



Project No: M-09 (Executive Summary)

Machines and Equipments for Proposed ground floor Pharmacy Unit of Men-Tsee-Khang, (Tibetan Medical & Astro. Institute of H.H. the Dalai Lama) at Chauntra Tibetan Settlement, Himachal Pradesh.

The vision of Men-Tsee-Khang is to improve the lives of people by promoting and delivering our traditional system of medicine, and to preserve this element of our rich and ancient culture. Since being re-established in 1961, following the occupation of Tibet and subsequent exile of His Holiness the 14th Dalai Lama and the Tibetan Government, Men-Tsee-Khang has preserved and promoted this ancient form of medicine that is inherently intertwined in Tibetan culture. Men-Tsee-Khang in its endeavor of 54 years in India has produced 287 Physicians and 52 Astro-Science Practitioners from its headquarters in Dharamsala, delivering health services throughout India and has become an integral economic contributor to the Tibetan community in exile through its employment of nearly five hundred people nationally and social welfare programs. Our 55 dedicated branch clinics deliver low-cost traditional healthcare to over 600,000 people in local communities throughout India every year. In our commitment to the vulnerable and disadvantaged, we provide free health consultations and medicines to those most in need. Our headquarters house various academic departments developed to preserve and promote Tibetan Medicine and Astro. Science, manufacture a range of medicinal and astrological products, conduct Clinical Research on disorders like diabetes, cancer, hepatitis and hypertension and are developing a Materia Medica by identifying and documenting traditionally used herbs, preserving pressed specimens and through the cultivation of rare species for research, amongst many other projects.

About the Project

Over the years Men-Tsee-Khang has progressively developed the institution through the support of local and international contributors and by generating consistent and growing profits from the manufacture of Tibetan herbal products. With a view to becoming more self-sustainable, Men-Tsee-Khang has been focusing much of its efforts on developing its manufacturing department, however the demand for these products has now exceeded our manufacturing capacity in terms of equipment and the land required for storage and processing. From 1981 to 2001 unit production grew considerably; however since reaching its manufacturing capacity in 2001, the past 13 years have seen unit production figures plateau. The reasons for this include having limited storage area and no further option for development to the existing site, and outdated or to fewer processing machines including those for drying (the absence of a sufficient number of drying machines means that production of these medicines is influenced by unpredictable weather conditions such as extended monsoon seasons), packaging, cleaning, drying, mixing, coating etc.

The existing demand for these products is generated through Men-Tsee-Khang branch clinics throughout India, however given our commitment to delivering low-cost healthcare; the margins applied to these products have been kept low to ensure their affordability to the patient. The opportunity to expand our distribution into the private sector and the international market, and increase our profit margin, has been restricted due to our manufacturing facilities reaching capacity and inability to meet the international Good Manufacturing Practices (GMP) required by the relevant international bodies governing complementary health products. The inability to meet these GMP guidelines is due to the lack of the necessary quality control equipment along with a poorly developed Production Unit that fails to meet the storage, equipment and general guidelines required.

Currently, Men-Tsee-Khang is not able to supply enough herbal supplies to our branch clinics in a way that most of clinics were run out of stock of more than 8 different types of medicine. In the main medicine store at Dharamsala as many as 33 different types of medicine were out stock from 161 medicines manufactured and produced by Men-Tsee-Khang. It has been an alarming situation and if the problem is not addressed at earliest, our patients is subjected to suffer.

Thus, it is inevitable for us to have more additional machines and equipments for our proposed production unit at Chauntra Tibetan Settlement Himachal Pradesh, India so that production capacity could be increased to a certain level benefiting patients. More over additional machines and equipments to our production manufacturing unit will help us to supply more products to our branch clinics in India and reduces the figure of product being out of stock to 4 to 5 types of medicine benefitting our patients across India and world. A three storey building will be constructed and as of now we have constructed the ground floor and the first floor's (Plastering and masonry work) is in the process. This facility will reduce the burden of coating and drying of medicine at Dharamsala to some extent. The pharmacy unit will be built on a land which is owned by Men-Tsee-Khang at Chauntra Tibetan Settlement, Himachal Pradesh (H.P) India. A couple of coating machines will be employed initially along with 150 beds for medicine drying. Coating machines with capacity of 50-60 kg will help us in coating of products with an average coating capacity of 300 kg per machine and 600 products in a day. Apart from that 150 beds will be used as drying facility with normal capacity if 30 kg products per bed and 4500 kg products for 150 beds.

- **Gaol of the project:** To Preserve and Promote the Traditional system of Tibetan Medicine and Astro. Science.
- **Objectives of the project:** To increase production capacity through the procurement of coating machines and beds for drying of medicines for our proposed Product Manufacturing facility creating a sustainable social enterprise model.
- **Main Activities:** Procurement of coating machines and beds for drying of medicines for our proposed Product manufacturing unit of Men-Tsee-Khang at Chauntra Tibetan Settlement, Himachal Pradesh (H.P), India.
- **Final Beneficiaries:** Tibetan Community in exile through its cultural preservation, economic contribution, healthcare service, social welfare programs and herb growers.
- **Estimated Result:** Coating machines with capacity of 50-60 kg with an average coating of 300kg products per machine and 600 products in a day. 150 beds for drying facility with normal capacity if 30 kg products per bed and 4500 kg products for 150 beds.
- **Location of the project:** Chauntra Tibetan Settlement, Himachal Pradesh (H.P) India.
- **Budget for the Project:**

S.No	Particular	Rate	Qty	Amount in INR
1.	Coating Machine	395,000.00	2	790,000.00
2.	Medicine drying bed	3,500.00	150	525,000.00
	Total Amount			131,5000.00
	Contingencies@5%			65,750.00
	Grand Total Amount			1,380,750.00
	Grand Total Amount in USD			20,692.00
	Grand Total Amount in EUR			18,482.00

Exchange Rate as on 08th Sept, 2015. 1 USD = 66.73 INR, 1 EUR = 74.71 INR

Contact:

Director
Men-Tsee-Khang
Gangchen Kyishong Dharamsala
Distt Kangra H.P India-176215
E-Mail: director@men-tsee-khang.org

Development Manager
Men-Tsee-Khang
Gangchen Kyishong, Dharamsala
Distt Kangra, H.P India-176215
E-Mail: developmentmanager@men-tsee-khang.org



Project No: M-09 (Expanded Project)

Machines and Equipments for Proposed Pharmacy Unit of Men-Tsee-Khang, (Tibetan Medical & Astro. Institute of H.H. the Dalai Lama) at Chauntra Tibetan Settlement, Himachal Pradesh.

SUMMARY OF ACTION

Title of the action:	Machines and Equipments for Proposed Pharmacy Unit of Men-Tsee-Khang, (Tibetan Medical & Astro. Institute of H.H. the Dalai Lama) at Chauntra Tibetan Settlement, Himachal Pradesh (H.P) India.
Location of the action:	Proposed Men-Tsee-Khang Pharmacy Unit at Chauntra, Tibetan Settlement, Himachal Pradesh (H.P), India.
Total duration of the action (months):	3 Months
Amount Requested	<ul style="list-style-type: none"> • INR: 1,380,750.00, USD: 20,692.00, EUR: 18,482.00 • Exchange Rate as on 08th Sept, 2015. 1 USD = 66.73 INR, 1 EUR = 74.71 INR
Objectives of the action	<p>Overall objective:</p> <ul style="list-style-type: none"> • To increase production capacity through the employment of coating machines and drying facilities for our proposed Product Manufacturing facility at Chauntra Tibetan Settlement Himachal Pradesh creating a sustainable social enterprise model. <p>Specific objectives:</p> <ul style="list-style-type: none"> • To contribute to the economic growth of the Tibetan community through increased employment, social welfare programs and ongoing contributions to other Tibetan Organizations. • To continue to meet the needs of patients receiving treatment throughout India and elsewhere, by meeting the growing demands of our national branch clinics. • To create awareness, promote and preserve the Tibetan medical tradition, which is now accepted as one of the most well integrated healing systems. • To sustain Men-Tsee-Khang activities that seek to preserve this valuable component of our culture including the training of new practitioners and its various academic departments.
Target group(s)	<ul style="list-style-type: none"> • 600,000 patients in 55 branch clinics throughout India • Approx. 8 new employees with scope to increase this figure.
Final beneficiaries	<ul style="list-style-type: none"> • Tibetan Community in exile through its cultural preservation, economic contribution, healthcare service, social welfare programs • The local Indian community for its healthcare services • Local Herb Growers. • The global community through access to Traditional Tibetan Medicine.
Estimated results	<ul style="list-style-type: none"> • Coating machines with capacity of 50-60 kg with an average coating of 300kg products per machine and 600 products in a day. • 150 beds for drying facility with normal capacity if 30 kg products per bed and 4500 kg products for 150 beds.
Main activities	<ul style="list-style-type: none"> • Procurement of coating machines and 150 beds for medicine drying for our proposed Pharmacy Unit at Chauntra Tibetan Settlement Himachal Pradesh, India.

DESCRIPTION OF THE ACTION

Background to the preparation of the action

The vision of Men-Tsee-Khang is to improve the lives of people by promoting and delivering our traditional system of medicine, and to preserve this element of our rich and ancient culture. Since being re-established in 1961, following the occupation of Tibet and subsequent exile of His Holiness the 14th Dalai Lama and the Tibetan Government, Men-Tsee-Khang has preserved and promoted this ancient form of medicine that is inherently intertwined in Tibetan culture. Men-Tsee-Khang in its endeavor of 54 years in India has produced 287 Physicians and 52 Astro-Science Practitioners from its headquarters in Dharamsala, delivering health services throughout India and has become an integral economic contributor to the Tibetan community in exile through its employment of nearly five hundred people nationally and social welfare programs. Our 55 dedicated branch clinics deliver low-cost traditional healthcare to over 600,000 people in local communities throughout India every year. In our commitment to the vulnerable and disadvantaged, we provide free health consultations and medicines to those most in need. Our headquarters house various academic departments developed to preserve and promote Tibetan Medicine and Astro. Science, manufacture a range of medicinal and astrological products, conduct Clinical Research on disorders like diabetes, cancer, hepatitis and hypertension and are developing a Materia Medica by identifying and documenting traditionally used herbs, preserving pressed specimens and through the cultivation of rare species for research, amongst many other projects.

About the Project

Over the years Men-Tsee-Khang has progressively developed the institution through the support of local and international contributors and by generating consistent and growing profits from the manufacture of Tibetan herbal products. With a view to becoming more self sustainable, Men-Tsee-Khang has been focusing much of its efforts on developing its manufacturing department, however the demand for these products has now exceeded our manufacturing capacity in terms of equipment and the land required for storage and processing. From 1981 to 2001 unit production grew considerably; however since reaching manufacturing capacity in 2001, the past 13 years have seen unit production figures plateau. The reasons for this include having limited storage area and no further option for development to the existing site, and outdated or to fewer processing machines including those for drying (the absence of a sufficient number of drying machines means that production of these medicines is influenced by unpredictable weather conditions such as extended monsoon seasons), packaging, cleaning, drying, mixing, coating etc.

Much of the existing demand for these products is generated through Men-Tsee-Khang branch clinics throughout India, however given our commitment to delivering low-cost healthcare; the margins applied to these products have been kept low to ensure their affordability to the patient. The opportunity to expand our distribution into the private sector and the international market, and increase our profit margin, has been restricted due to our manufacturing facilities reaching capacity and inability to meet the international Good Manufacturing Practices (GMP) required by the relevant international bodies governing complementary health products. The inability to meet these GMP guidelines is due to the lack of the necessary quality control equipment along with a poorly developed Production Unit that fails to meet the storage, equipment and general guidelines required.

Currently, Men-Tsee-Khang is not able to supply enough herbal supplies to our branch clinics in a way that most of clinics were run out of stock of more than 8 different types of medicine. In the main medicine store at Dharamsala as many as 33 medicines were out stock out of 161 medicines manufactured and produced by Men-Tsee-Khang. It has been an alarming situation and if the

problem is not addressed at earliest and our patient are subjected to suffer. Thus, it is inevitable for us to install more additional machines and equipments for our proposed Product Manufacturing unit at Chauntra Tibetan Settlement Himachal Pradesh, India so that production capacity could be increased to a certain level benefiting patients in the long run. More over additional machines and equipments to our production manufacturing unit will help us to supply more products to our clinics in India and reduces the figure of product being out of stock to 4 to 5 types of medicine benefitting our patients across India and world.

A three storey building will be constructed and as of now we have constructed the ground floor and the first floor's (Plastering and masonry work) is in the process. This facility will reduce the burden of coating and drying of medicine at Dharamsala to some extent. The pharmacy unit will be built on a land that is owned by Men-Tsee-Khang at Chauntra Tibetan Settlement, Himachal Pradesh (H.P) India. A couple of coating machines will be employed initially along with 150 beds for medicine drying. The coating machines with capacity of 50-60 kg will help us in coating of products with an average coating capacity of 300kg products in a day. Besides that 150 beds will be used as drying facility with normal capacity of 30 kg products per bed and 4500 kg products for 150 beds.

Funding is now being sought for the procurement of coating machines and beds for our proposed ground floor building of Product Manufacturing Department for grinding and drying of medicine. The additional machines and beds for our proposed Product Manufacturing Unit of Men-Tsee-Khang at Chauntra Tibetan Settlement would help us in more production and drying of medicines from it and reduces the burden of coating and drying of medicine at main pharmacy unit at Dharamsala to a certain level.

Appropriate funding would enable Men-Tsee-Khang to continue to deliver its health care services and transform its initial impetus into a more permanent structure, financially sustainable and stable. This sustainability will ensure the preservation of this traditional culture and allow Men-Tsee-Khang to continue to support the economic stability of the Tibetan community.

Objectives of the action

1. To increase production capacity through the procurement of coating machines and beds for drying of medicine for our proposed Product Manufacturing facility at Chauntra Tibetan Settlement Himachal Pradesh (H.P), India creating a sustainable social enterprise model.
2. To contribute to the economic growth of the Tibetan community through increased employment, social welfare programs, procurement of medicinal raw materials from local growers.
3. To continue to meet the needs of patients receiving treatment throughout India by meeting the growing demands of our national branch clinics.
4. To create awareness, promote and preserve Traditional System of Tibetan Medicine and Astro. Science.
5. To sustain Men-Tsee-Khang activities that seek to preserve this valuable component of our culture including the training of new practitioners and its various academic departments.

Stake-Holders

The International Market

The international export of Men-Tsee-Khang products has seen rapid and consistent growth over the past few years. Existing clients' orders are unable to be met and new business is routinely turned away due to the lack of manufacturing capacity. Complementary health products are forecasted to generate \$115 billion USD globally by the year 2015, but given the existing restrictions, Men-Tsee-Khang is unable to enter this market effectively.

The Private Sector:

The local Private Sector has consistently expressed its interest in procuring products through Men-Tsee-Khang. This group includes Private Tibetan Medical Practitioners both nationally (of which nearly 80 have registered their interest in Men-Tsee-Khang supply) and throughout 55 countries internationally.

Provide brief information on the type of activities foreseen and specify related outputs and results, including a brief description of linkages / relationships between activity clusters.

The project will involve the procurement of coating machines and beds for drying of medicine for our proposed Pharmacy unit at Chauntra Tibetan Settlement, Himachal Pradesh (H.P) India.

The expected output of these actions is 158400 coated products and 4500 kg of dried herbal supply which result in increase profits that would enable Men-Tsee-Khang to continue to grow and develop the organization and support its beneficiaries.

Indicate the broad timeframe for the action and describe any specific factor that has been taken into account.

The primary time consideration will be the procurement of coating machines and beds for drying of medicine for our proposed pharmacy unit of Men-Tsee-Khang at Chauntra Tibetan Settlement, Himachal Pradesh (H.P) India.

Final Beneficiaries**Branch Clinic patients**

Approximately 80% of people living in developing countries depend on traditional medicine for primary health care. The World Health Organization recognizes the contribution and importance of traditional medicine and the need to preserve it as expressed by the Director General Dr Chen, who states “These are historical assets that have become all the more relevant given the three main ills of life in the 21st century: the globalization of unhealthy lifestyles, rapid unplanned urbanization, and demographic ageing. The time has never been better, and the reasons never greater, for giving traditional medicine its proper place in addressing the many ills that face all our modern – and our traditional – societies.” Each year Men-Tsee-Khang branch clinics treat over 600,000 patients. The installation of coating machines and medicine drying beds for our proposed product manufacturing unit of Men-Tsee-Khang at Chauntra Tibetan Settlement would see that more number of patients will be benefitted from it.

Employees

Men-Tsee-Khang currently employs over 500 people throughout India. Many of these people are newly arrived Tibetan refugees whose education, language and literacy skills limit them in their capacity to find employment. In addition to providing suitable employment for these individuals, employees are also provided vocational training as per their respective functions. The procurement and installation of coating machines and beds for medicine drying for our proposed Product Manufacturing unit at Chauntra Tibetan Settlement, Himachal Pradesh (H.P) India would enable Men-Tsee-Khang to employ an additional 8 (approx) staff immediately and continue to grow and develop employment throughout the organization.

Social Welfare Beneficiaries

Men-Tsee-Khang Social Welfare programs include providing free healthcare to Tibetan refugees, the terminally and critically ill, the elderly and those suffering serious financial hardship.

Herbal suppliers

Through the procurement of raw herbal materials Men-Tsee-Khang sustains the livelihoods of herb growers in the Himalayan region. Increased production would enable Men-Tsee-Khang to further support local growers and their communities.

International community

Men-Tsee-Khang is supporting the health and wellbeing of the international community by providing access to one of the oldest medical systems. Like many traditional forms of medicine, Tibetan Medicine is safe, has limited side effects and is a low cost, sustainable form of medicine.

Particular value added elements

At present Men-Tsee-Khang manufactures 170 products, however the Traditional Texts reference has depicted countless more formulae. New facilities would enable the innovation of new products and further develop sustainable growth.

The procurement of coating machines and beds for drying of medicine for our proposed ground floor product manufacturing facility would enable Men-Tsee-Khang to meet the best practice models of manufacturing; Good Manufacturing Practice (GMP) by enabling it to meet the general storage area and equipment guidelines as required.

Time line for the Project.

S.No	Particular	M1	M2	M3
1.	Procurement	do	do	
2.	Production begins			do

Note: M stand for month

Budget for the Project:

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CONTACT:

Director
Men-Tsee-Khang,
Gangchen Kyishong
Dharamsala, Distt Kangra
Pin-176215 H.P, India
E-mail: director@men-tsee-khang.org

Kalsang Dawa
Development Manager
Men-Tsee-Khang,
Gangchen Kyishong
Dharamsala, Distt Kangra
Pin-176215 H.P, India
E-mail: developmentmanager@men-tsee-khang.org