



Project No: M-10 (EXECUTIVE SUMMARY)

Instant Machine and Equipment for Manufacturing Department of Men-Tsee-Khang (Tibetan Medical & Astro. Institute of His Holiness the Dalai Lama) at Dharamsala Himachal Pradesh, (H.P), India

The vision of Men-Tsee-Khang is to improve the lives of people through 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. Since its re-establishment, Men-Tsee-Khang has produced 287 physicians and 52 astrologers from its headquarters in Dharamsala, delivered healthcare 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 through its social welfare programs. Our 53 dedicated branch clinics deliver low-cost traditional healthcare to over 500,000 people in local communities throughout India every year. In our commitment to the vulnerable and disadvantaged, we provide free health consultations and medicine to those most in need. Our headquarters house various academic departments developed to preserve and promote Tibetan Medicine and Astrology.

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reasons for this include having limited storage area and no further option for development to the existing site, and outdated or to fewer processing machines including those for drying (the absence of a sufficient number of drying machines means that production of these medicines is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.

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. Since many of our manufacturing machines and equipments are more than 10 years old and having serviced for several times, it would be good if we could acquire additional machines over our employed once, so that in times when a machine has be serviced it could be replacement for other one without breaking down the production chain. During normal production days both of the machines could useful for further production and thus increasing the normal production to certain extent.

Currently, Men-Tsee-Khang is not able to supply enough products (medicine and herbal healthcare items) to our branch clinics in a way that most of clinics were run of stock of more than 8 different types of medicine. Few clinics even reported that more than 8 different types of medicine were of stock. Hence, it is 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 production unit, 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 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.

About the Project

- **Gaol of the project:** To Preserve and Promote Traditional Tibetan medical and astro. Sciences.
- **Objectives of the project:** To increase production capacity through installation of additional machine and equipment for manufacturing facility creating a sustainable social enterprise model.
- **Main Activities:** Purchase and installation of machines and equipment for manufacturing unit of Men-Tsee-Khang at Dharmasala, Himachal Pradesh (H.P), India.
- **Final Beneficiaries:** Tibetan Community in exile through its cultural preservation, economic contribution, healthcare service, social welfare programs.
- **Estimated Result:** Tube filling and crimping machine can help us to filling and crimping of additional 72,000 healthcare products in tube and bottle in a yearly basis.
- Grinding Machine can help us in grinding of an additional 80,000 kgs of raw material for our herbal supplies yearly basis.
- It also helps us to employ additional employment of 7 staff immediately.
- **Location of the project:** Men-Tsee-Khang, Dharamsala, Himachal Pradesh (H.P) India.
- **Duration of the Project:** 2 Months.
- **Budget for the Project:**

S.No	Particular	Qty	Amount
	Herbal Product Research Department		
1.	Tube filling and crimping Machine.	1	624,000.00
2.	Micro Hammer Mill/ Micro pulvizer	1	1,492,000.00
	Total Amount		2,116,000.00
	Contingencies@5%		105,800.00
	Grand Total Amount in INR		2,221,800.00
	Grand Total Amount in USD		33,296.00
	Grand Total Amount in EUR		29,739.00

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

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Project No: M-10 (Expanded)

Instant machine and equipment for manufacturing department of Men-Tsee-Khang (Tibetan Medical & Astro. Institute of His Holiness the Dalai Lama) at Dharamsala Himachal Pradesh, (H.P), India

SUMMARY OF ACTION

Title of the action:	Instant machine and equipment for manufacturing department of Men-Tsee-Khang (Tibetan Medical & Astro. Institute of His Holiness the Dalai Lama) at Dharamsala Himachal Pradesh, (H.P), India
Location of the action:	Dharamsala, Himachal Pradesh, (H.P) India.
Total duration of the action (months):	2 Months
Amount Requested	INR: 2,221,800.00 , USD: 33,296.00, EUR: 29,739.00 Exchange Rate as on 08th Sept, 2015. 1 USD = 66.73 INR, 1 EUR = 74.71 INR
Objectives of the action	Overall objective: <ul style="list-style-type: none"> To increase production capacity through installation of additional machines and equipment of Product Manufacturing facility creating a sustainable social enterprise model. Specific objectives: <ul style="list-style-type: none"> To contribute to the economic growth of the Tibetan community through 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"> 500,000 patients in 53 branch clinics throughout India
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 The global community, by providing access to traditional medicine
Estimated results	<ul style="list-style-type: none"> Tube filling and crimping machine can help us to filling and crimping of additional 72,000 healthcare products in tube and bottle in a yearly basis Grinding of an additional 80,000 kgs of raw materials for herbal supplies which will immediately results in an increase in profits that will enable Men-Tsee-Khang to continue to grow and develop the organization and support its beneficiaries. It also helps us to employ additional employment of 7 staff

	immediately.
Main activities	<ul style="list-style-type: none"> • Purchase and installation of Machines and equipments for manufacturing unit of Men-Tsee-Khang.

DESCRIPTION OF THE ACTION

Background to the preparation of the action

The vision of Men-Tsee-Khang is to improve the lives of people through 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. Since its re-establishment, Men-Tsee-Khang has produced 287 physicians and 52 astrologers from its headquarters in Dharamsala, delivered healthcare 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 through its social welfare programs. Our 53 dedicated branch clinics deliver low-cost traditional healthcare to over 500,000 people in local communities throughout India every year. In our commitment to the vulnerable and disadvantaged, we provide free health consultations and medicine to those most in need. Our headquarters house various academic departments developed to preserve and promote Tibetan Medicine, Astrology, 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.

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.

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.

Since many of our manufacturing machines and equipments are more than 10 years old and having serviced for several times, it would be good if we could acquire additional machines over our employed once, so that in times when a machine has be serviced it could be replacement for other one without breaking down the production chain. During normal production days both of the machines could useful for further production and thus increasing the normal production to certain extent.

Currently, Men-Tsee-Khang is not able to supply enough products (medicine and herbal healthcare items) to our branch clinics in a way that most of clinics were run of stock of more than 8 different types of medicine. Few clinics even reported that more than 8 different types of medicine were of stock. Hence, it is 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 production unit, 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 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.

The machines and equipments will be installed in our product manufacturing unit at Men-Tsee-Khang, Dharamsala, Himachal Pradesh (H.P) India. Funding is now being sought for the purchase of a tube and micro hammer mill machines product manufacturing unit..

This addition of few machines in product manufacturing unit of Men-Tsee-Khang would help us to produce more medicines and herbal healthcare products from it.

Appropriate funding would enable Men-Tsee-Khang to continue to deliver its health 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 is ensured 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 construction of a Product Manufacturing facility 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 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 Tibetan Medicine.
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 purchase of a tube and micro Hammer mill machines for our product manufacturing unit at Dharamsala, Himachal Pradesh (H.P) India.

The expected output of these actions will be an immediate increase in Tube filling and crimping of an additional 72,000 healthcare products in tube and bottle in a yearly basis.

Grinding of an additional 80,000 kgs of raw materials for herbal supplies which will immediately results in an increase in profits that will enable Men-Tsee-Khang to continue to grow and develop the organization and support its beneficiaries.

It also helps us to employ additional employment of 7 staff immediately.

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 and installation of tube and Micro Hammer Mill machines for our Product Manufacturing department at Men-Tsee-Khang, Dharamsala, Himchal Pradesh (H.P) India.

Final Beneficiaries

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 500,000 patients. The installation of additional machines for our manufacturing unit at Dharamsala, Himachal Pradesh (H.P), India would help us to produce more products benefiting patients.

Employees

Men-Tsee-Khang currently employs over 500 people throughout India. This installation of machines for our product manufacturing unit would able us to provide additional employment to

7 employees immediately. 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.

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 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 countless more formulae. Additional machines and facilities would enable the innovation of new products and further develop sustainable growth.

The development of this 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.

Project Start: Time line for completion of the Pharmacy Unit Project at Chauntra Tibetan Settlement, Himachal Pradesh (H.P) INDIA

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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