

## About Hannover-Medical.Management

The healthcare systems in Germany and India labor under fundamentally different conditions. Specific approaches to management and healthcare are required to succeed in each system. Healthcare finds itself under enormous economic pressure in both countries, which is flanked by significantly different socio-cultural as well as epidemiologic factors.

It is obvious that pressure comes in a completely different dimension in India with its 1.3 B population and a per-head expenditure for healthcare of 63 \$ compared to Germany with 82 M inhabitants and average spending of 5,600 \$ per capita. Besides, the mainly private financing of patient care in India in contrast to Germany`s comprehensive insurance system and the complex G-DRG system account for considerable impact on medical management.

Pragmatism and efficiency are required as major principles in India, facing the vast number of patients who are in need of healthcare in a situation of limited personnel and infrastructural resources. On the other side, safety and (innovative) maximum care determine the clinical care, process management, and the hospitals` organization in Germany.

Hannover-Medical.Management has the unique privilege to combine the experience gained from both systems. Herewith, we can offer a versatile training and coaching portfolio in clinic management that is applicable in especially challenging scenarios.

Sudhakar Jayaram and Tobias Schilling first met in 2018 during a congress for aortic surgery in Hannover Medical School, Germany. They soon realized that they have similar attitudes and share the same fundamental values in life. Even though both were educated in significantly different healthcare systems, they found that they pursue the same principles of medical management in the respective countries.

Hence, Sudhakar and Tobias decided to pool their experiences, which led to a broad and synergistic spectrum of medical management and leadership tools, from which healthcare providers and hospital managers worldwide could benefit.

The multi-national and interprofessional extension of the often locally confined perspective on hospital strategy, organization, and personal development provides considerable value for healthcare leaders all around the world. Consequently, Sudhakar and Tobias founded Hannover-Medical.Management, a consulting and training firm that exclusively specializes in improving the healthcare professionals` life.

Hannover-Medical.Management is an Entrepreneurial Company founded by Dr. Tobias Schilling and Sudhakar Jayaram. Hannover-Medical.Management is an associated partner of Hannover Medical School, Germany ([www.mh-hannover.de](http://www.mh-hannover.de)).

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