



B2B Sale – Dr Engagement Activities A tool for Nurturing the Relationship with Referring Drs.

With a very focused and clear vision of LEVELLING UP, our B2B sales team is building our scientific image in the industry. Today B2B sales team has 70+ IVFSS/KAM and 8 Zonal Sales Managers who are covering more than 8000+ Gynecologists across pan India and increasing the referral business leads at our centres.

B2B sales has executed different ways to engage with referring Dr through multiple channels and outcome of these activities has helped us to leave a very strong scientific image in the mind of the Referring Drs. Activities like CME/RTM, Live Workshops, Connect with Centre Heads and One on One Discussion, Lab tours has paved a way to create a scientific image of IIHPL. This is leading B2B sales team to gain more and more momentum, trust, and faith of the doctors.

B2B Team is leading the way in conducting the Infertility awareness camps with the help of Referring Drs and IIHPL Drs across Pan India. These Camps help to build the relationship between Referring Drs and IIHPL Drs and helps in creating a strong bond among patients about Indira IVF. Since the conception of B2B team these camps reaching new heights and as a team we have been able to execute these camps successfully across Pan India.



GLIMPSES OF OPD CAMPS

The main motto of the OPD camps is to spread awareness about infertility and help infertility couples realise their dream of parenthood. B2B Sales Team is with the help of our centre heads and Referring Drs conducting OPD Camps across pan India to spread awareness on infertility and gaining faith, trust, and hope from the patients.

Following are some of the glimpses of OPD camps conducted in the month of Nov'22 across pan India



Sarthak Hospital, Bhopal–

13h Nov'22

Centre – Bhopal

IIHPL Dr Amar Karia

Patients attended – 7

Patients

consulted/registered – 7



**Nandipat Memorial
Hospital & Research Centre,**

Sitamarhi – 13h Nov'22

Centre – Muzzafarpur

IIHPL Dr Shruti Banka

Patients attended – 24

Patients

consulted/registered – 24



RETAIL CAMPS



**Udayashree Maternity &
Laproscopy Hospital,
Nalgonda- 20th Nov'22
Centre – Banjara Hills
IIHPL Dr Trupti
Patients attended – 30
Patients consulted/registered –
30**



**New Dev Bhoomi Hospital &
Research Centre, Haridwar-
20th Nov'22
Centre – Dehradun
IIHPL Dr Reema Sircar
Patients attended – 21
Patients
consulted/registered – 21**



**Sabitri Health Care Hospital-
20th Nov'22
Centre – Siliguri
IIHPL Dr Anaga Dey
Patients attended – 13
Patients consulted/registered
– 13**





CME/RTM – Doctors Engagement Activity

In Today's fast-moving world every medical practitioner wants to keep themselves updated frequently as radical changes are occurring in the practice of medicine with the advent of new technologies, changes in health care delivery, changing demographics and patterns of diseases. B2B Sales team with the help of IIHPL Drs organizing continuing medical education programs (CME) through online webinar or physical CME in association with National and Local level Doctors Association like Indian Medical Association (IMA), Federation of Obstetric and Gynaecological Societies of India (FOGSI) and with associated hospital at regional level etc. The CME/RTM helping us to build IIHPL scientific image and to build strong customer connect with KOL Drs by being their knowledge partner.

Following are the some of the glimpses of CME conducted in the month of Nov'22 across pan India.



CME at Chandigarh

- Date – 18th Nov'22

- Topic – ART Bill update & PPH

Speaker –Dr Nitasha Gupta

- Drs Attended – 10



CME/RTM – Doctors Engagement Activity



Conference at Bhagalpur AOGSBJCON

- Date – 11th Nov'22
- Drs Attended – 140
- 24 Leads for IFA courses

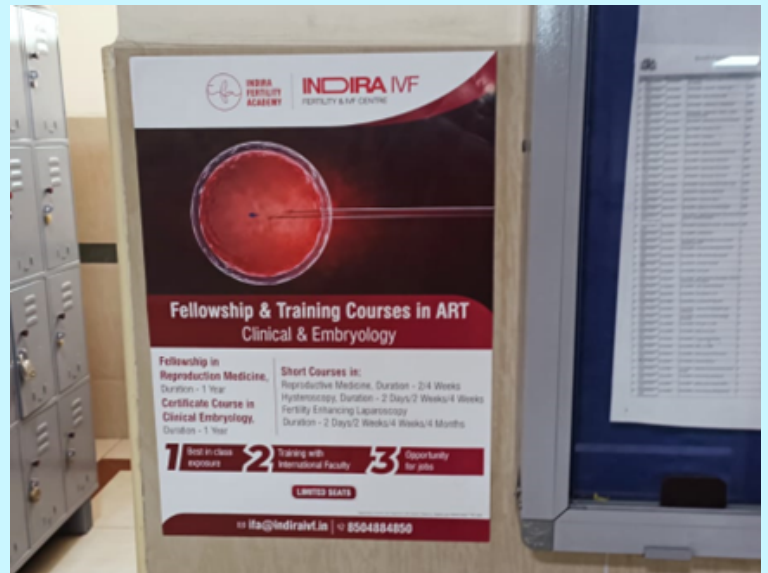
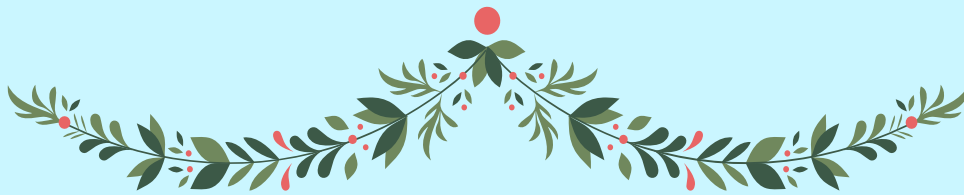


Workshop at JP Nagar

- Date – 16th Nov'22
- Topic – IUI sample preparation & success
- IIFPL Speaker – Dr Shyam N Gupta, Dr Sushma & Revathi
- Drs Attended – 10

Poster Activity - IFA Course

65+ Medical College Cover Pan India



फोन नं. 9799997795 या ई-मेल pcpndt.bureau@gmail.com पर पूरा विवरण की सुचना देखें।

राज्य सरकार द्वारा संचालित मुखविर योजना के तहत पूरा विवरण में विवरण व्यक्तियों, बिस्तरों के बारे में सत्य सूचना पर 3 लाख रुपये तक की प्रोत्साहन राशि दी जाती है जो कि निम्न प्रकार से दी जाएगी।

कुल प्रोत्साहन राशि (3,00,000 रु.)	मुखविर (1,00,000 रु.)	सर्वोपरी राशि (1,50,000 रु.)	सर्वोपरी राशि (50,000 रु.)
प्रथम किस्ता: सूचना पर सफल डिजिटल कॉन्फर्मिटी होने पर प्रकरण पंजीकृत होने के तुरंत बाद	50,000	50,000	25,000
द्वितीय किस्ता: मातृत्व न्यायपालन में अतिरिक्त राशि के बचान देने के बाद	50,000	1,00,000	25,000
कुल राशि	1,00,000	1,50,000	50,000

डिजिटल कॉन्फर्मिटी में शामिल लोगों की पहचान गोपनीय रखी जाएगी।

18 वर्ष से अधिक आयु वाले अपनी भारी ज़िम्मे पर कोविड वैक्सीन की दो-तीन डोज़ जरूर लगाएं

टोल फ्री: 104/708

राष्ट्रीय स्वास्थ्य मिशन

शिक्षण, स्वास्थ्य एवं परिवार कल्याण विभाग (आई.ई.सी.) सेवाएं, अण्डा

INDIRA FERTILITY ACADEMY | INDIRA IVF FERTILITY & IVF CENTRE

Fellowship & Training Courses in ART Clinical & Embryology

Fellowship in Reproduction Medicine.
Duration - 1 Year
Certificate Course in Clinical Embryology.
Duration - 1 Year

Short Courses in:
Reproductive Medicine, Duration - 2/4 Weeks
Hysteroscopy, Duration - 2 Days/2 Weeks/4 Weeks
Fertility Enhancing Laparoscopy
Duration - 2 Days/2 Weeks/4 Weeks/4 Months

1 Best in class exposure **2** Training with International Faculty **3** Opportunity for jobs

LIMITED SEATS

ifa@indiraivf.in | 8504884850

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