

USHAŞ-INTERNATIONAL HEALTH SERVICES INC.



USHAŞ



COMPANY ESTABLISHMENT



USHAŞ has been established within the framework of the Decree Law No. 663 (Official Gazette, 03/08/2018, 30498), as a subsidiary of the Ministry of Health.

The Company became operational on 04/02/2019, and its headquarters are in Ankara.

AREAS OF ACTIVITY (I)

USHAS is a state owned health services agency
possessing a wide array of functions

AREAS OF ACTIVITY (II)

The activities of USHAŞ mentioned in Decree Law No. 663 are:

- ❑ **Promoting health services and health institutions of Turkey** in international area, coordinating, guiding and supporting information activities.
- ❑ Providing **intermediary activities related to international health services**, to **make contracts for international health services** on behalf of public and private sector institutions within the framework of the authority given, to support the execution of contracts.
- ❑ Responding to applications for information on international health services, communicating with the relevant authorities for the **resolution of complaints and disputes**, taking preventive measures by identifying the problems that the parties may face.
- ❑ Providing information about the health system of our country, **providing consultancy services** to international people and organizations **on health systems** about health financing to **public-private partnership models**, **meeting the international demands for the establishment and development of systems** in these areas, making and implementing projects.

AREAS OF ACTIVITY (III)

- ❑ **Opening and operating health organizations** abroad, establishing a partnership and making a collaboration.
- ❑ **Supply of medicines, medical devices and supplies**
- ❑ To cooperate with the relevant institutions on policies and strategies, service delivery standards, **accreditation criteria**, price tariffs and legal regulations related to international health services and to make recommendations to the Ministry of Health on these issues.
- ❑ To carry out activities for **healthcare education**; to mediate the provision of foreign students to domestic educational institutions, to open an educational institution abroad and to conduct educational activities.
- ❑ **Developing incentives for education of health professions**, supporting international students and educational institutions in this field.
- ❑ Conducting national and **international congresses, seminars** and similar activities in the field of activity and conducting research and publication.

Despite the fact that USHAS is owned by the state

USHAS has an **agile** characteristic

- According to Decree Law No. 663, **USHAŞ is not subject to;**
 - **Public Procurement Law** dated 4/1/2002 and numbered 4734 except for the provisions of prohibition from penalties and tenders,
 - Public Procurement Contracts Law dated 5/1/2002 and numbered 4735 and
 - Law on Public Economic Enterprises dated 18/6/1984 and numbered 233.
- In accordance with subparagraph (e) of article 3 of the Public Procurement Law No. 4734; The purchases made by the institutions within the scope of this Law for the goods and services in their field of activity are exempted from this Law, excluding the provisions of prohibition from penalties and tenders.
- While having such kind of agility, as a state owned enterprise, governance is of paramount importance for USHAŞ. (internal controls, state auditors board etc.)

HEALTH TOURISM

TURKEY

- **One of the Leading Destinations** In The World For Health Travel
- Wide Array of World Class Healthcare Services Including **Organ Transplants, Stem Cell Technology&Cancer Treatment**
- Turkish Airlines Connects Istanbul With Direct Flights From **more than 300 Airports**
- **Ranks among the top countries** regarding the Number of **JCI Accredited Healthcare Centers** Around the World

WHY TURKEY?

HIGH QUALITY SERVICE

Patient rights, privacy and safety are the top-most priorities of health services in Turkey.



Turkey is one of the leading health bases of the world by its qualified human resources, competitive prices, advanced technology and evidence-based service provision at international standards.

WHY TURKEY?

CUTTING EDGE MEDICAL TECHNOLOGY

Health facilities in Turkey operate through the highest technology available in the world.



- PET CT
- TRUEBEAM
- 3 Tesla MRI
- Intra-operatif MRI
- Da Vinci Surgery – Robotic-Assisted Surgery
- RapidArc
- IGRT
- Robotic Surgery
- Cyberknife
- Gammaknife
- Radiotherapy
- Nuclear medicine

WHY TURKEY?

SPECIALIZED HUMAN RESOURCES

The rate of medical specialization is high in Turkey both in main branches and sub branches. Excellently trained physicians and health professionals of Turkey are proud to share their expertise with their colleagues in the developing countries and thus participate their healthcare system improvement programs. It's among our major priorities to contribute to the global health.



QUALIFIED HUMAN RESOURCES

Medical training is offered in English by most of the medical higher education facilities in Turkey. English is widely applied across health service provision.

WHY TURKEY?

HOSPITAL ACCOMMODATION

A great number of health facilities in Turkey own ISO 9001 certificate, **JCI accreditation**, etc. for their clinical services and they also offer 5-star hotel comfort for their international guests.

Integrated Health Campuses are the **new generation** health facilities operated by public and private partnership model under the supervision of Republic of Turkey Ministry of Health.



WHY TURKEY?

AN EXAMPLE: ANKARA CITY HOSPITAL

Ankara City Hospital, is **the largest health facility in Europe and 3rd largest health facility in world**. It has a bed capacity of 3,660 including 44 suite, 22 grand and 8 king suite rooms.



WHY TURKEY?

COMPETITIVE PRICES

Scientific, rapid and high-quality surgical and other treatment services are notably more budget-friendly in Turkey than European countries and USA. You will get great value for your money.



WHY TURKEY?

HOLIDAY AND RESTS

Turkey is among the most visited tourism destinations of the world. Almost 2 thousand 5 and 4 star hotels are at your disposal in the country. Conveniently accessible comfort adds value to you stay.

Turkey is the bridge of peace and prosperity stretching between Europe and Asia.



USHAŞ'S ACTIVITIES FOR PROMOTING HEALTH TOURISM IN TURKEY

ACTIVITIES FOR PROMOTING HEALTH TOURISM IN TURKEY (I)



USHAŞ, informing health tourists who want to come to Turkey to health care and treatment, **airport pick-up, translation and transfer**, in accordance with the needs and preferences of routing to the right health care provider, booking and arrangement of appointments, preliminary examination and receive their medical second opinion.

USHAŞ provides 7/24 service in the field of health tourism with a 360 degree service concept including communication with the doctor after the first operation and similar matters, and satisfaction after service and evaluation of complaints.

ACTIVITIES FOR PROMOTING HEALTH TOURISM IN TURKEY (II)



Health Tourism Portal

- Executed and organised by USHAŞ
- An on-line network/platform of hospitals, doctors, agencies etc. allowing on-line search, booking, medical consultancy for health services available in Turkey for the rest of the world

International Patient Tracking System

- An on-line system that keeps the records of the international patients contacting USHAŞ for their treatment in Turkey. (both travel and medical info. with the consent of the patient)
- Important for follow-up monitoring and treatment of the int'l patients

ACTIVITIES FOR PROMOTING HEALTH TOURISM IN TURKEY (III)

Government to Government Agreements and Protocols For Cooperation

- USHAŞ signed protocols and agreements with many countries
- **Int'l patient transfer**
- Supply of medical supplies&drugs
- Education of doctors in Turkey
- Partnering in PPPs
- Etc.



ACTIVITIES FOR PROMOTING HEALTH TOURISM IN TURKEY (IV)

HEALTH TURKEY OFFICES



USHAŞ aims to open and operate;

- health tourism coordination offices (HealthTurkey Offices) to facilitate international patients' access to Turkey's high quality and high technology health services.
- **important for matching of the patient with the appropriate treatment and patient follow up**

USHAŞ HEALTH TURKEY COORDINATION OFFICES



ACTIVITIES FOR PROMOTING HEALTH TOURISM IN TURKEY (V)

COLLABORATION WITH INSURANCE COMPANIES

USHAŞ is working with the **domestic and global insurers** regarding:

- Enabling **medical travel insurance** (including medical complications coverage) for the int'l patients coming to Turkey
- Partnering with **global insurers** in order to **enable the insertion of Turkey as an alternative treatment destination** in the insurance policies sold globally



HEALTH VISA

- USHAŞ Works with the Ministry of Foreign Affairs and Ministry of Interior in order to facilitate the issuance of a special purpose «**health visa**», aiming to **ease and speed up the visa issuance process** for the int'l patients coming to Turkey for treatment

OTHER AREAS OF ACTIVITIES

AREAS OF COOPERATION



OTHER AREAS OF ACTIVITIES MEDICAL SUPPLIES AND DRUGS

MEDICAL SUPPLIES AND DRUGS (I)

COVID-19 PANDEMIC AND PROTECTIVE MATERIALS SUPPLY ROLE

MAIN PROBLEMS/CHALLENGES AT THE BEGINING OF COVID-19 PANDEMIC

- **The prices of protective materials increased speculatively and sharply.**
- **The producers were not willing to offer goods to the domestic market** due to the export-oriented production.
- **Local production capacities were insufficient** to meet the high domestic demand.
- Due to the increasing demand, **raw material costs also increased sharply.**
- **Hospitals and healthcare professionnals had diffuculties to reach PPEs.**

SOLUTIONS/MEASURES

- **EXPORT BAN (LIMITED PERMISSIONS FOR ONLY AIDS)**
- **USHAS AS A SINGLE BUYER AND DISTRIBUTOR IN THE MARKET/IMPORTER OF CRITICAL DRUGS AND MATERIALS**
- **CONTROLLING THE RAW MATERIALS AND SUPPLY CHAIN**

MEDICAL SUPPLIES AND DRUGS (II)

PROTECTIVE MATERIALS SUPPLY ROLE

- **Thanks to its financial power, private sector dynamism and quick decision-making procedure**, instead of the standard bureaucratic purchasing process, USHAŞ has played an important role in the supply of PPEs through direct purchasing.
- As a single authorized buyer and distributor of PPEs in the market, USHAŞ has increased the daily supply of PPEs and **decreased the prices accordingly**.
 - ✓ Encouraged the industry towards new investments and higher production capacity utilization by providing guarantee of purchase.
 - ✓ Secured the supply chain and provided raw materials to the producers to help continuous production.
- Established supply, distribution and logistics network. Managed planning, supplying and delivering processes on a daily basis.
- **USHAŞ has closely worked together with Health Sector Associations.**
- **In terms of quality assurance**, USHAŞ cooperated with the Ministry of Family, Labour and Social Services, the responsible authority for market surveillance of PPEs in Turkey, and **Universal Laboratories**, an independent and accredited institution for the certification.

MEDICAL SUPPLIES AND DRUGS (III)

PROTECTIVE MATERIALS SUPPLY ROLE

- By signing 248 contracts with surgical mask manufacturers and authorized dealers, USHAŞ increased the daily distributions of 1 million to 25 million pieces from March 10 to April 20, 2020.
- UNDER USHAŞ UMBERALLA, THERE ARE ABOUT 350 MANUFACTURERS, AUTHORIZED DEALERS, FABRIC PRODUCERS FOR PPEs.
- In two months, USHAŞ has delivered and distributed protective materials to Public, University and Private Hospitals, Public Institutions, industry and public in general.
 - ✓ 3 Layer Surgical Mask 361.095.980 pcs
 - ✓ FFP2 / N95 Mask 13.424.668 pcs
 - ✓ Protective Coverall 6.848.068 pcs
 - ✓ Protective Glasses 1.950.855 pcs
 - ✓ Apron 1.121.577 pcs
 - ✓ Examination Gloves 104.613.047 pcs

MEDICAL SUPPLIES AND DRUGS (IV)

PCR DETECTION TEST/ICU VENTILATOR

THE DOMESTIC COVID-19 RT-QPCR DETECTION KIT (**BIO-SPEEDY**);

- Researchers from Ministry of Health, General Directorate of Public Health, Department of Microbiology Reference Laboratories and Biological Products and Bioeksen R&D Technologies Ltd. developed kits based on a reference protocol recommended by WHO for molecular testing of SARS-CoV-2 on 17 January 2020.

- Selling and marketing rights belong only to USHAŞ.
- Has CE and FDA certificate
- Delivered **5 million** tests of kit in Turkey and sold over **1 million** tests of kit abroad.



THE DOMESTIC ICU VENTILATOR (**BIYOVENT**);

- Ministry of Industry and Technology/Ministry of Health
- Biosis/Baykar/Aselsan/Arçelik/Tüseb
- Selling and marketing rights belong only to USHAŞ.
- Has CE Certificate
- Waiting for the final approval from FDA
- More than 3500 ICU Ventilators were being exported/planned to be exported to many countries ranging from Brazil to Kazakhstan.



MEDICAL SUPPLIES AND DRUGS (V)

USHAŞ GLOBALLY

- USHAŞ exported thousands of PPEs, COVID-19 test kits, medicines, medical devices and ICU ventilators globally.
- Now, we share experiences of our supply role in PPEs during the pandemic with the UNDP (United Nations Development Programme)
- We are always eager to share our experience and knowledge in any area and to cooperate globally.



USHAŞ is always eager to share its experience and knowledge in any area of **health services** and to **cooperate** globally.

THANK YOU!

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