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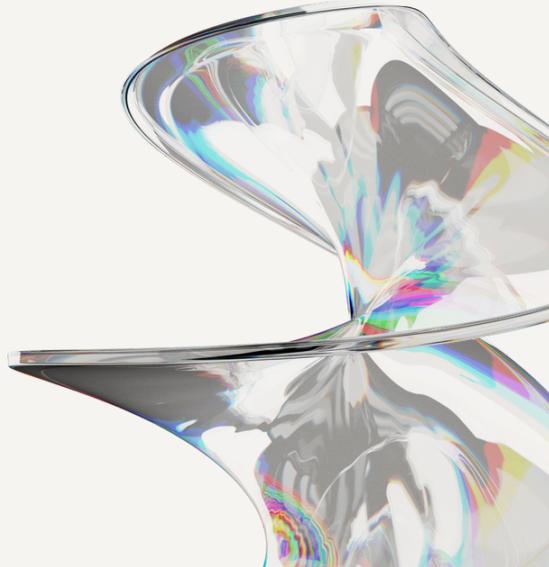
Rate Card

All engagements are scoped based on facility size, service complexity, and urgency. A customised proposal is provided where required.

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Diagnostic Clarity Session

Strategic Advisory | 60 Minutes

Investment: KES 15,000



SERVICE OVERVIEW

The Diagnostic Clarity Session is a focused, high-level advisory designed to provide immediate expert direction before you commit significant time or capital to your healthcare project. This session is ideal for early-stage planning, regulatory clarification, or rapid problem-solving where structured guidance is required.

My role in this session is to quickly assess your situation, identify key risks, and provide a clear, practical pathway forward aligned with Kenya's regulatory environment.

WHAT THIS SESSION COVERS

During our session, I typically address:

- Review of your current facility plan or operational situation
- Identification of major regulatory or operational risks
- Guidance on appropriate facility level and service scope
- Licensing pathway direction (where applicable)
- Immediate priority actions to stabilize or progress your project
- Live Q&A tailored specifically to your context

BEST SUITED FOR

- Doctors planning a new clinic
- Investors exploring entry into healthcare
- Early-stage facility planning
- Operators needing quick expert validation
- Facilities facing specific operational questions

DELIVERABLE

You will leave the session with:

- Clear verbal strategic guidance
- Defined next-step priorities
- Risk awareness specific to your project
- Direction aligned to Kenya regulatory expectations

(Note: This session does not include written reports or site visits.)

ENGAGEMENT FORMAT

- Duration: 60 minutes
- Mode: Virtual or in-person (Nairobi)
- Scheduling: By prior booking
- Payment: Required to confirm session

OUTCOME

You gain clarity, direction, and confidence before making critical healthcare operational decisions.

Operational Deep Dive

Half-Day Structured Review (3–4 Hours)

Investment: KES 50,000 – 75,000



SERVICE OVERVIEW

The Operational Deep Dive is a targeted, on-site or virtual assessment designed for facilities that are already running but experiencing inefficiencies, patient flow challenges, or growth stagnation. This engagement focuses on identifying practical, high-impact improvements that can be implemented without major structural changes.

My approach is structured, observational, and data-informed, with emphasis on quick wins and operational discipline.

WHAT THIS SESSION COVERS

The assessment typically includes:

- End-to-end patient journey walk through
- Front desk and reception efficiency review
- Staffing alignment and role clarity assessment
- Workflow bottleneck identification
- Throughput and waiting time observations
- High-level patient experience review
- Identification of quick-win efficiency opportunities

BEST SUITED FOR

- Long patient wait times
- Staff coordination gaps
- Workflow congestion
- Plateaued growth
- Patient experience complaints
- Inefficient clinic flow
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DELIVERABLE

You will receive:

- Structured findings summary
- Priority action recommendations
- Identified operational risks
- Suggested quick-win improvements

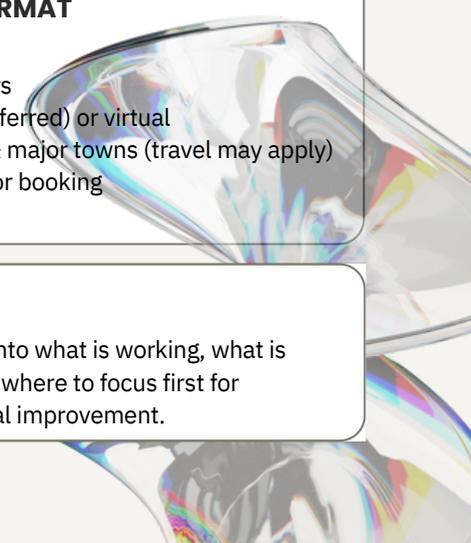
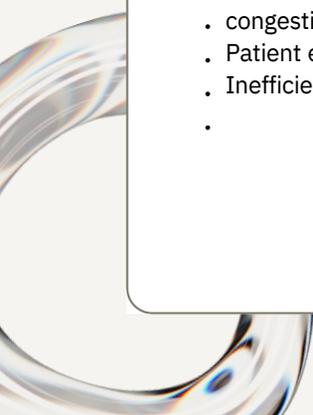
(Detailed SOP writing or implementation support is quoted separately if required.)

ENGAGEMENT FORMAT

- Duration: 3–4 hours
- Mode: On-site (preferred) or virtual
- Location: Nairobi & major towns (travel may apply)
- Scheduling: By prior booking

OUTCOME

You gain clear visibility into what is working, what is under performing, and where to focus first for measurable operational improvement.



Compliance & Readiness Audit

On-Site Pre-Inspection Assessment

Investment: KES 90,000 – 150,000

SERVICE OVERVIEW

The Compliance & Readiness Audit is a comprehensive pre-inspection assessment designed to prepare your facility for KMPDC and relevant regulatory body inspections. This is one of the most critical interventions for private healthcare facilities in Kenya, where minor gaps can lead to delays, downgrades, or licensing challenges.

My audit provides a structured, regulator-aligned review of your facility's readiness.

DELIVERABLE

You receive a detailed Gap Analysis Report highlighting:

- Critical risks
- Moderate gaps
- Quick fixes
- Priority actions before inspection

AUDIT COVERAGE

Regulatory Alignment

- Scope of services vs licensed level
- Staffing compliance review
- License validity and coverage check

Clinical & Safety Readiness

- Infection Prevention & Control (IPC) assessment
- Waste management compliance
- Emergency preparedness review

Documentation & Systems

- SOP availability and structure
- Policy and protocol review
- Required registers and statutory records

Physical Facility Review

- Room zoning and functional flow
- Required signage
- Patient safety considerations

ENGAGEMENT FORMAT

- Mode: On-site assessment
- Duration: Typically half to full day
- Location: Nairobi & nationwide (travel quoted separately)
- Report turnaround: Typically within 3–5 working days

OUTCOME

You approach inspections with structured confidence and clear corrective priorities.

Clinic Launch Blueprint

End-to-End Setup Advisory

Investment: KES 350,000–900,000 (Scaled based on facility size and scope)

SERVICE OVERVIEW

The Clinic Launch Blueprint is my flagship engagement for healthcare investors and doctors establishing new medical facilities. This structured advisory supports your project from early strategic decisions through to full inspection readiness, helping you avoid costly design and compliance mistakes. This engagement is particularly valuable in Kenya's tightly regulated healthcare environment.

ENGAGEMENT FORMAT

- Multi-phase advisory engagement
- Mix of virtual and on-site sessions
- Timeline: Based on project stage
- Travel: Quoted where applicable

ENGAGEMENT PHASES

Phase 1 – Strategic Foundation

- Facility level and scope confirmation
- Licensing pathway mapping
- Service mix alignment
- Early risk flagging

Phase 2 – Space & Flow Optimization

- Zoning guidance
- Patient flow design
- Department adjacency planning
- Front-of-house positioning

Phase 3 – Compliance Structuring

- Required rooms checklist
- Staffing structure guidance
- Core SOP framework guidance
- Inspection readiness planning

Phase 4 – Pre-Opening Readiness

- Final readiness walk through
- Inspection preparation guidance
- Opening readiness checklist
- Immediate post-opening priorities

OPTIONAL ENHANCEMENT MODULES

Optional add-on modules available:

- Custom SOP Development
- Detailed architectural drawings
- Multi-Board Coordination Package
- Licensing Submission Support
- Staff Workflow & Role Mapping Workshop
- Front Desk & Patient Experience Training

OUTCOME

A healthcare facility that is strategically aligned, operationally efficient, and inspection-ready from day one – reducing costly rework and regulatory risk.

Executive Growth Retainer

Monthly Strategic Oversight

Investment: KES 150,000 – 350,000 per month

SERVICE OVERVIEW

The Executive Growth Retainer provides ongoing senior-level operational oversight for established healthcare facilities. This model is designed for organizations that require consistent strategic guidance without the cost of a full-time executive hire.

I function as your external healthcare operations advisor, supporting leadership decision-making and operational discipline.

MONTHLY SUPPORT MAY INCLUDE

- Monthly leadership advisory sessions
- Operational performance reviews
- Compliance monitoring check-ins
- Expansion and service line planning
- Workflow troubleshooting
- Inspection readiness oversight
- Executive decision support
- Priority Whats App / email access

BEST SUITED FOR

- Growing medical centers
- Multi-branch outpatient groups
- Facilities preparing to scale
- Investors requiring ongoing oversight

ENGAGEMENT NOTE

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ENGAGEMENT FORMAT

- Monthly retainer agreement
- Scheduled advisory sessions
- Remote + periodic on-site support
- Minimum engagement period may apply

OUTCOME

Sustained operational discipline, regulatory confidence, and structured growth momentum.

Add Ons

<p><u>Licensing Submission Support</u></p> <p>What it is: Hands-on support preparing and compiling licensing documentation for KMPDC and other relevant regulatory boards.</p> <p>Why it is valuable: Many facilities find regulatory paperwork complex and time-consuming.</p> <p>Typical price guide: KES 80,000 – 200,000 per facility</p>	<p><u>Custom SOP Development</u></p> <p>What it is: Development of tailored standard operating procedures aligned with Kenya healthcare regulatory expectations.</p> <p>Why it is valuable: Documentation gaps are a common cause of compliance challenges.</p> <p>Typical price: KES 150,000 – 450,000 depending on scope</p>	<p><u>Front Desk & Patient Experience Training</u></p> <p>What it is: Practical training for patient-facing teams on communication, service etiquette, and patient handling.</p> <p>Why it is valuable: Enhances patient experience, reduces complaints, and strengthens retention.</p> <p>Typical price guide: KES 60,000 – 150,000 per facility</p>
<p><u>Multi-Board Coordination Package</u></p> <p>What it is: Structured support coordinating laboratory, pharmacy, and imaging licensing pathways.</p> <p>Why it is valuable: Multi-service clinics commonly experience delays at this stage.</p> <p>Typical price: KES 120,000 – 300,000</p>	<p><u>Staff Workflow & Role Mapping Workshop</u></p> <p>What it is: A facilitated team alignment workshop to clarify roles and optimise workflow.</p> <p>Why it is valuable: Quickly resolves internal coordination challenges and operational bottlenecks.</p> <p>Typical price: KES 60,000 – 150,000</p>	<p><u>OPD Revenue Leakage Audit</u></p> <p>What it is: Targeted review to identify areas where outpatient revenue may be unintentionally lost.</p> <p>Why it is valuable: Often delivers clear and measurable financial improvements.</p> <p>Typical price: KES 90,000 – 200,000</p>
<p><u>90-Day Post-Opening Stabilisation Support</u></p> <p>What it is: Intensive post-launch support to stabilise operations and embed strong systems.</p> <p>Why it is valuable: Helps facilities avoid early-stage operational disruption.</p> <p>Typical price: KES 180,000 – 400,000</p>	<p><u>Inspection Readiness Mock Audit</u></p> <p>What it is: Pre-inspection simulation reviewing compliance gaps before KMPDC or board visits.</p> <p>Why it's valuable: Owners are highly anxious about inspections and want reassurance before official review.</p> <p>Typical price guide: KES 70,000 – 180,000 per facility</p>	<p><u>Patient Flow Mapping</u></p> <p>What it is: Detailed mapping and redesign of the patient journey to reduce waiting time and congestion.</p> <p>Why it's valuable: Directly improves patient experience and throughput without major capital spend.</p> <p>Typical price guide: KES 90,000 – 220,000 per facility</p>