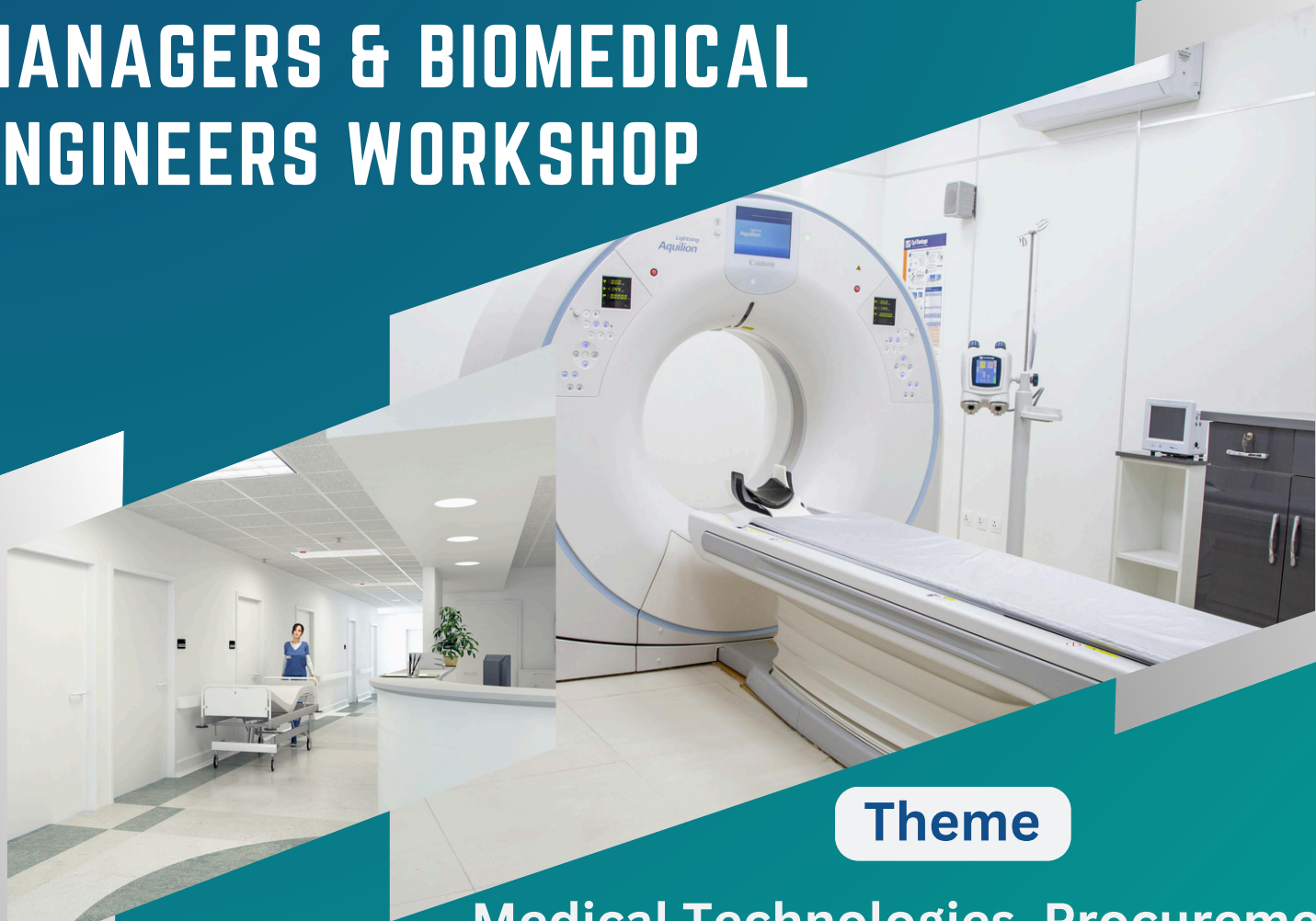


HOSPEX – PURCHASE MANAGERS & BIOMEDICAL ENGINEERS WORKSHOP



Theme

Medical Technologies, Procurement
- Due Diligence Practices

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22

**AUGUST
FRIDAY**

2025

02:00 PM to 06:00 PM

Delegate Fee

₹ 750/-
PLUS GST

Supported by





Theme Medical Technologies, Procurement - Due Diligence Practices

Organiser - Hospex

Hospex is the initiative of Trithvam Integrus, a company that specialises in managing Health and Medical Fair Events. Hospex is solely focused on digital health, healthcare and organising conferences for the medical industry by a group of doctors.

HOSPEX 2025 is the only Medical & Healthcare Exhibition in Kerala targeting Hospitals, Other Healthcare organisations, Medical Device Manufacturers, Pharmaceutical Manufacturers, Startups, Innovators in Health Tech and Med tech space.

The core focus of HOSPEX Healthcare Expo 2025 (Fourth Edition) is Medical Knowledge dissemination thereby hosts multitude of conferences focused on the futuristic trends in the medical industry. These conferences provide attendees with the opportunity to learn about new products and technologies, network with other professionals in the field, and stay up-to-date on the recent and futuristic developments in the industry

Workshop Objective

Hospital Procurement: The Due Diligence Imperative

The modern healthcare procurement team's role extends far beyond cost savings. It is a strategic function that directly impacts patient safety, operational resilience, and financial health. Effective due diligence in purchasing medical technologies is no longer optional—it is a critical necessity.

This process involves a comprehensive evaluation of vendors and products that goes beyond the price tag. It includes a meticulous verification of the supplier's regulatory compliance, such as CDSCO licenses in India, and an assessment of their financial stability and track record. Due diligence also involves a deep dive into the total cost of ownership (TCO), considering not just the purchase price but also installation, maintenance, training, and consumables. By adopting a structured and data-driven approach, procurement teams can mitigate risks, ensure a resilient supply chain, and make informed decisions that align with the hospital's mission of delivering high-quality, safe patient care.

Why this topic ?

At HOSPEX, where a vast array of medical technologies and vendors are on display, this session empowers hospital procurement professionals to navigate the exhibition strategically. It provides a practical framework for evaluating technologies and suppliers, ensuring that the valuable connections made at the expo translate into responsible, safe, and cost-effective investments for their hospitals.

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Biomedical Engineers: The Technical Gatekeepers

Biomedical engineers are the unsung heroes of the hospital's technology ecosystem, acting as the crucial link between clinical needs and technical reality. Their expertise is indispensable in the procurement process. Long before a purchase order is signed, BMEs play a vital role in evaluating medical technologies, assessing their technical specifications, safety features, and long-term serviceability.

They are the experts on the ground who understand a device's maintenance requirements, potential for downtime, and interoperability with existing hospital systems. Their involvement ensures that equipment is not only clinically effective but also practical and sustainable for the hospital's environment. Beyond procurement, BMEs are the frontline defense for patient safety, responsible for the ongoing maintenance, calibration, and repair of all medical equipment. Their insights are invaluable in Materiovigilance, as they are often the first to identify and report adverse events related to device malfunctions. By leveraging their unique blend of clinical and technical knowledge, biomedical engineers empower hospitals to make intelligent, safe, and efficient technology investments.

Why this topic ?

For BMEs attending HOSPEX, this narrative highlights their strategic importance and provides a platform to advocate for their role in hospital decision-making. For manufacturers and sales teams, it underscores the necessity of engaging BMEs as key technical influencers. This session fosters a collaborative dialogue that benefits all expo stakeholders by emphasizing the critical role of technical expertise in the successful integration of new medical technologies.

Who Should attend?

Hospital Administration and Leadership:

CEOs, COOs, and Medical Directors: Responsible for the hospital's strategic direction, financial performance, and overall patient safety. Understanding due diligence and the BME role helps them make informed capital expenditure decisions and set up effective internal processes.

Hospital Administrators and Facility Managers: Directly involved in the day-to-day operations and ensuring that equipment and supplies are available and functional.

Procurement and Supply Chain Teams:

- **Purchase Managers and Procurement Officers:** Primary audience for the session, as they are on the front lines of vendor negotiations, contract management, and purchasing.
- **Supply Chain Managers:** Responsible for the entire supply chain, from sourcing to inventory and distribution. They need to understand how regulatory compliance affects their operations.





Engineering and Technical Teams:

- Biomedical Engineers (BMEs) and Clinical Engineers: The Primary audience. Session empowers them to be strategic partners in procurement and not just a reactive maintenance team.
- Maintenance and Technical Staff: They need to be aware of the implications of purchasing decisions on their work, including maintenance schedules, parts availability, and technical support.
- Academia - Students from Biomedical Engineering, Electronics, Mechanical, Biotech fields

Clinical and Medical Staff:

- Heads of Departments (e.g., Radiology, Cardiology, Surgery): They are the end-users of the technology and their input on a device's clinical efficacy, usability, and safety is critical.
- Senior Physicians and Clinicians: Their recommendations and insights on new technologies can significantly influence purchasing decisions.
- Nurses and other Allied Health Professionals: As frequent users of medical devices, their feedback on user-friendliness and safety is invaluable.

Other Internal and External Stakeholders:

- Hospital Quality & Compliance Officers: They are responsible for ensuring the hospital adheres to all regulations and standards. The session provides them with a framework to audit and improve the procurement process.
- Finance Managers and CFOs: They need to understand the financial implications of due diligence, including the total cost of ownership and the financial risks of non-compliant devices.
- Medical Technology Manufacturers and Suppliers: This workshop gives them insights into the internal decision-making processes of their clients and helps them better understand the needs of both procurement teams and BMEs.

Registration Details

Delegate Fee – Rs 750 per participant (plus GST & Service charges)

Students - Rs 500 per participant (plus GST & Service charges)

How to Register?

Visit this page to register -

<https://www.getticket.in/event-details/biomedical-purchase-managers-workshop>



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Program Outline

Round 1

Procurement of Medical Technologies – Due Diligence Practices

Time : 2 15 pm – 3 30 pm IST

<p>Opening Address :</p> <p>Bio Entrepreneurship - Building Bio Economy</p> <p>2 15 pm – 2 30 pm IST</p>	<p>Mr Balagopal C Chairman KSIDC</p> <ul style="list-style-type: none"> • Confirmation awaited
<p>Supply Chain Complexity and Disruptions</p> <ul style="list-style-type: none"> • Globalized Supply Chains • Shortages and Delays • Geographical Sourcing – Local Resilience <p>2 30 pm – 2 45 pm IST</p>	<p>Ashraf Thayyil CEO Bridgeway Healthcare</p>
<p>Cost Control vs. Quality and Innovation</p> <ul style="list-style-type: none"> • Balancing Act • Hidden Costs • Value-Based Procurement <p>2 45 pm – 3 00 pm IST</p>	<p>Binu Mathew AVP - Head of Equipment R&D Agappe Diagnostics Ltd</p>
<p>Decoding India's Medical Device Regulations A Mandate for Patient Safety</p> <ul style="list-style-type: none"> • Evolving Regulations – Medical Device Rules • Patient and User Safety - Materiovigilance <p>3 00 pm – 3 15 pm IST</p>	<p>Pending</p>
<p>Regulations : Medical Device Adverse Event Committees (MDAECs) in Medical Colleges</p> <ul style="list-style-type: none"> • Recent NMC Guidelines for Medical Colleges <p>3 15 pm – 3 30 pm IST</p>	<p>Dr Amrutha Sree Chitra Tirunal Institute for Medical Sciences & Technology</p>

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Program Outline

Procurement of Medical Technologies - Due Diligence Practices

Panel Discussion : Operational Challenges in Hospital Procurement Practices
Time : 3 30 pm – 4 15 pm IST

Session Moderator :

Saravana Prakash C

Business Manager

Medline Healthcare Industries P Ltd

Technological Obsolescence and Rapid Innovation

- Fast Pace of Change, Upgrade Decisions
- Interoperability Issues

Panelist :

Binu Mathew

AVP - Head of Equipment R&D Agappe Diagnostics Ltd

Supplier Management and Relationships

- Vetting and Due Diligence
- Long-Term Relationships
- Fraud and Compliance Risks

Panelist :

Ashraf Thayyil

CEO

Bridgeway Healthcare

Internal Stakeholder Alignment

- Decentralized Buying
- Clinician Preference vs. Procurement Goals

Panelist :

Pending

Talent and Expertise:

- Skilled Workforce Shortage
- Continuous Learning

Panelist :

Pending

Program Outline

Round 2

Theme : Biomedical Engineers for Patient Safety

Time : 4 15 pm – 5 15 pm

Session Host : Dr. Lakshmi M Hari, Associate Professor Adi Shankara Institute of Engineering & Technology	
The National Commission for Allied and Healthcare Professions (NCAHP) Act, 2021 <ul style="list-style-type: none"> Implementation Status in Kerala <p>4 15 pm – 4 30 pm IST</p>	Dr Biju Somen Sree Chitra Tirunal Institute for Medical Sciences & Technology <ul style="list-style-type: none"> Confirmation Awaited
Clinical Engineering and Hospital Operations <ul style="list-style-type: none"> Biomedical Engineers Role in ensuring Patient Safety <p>4 30 pm – 4 45 pm IST</p>	Hari Prasad Nair Consultant KIMS Healthcare Management
Digital Health : Cyber Security , Data Privacy Threats to Medical Devices (Domestic or imported) <ul style="list-style-type: none"> How Biomedical Engineers can address this potential threats ? <p>4 45 pm – 5 00 pm IST</p>	Manesh Thankappan, PhD Senior Lecturer in Cyber Security Programme Leader-BEng (Hons) , Cyber Security @ UWS London Campus
Skilling Biomedical Engineers in Academia <p>5 00 pm – 5 15 pm IST</p>	Minimol Balakrishnan, PhD , IIT Madras Asst Prof - Model Engineering College

Contact Co-ordinators :


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