

# Blue Cross News



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## Meet the Winners of the MEFTAL Master's Contest 2016

A function was recently held in Mumbai, to felicitate the Winners of the MEFTAL Master's Contest 2016, and present them with their awards. The following are glimpses of this very enjoyable event...



Platinum Category winner Mr. Gagan Minotra, ZM – Faridabad, with his cheque.



Gold Category winner Mr. Venkatesham, ZM – Hyderabad, with his Award.



Platinum Category winner Mr. Rajendra Raheja, ZM – Indore, with his cheque.



Gold Category winner Mr. Rajanish Chaudhury, ZM – Meerut, with his Award.



Platinum Category winner Mr. Mahesh Ahuja, ZM – Delhi, with his cheque.



A standee with pictures of all Managers who were winners in different categories of the MEFTAL Master's Contest 2016.

# Blue Cross to Support HelpAge India's New Physiotherapy Center in Goa

Blue Cross has pledged its support for HelpAge India's new Physiotherapy Center, at Morjim in Pernem, Goa. This centre was inaugurated by Mr. Pandurang Madkaikar, Minister of Power and Social Welfare, at Dshprabhu Arcade, in Bhatiwada, Morjim, on May 20, 2017, with the lighting of the traditional lamp, followed by an inspirational address.



HelpAge India's New Physiotherapy Center at Morjim, Pernem, Goa, is inaugurated by Mr. Pandurang Madkaikar, Minister of Power and Social Welfare.

Mr. B. G. Barve, Jt. Managing Director, Blue Cross; Mr. Sudesh N. Gaude, Asst. Director, Directorate of Social Welfare; Mr. Prakash N. Borgaonkar, Director, HelpAge India; Mr. Dattaprasad Pawaskar, Manager, HelpAge India, Goa; Mr. Babi Shiva Bagkar, President, Morjim Gram Vikas Manch, Morjim; Mr. Vasant K. Shetgaonkar, President, Morjim Jeshta Nagrik Manch, Morjim and Mr. Nilesh



Mr. Prakash N. Borgaonkar, Director, HelpAge India, felicitates Mr. B.G. Barve, Jt. Managing Director, Blue Cross, in acknowledgement of the company's support of the new Physiotherapy Center in Goa.

Pandurang Shetgaonkar Sarpanch, Morjim, were also present and addressed the gathering.

HelpAge India is a non-profitable organization that has been in the service of the elderly of our nation for the past 39 years, with the aim of bringing about awareness about the problems that the elderly in our society face in their daily lives. It is active in 23 states of India and has transformed many lives by providing medical services and setting up poverty alleviation and income generation schemes in urban and rural India.

This new Physiotherapy Center aims to provide the residents of Morjim and surrounding villages who are below the poverty line, with high quality services free of cost. It is equipped with the most up-to-date facilities and technology. Dr. Swagata S. Kerkar, MSK Physiotherapist, UK, is the consulting Physiotherapist here.



The new Physiotherapy Center is equipped with up-to-date facilities.

## New Nihchal Israni Foundation Scholarships Launched

To provide financial assistance to meritorious students from low income families of which one parent is an employee of Blue Cross, the Nihchal Israni Foundation recently launched the Smt. Geeta Israni Scholarships. They are for college education in India (Class XI to PG level).

One child per family, in which the total earning of both parents does not exceed Rs. 5.00 lakhs per annum, will be eligible for this scholarship. Every year not more than 30 students will get the scholarships and the maximum amount will be Rs. 15,000 per student.

# Cheers to the Winners of the Gastro Champions Contest 2016

*The Winners of the Gastro Champions Contest 2016 were warmly felicitated and presented with their awards, at a function that was recently held in Mumbai.*



Mr. Saikat Bhattacharya, ZM – Kolkata, bagged a Winning Plaque in the Silver Category.



Mr. Ajit Kumar, ZM – Palakkad, with the Platinum Trophy.



Mr. Yogesh Kumar, ZM – Meerut, bagged a Winning Plaque in the Silver Category.



Mr. Shiva Prasad, ZM – Kurnool, bagged a Winning Plaque in the Silver Category.



Mr. Tapan Kumar Pradhan, ZM – Bhubaneswar, receives gold coins on behalf of Cuttack Region.

Some of the Gastro Champions Contest 2016 Winners with members of the HO team.



## K-GLIM-Trio 1 & 2 and P-PPi-L Launched, Bluvit-D3 Sachets Relaunched



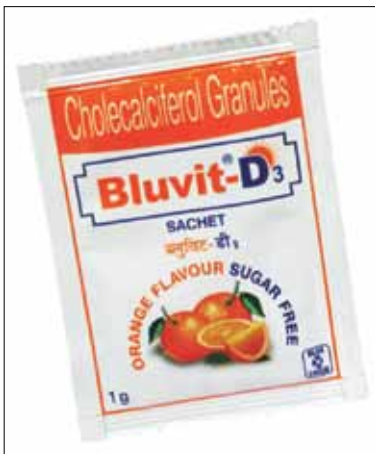
We have launched K-GLIM-Trio 1 & 2 in April 2017. Both packs are triple combinations of Glimepiride, Metformin and Voglibose, specially designed for diabetics with high postprandial glucose levels. This is currently

one of the fastest growing combinations.

We are also happy to introduce the 12th Gem (Pack) in our GASTRO basket: P-PPi-L Capsules. This is an excellent booster pack to expand the Company's consultant prescriber base and improve sales of the GASTRO Group. It is the winning combination of most preferred PPI 'Pantoprazole' with complete prokinetic 'Levosulpiride', for effective treatment of Dyspepsia, GERD & Amp and Gastroparesis.



These new products will help expand the company's prescription base and strengthen our commitment to delivering World Class Quality at an Affordable Price.



Bluvit-D3 Sachets were relaunched at the most affordable price of Rs. 10 per sachet. These sachets are being well appreciated by doctors across India and over two lakh sachets were sold in April - May 2017, indicating a shining future for this product!

## Taking Exports Forward



Representatives of the Company's Congo Distributor, RESTCOM SARL, visited the Blue Cross Head Office in Mumbai on April 5, 2017, to review plans for Business Development.



Mr. Srinivas, Blue Cross Country Manager, Myanmar, visited the Blue Cross Head Office in Mumbai on April 18, 2017, to review the Country Business Plan and discuss strategies.

## Yoga Day Celebrations

Yoga Day was celebrated at the Peninsula Club terrace, Mumbai, on June 21, 2017. Trainer Ms. Amruta Bhatia taught Blue Cross team members a number of effective yoga asanas.



# A Series of Chota Tusq Patient Benefit Camps

The past two months saw a large number of Chota (Mini) Tusq Patient Benefit Camps (PBCs) being organised around the country by Blue Cross SEs and RMs to help as many patients as possible. These PBCs were organised directly in various Doctors' clinics and the Doctors appreciated this initiative.



## World Environment Day Celebrations

World Environment Day celebrates positive environmental action and promotes awareness of the need to do deeds that help preserve nature.



Ms. Tarini Iyer. She taught the participants simple methods and tips for growing plants in our homes and on balconies and window sills to beautify the environment and freshen the air.

World Environment Day 2017 was celebrated on June 5, at the Head Office cafeteria, with a hands-on workshop on 'Home Gardening', conducted by

## Poster Contest Winners

Poster presentation competitions were held for SEs during the training programmes that were conducted for them in May 2017. The jubilant winners from the BC Division display their creative poster.



## Blue Cross Wins Appreciation for Philanthropic Contribution



His Excellency Mr. E. S. L. Narasimhan, Governor of Telangana & A.P. States and President, Indian Red Cross Society, Telangana State Branch, presents an Indian Red Cross Society Memento to Mr. Y. Ramesh Kumar Reddy, Dy. GM – Operations, Blue Cross, Hyderabad, in recognition of the company's philanthropic donation.

His Excellency Mr. E. S. L. Narasimhan, Governor of Telangana & A.P. States and President, Indian Red Cross Society, Telangana State Branch, inaugurated the Red Cross Institute of Yoga & Nature Cure, the Ayush Wellness Clinic and the Dementia Day Care Center at Banjara Hills, Hyderabad, on March 31, 2017.

Also present were Dr. C. Laxma Reddy, Hon'ble Minister for Medical & Health, Govt. of Telangana, and a number of other senior Government officials.

A few months earlier Blue Cross had donated and installed 16 Voltas air conditioners towards improving the infrastructure facilities at the Indian Red Cross Society's Blood Bank, Telangana State. In appreciation of this generous donation, Mr. Y. Ramesh Kumar Reddy, Dy. General Manager – Operations, Blue Cross, Hyderabad, was invited to attend the inauguration function on March 31, 2017.

The Governor had a brief meet with the representatives of various donor companies and appreciated their generous donations. He emphasised the need for continuing support from the public, philanthropists and the corporate sector. He presented Indian Red Cross Society Mementos to the Donors and other voluntary organisations.

## Events at Nashik Plant

- The 2nd ISO surveillance audit for recommendation of continuation of the certification award was conducted at the Nashik Plant on April 6-7, 2017. Continuation of validity of the award has been recommended.
- Officials from the Pharmacy & Poisons Board (PPB), Kenya, inspected the Cephalosporin manufacturing facility at the Nashik Plant on April 23, 2017. (see pic at right)



- As a part of the CSR activities at Nashik Plant, medicines were donated to Vaishnav Charitable & Medical Trust, Mumbai. (see pic at left)
- Groups of SEs visited the Nashik Factory in May and June 2017 (see pic below) They were taken around the Production, QC/QA and R&D Departments. Mr. Gilda and Mr. Koshti made presentations on 'Quality by Conformance to Design' and 'R&D Bridging the Gap'. Lunch at Hotel Jupiter followed.



## Blue Cross Presence at IDMA Seminar

A full-day Seminar-cum-Workshop on 'GST Implementation by Pharma Industry' was organized by IDMA, on May 24, 2017, in Mumbai. This was the first in a series of four seminars planned



Mr. Prakash Rijhwani, GM – Costing & Management Services, Blue Cross delivers the presentation on 'GST Impact on DPCO & Exports'.

by IDMA under the aegis of Excise & Taxation Committee and it aimed at helping members to understand the implications of GST and get prepared for the effective transition of their accounting and billing activities. The seminar was a huge success with a record 230 participants.

Mr. Prakash Rijhwani, GM – Costing & Management Services, Blue Cross, delivered a presentation on 'GST Impact on DPCO & Exports' and moderated a panel discussion with the experts Mr. Ashok B. Nawal, Mr. Kirti Oswal, Mr. Shantanu Bagwe and Mr. B. G. Barve. These experts responded to all questions raised by the participants. Mr. B. G. Barve, Chairman, IDMA Excise & Taxation Committee and Joint Managing Director, Blue Cross proposed the Vote of Thanks.



Mr. B. G. Barve, Chairman, IDMA Excise & Taxation Committee and Joint Managing Director, Blue Cross, proposing the Vote of Thanks.

## Training Focus

Since good team players are the backbone of any team, a one-day training program titled 'Be An Effective Team Player' was organised at Head Office on May 13, 2017.



It was conducted by Mr. Gajendra Medhi from Momentum Training and focused on a team player being the cornerstone of a productive and successful team. It also illustrated how team players can complement, challenge and inspire one another to new performance heights.



A training programme on 'Writing Reports That Report Effectively' was held at the BCL Conference Room in Mumbai on June 10, 2017. It was facilitated by Dr. Medha Saykhedkar from Momentum Training and focussed on writing reports that are concise, precise and effective. This is an art that anyone can master with a little guidance and practice.

Training on 'Business Communication Skills' was conducted at the Conference Hall by Dr. Medha Saykhedkar from Momentum Training & HR Consultants, on June 18, 2017, at Nashik. It was attended by 23 employees in two batches.



Mr. Kapil Bhargava, Quality Consultant, conducted training on "Manufacturing Facility Design Risk Based Approach" on May 17, 2017, at Goa. The programme was informative and useful.

*"A dream becomes a goal when action is taken towards its achievement."*

- B. Bennett

# Online Facility Launched for Submitting Claims for PF Withdrawal



The Retirement Fund Body or Employees' Provident Fund Organisation (EPFO) has launched a new online facility for submitting claims towards Provident Fund (PF) withdrawal. (Website: [www.epfindia.com](http://www.epfindia.com))

This will help in reducing the turnaround time for processing of Provident Fund claims. This new measure will benefit over four crore subscribers. Currently, an employee's entire 12 per cent contribution is deposited into his or her Employee Provident Fund (EPF) account. The employer also contributes 3.67 per cent to the employee's EPF account, along with 8.33 per cent of basic wages.

The EPFO has come up with guidelines on how to initiate the process for online claim submission and has stated that subscribers are not required to go to the employer to avail of this facility.

Subscribers should know about the following points:

- Subscribers who have activated their UAN or Universal Account Number and seeded their KYC (Aadhaar) with EPFO can submit claims online for Provident Fund final settlement, part withdrawal and pension withdrawal benefits. For online claim submission, subscribers have to log into the member interface using Universal Account Number (UAN) credentials. (UAN is allotted by the retirement fund body and this number allows portability of Provident Fund accounts from one employer to another.)
- The relevant claim needs to be selected and authenticated using an OTP (one-time password) received against the mobile registered with Aadhaar to complete the online claim submission.
- The employee needs to select Form19 for Provident Fund final settlement, Form31 for Provident Fund part withdrawal and Form10-C for pension withdrawal benefit. The retirement fund body has relaxed norms for part withdrawal. Subscribers are not required to give any supporting document towards this. A claim submitted would flow in a soft form to the EPFO database where it will be processed and the subscribers' bank account will be credited.
- For availing of this facility, subscribers should have activated their UAN and their Aadhaar details should be seeded in the retirement fund body's database. Permanent Account Number (PAN) should also be seeded in the EPFO database for provident fund final settlement claims in case the employee's service is less than five years.

## Monthly Celebrations

### Nashik Plant



Monthly Celebrations were organised at Nashik Plant for the months of April, May and June 2017. Long Service Awards were presented, employees' birthdays were celebrated and Employee of the Month Awards were presented during these very enjoyable events.



### Head Office



Ms. Zalak Pandya receives her 5-year award from Mr. Nilesh Arkardi, Marketing Director.

At Head Office, the Monthly Celebration were held for the months of April, May and June at the Staff Cafeteria. Among the enjoyable activities at these events were presentation of Long Service Awards,



Ms. Namrata Somvanish receives the Employee of the Month Award for May 2017.

celebration of employees' birthdays and presentation of Employee of the Month Awards.



### Goa Plant

A cake is cut during the Birthday Celebration at Goa Plant.





## Cheers to the Long Servers

### 35 Years



Mr. M.L. Stanislaus, ZM

### 30 Years

Ms. Jayashree Bakare, Nashik

### 20 Years

Mr. Amit Sharma, TM

Mr. Rajesh Borkar, Production Officer

Ms. Edociana Quadros, Goa

Mr. Umesh Gaude, Goa

Mr. Shirish Chumble, Nashik

### 15 Years



Mr. Panchanan Routray, Marketing Director, receives his 15- Year Long service Award from Mr. B. G.Barve, Jt. MD and Mr. Ashish Shirsat, Sr. Executive Director.

Mr. Jagdish Koshti, Director R&D

Mr. Shrikant U. Phirke, ZM

Mr. S. Chittibabu Reddy, ZM

Mr. Rajesh C., RM

Mr. Rajan Mahto, Sr. ABM

Ms. Anjali Borkar, Goa

### 10 Years

Mr. Yashwant Nerkar, Manager – Stores & Accounts  
Mr. Muthu Aynan, Stores Executive

Mr. Nishad P. , RM

Mr. Sharnabasappa

Sanganna Mattimood, RM

Mr. Md. Iftekhar Alam, ABM

Mr. Digvijay Jadhav, ABM

Mr. Lok Bahadur Thapa, ABM

Mr. Vinai Venugopal, ABM

Mr. Balaji Sondare, ABM

Mr. Vineeth K., ABM

Mr. Krishna Kant Kishore, TM

### 5 Years

Ms. Zalak Pandya, Confidential Secretary

Mr. Riyaz Amudin, RM

Mr. Babasaheb Chate, RM

Mr. Yashwant Yadav, RM

Mr. Yunusahmad A. Takked, ABM

Mr. Mohammad Azam, ABM

Mr. D. Prasanna Bheema

Rayudu, ABM

Mr. Vijaykumar M. Koujalgi,

ABM

Ms. Bella Sankara, ABM

Mr. Arbind Kumar Dwivedi,

ABM

Mr. Ashok Parashar, ABM

Mr. Niyas K. P., ABM

Mr. Mohd Sharique Lari,

ABM

Mr. Sameer Kumar Handa,

ABM

Mr. S. Karuppasamy

Barathidasan, ABM

Mr. Mohan C. Badiger, ABM

Mr. Mohan C. Badiger, ABM

## Moving Upwards & Onwards!

Warm congratulations to the following team members on their well deserved promotions.

### Mumbai

Mr. William Fernandes as Dy.

G.M. - Corporate Training

Mr. Gaurav Bagwe as Product

Manager

### Nashik

Mr. Yogesh Ahirrao as Senior R&D Executive

Mr. Sagar Dalvi as R&D

Executive (Analytical

Development)

Mr. Prashant Khairnar as QA

Executive

### Field

As Sr. Area Business

Manager

Mr. Mahesh P. Sutar

Mr. Tukaram Shivaji

As Dy. Zonal Manager

Mr. Haridas V.M.

As Regional Manager

Mr. Kamal Kumar Panchal

Mr. Satya Narayana Panda

Mr. Nishad P.

Mr. S. Tandava Krishna

Mr. Mohd Jahangeer

Mr. Philip N.P .

Mr. Pradeep Kumar G.

Mr. Amit Arora

Mr. C. Chandrashekar

Mr. B. Narsimhulu

Mr. Nishant Chavda

Mr. Sandip Bhopale

Mr. Hirdesh Kumar

Mr. Jayprakash Rai

Mr. Kumar Manoj

Mr. Praneeth K.

Mr. Ramrao Kulkarni

As Area Business Manager

Mr. Dheeraj Mutreja

Mr. Vinod Kumar

Mr. Rakesh Kumar

Mr. Pawan singh Sharma

Mr. Ajomon M. S.

Mr. Gaurav Shukla

Mr. Ram Shiromani Yadav

Ms. Meera R. Shikhare

Mr. Digvijay Yashwant Patil

Mr. Satish

Mr. Paritosh Tyagi

Mr. Gaurav Kumar

As Territory Manager

Mr. Arvindra Singh Solanki

Mr. Devi Singh Rathore

Mr. Ragesh K. R.

Mr. Vijay Kumar Bharati

Mr. Dev Narayan Yadav

Mr. Mukund Kumar

Mr. Dharamvir Kumar

Mr. Sayyed Farooque Ali

Mr. Narendra Gangwar

Mr. Praveen Kumar Pandey

Mr. Mahendra Suryavanshi

As Sr. Sales Executive

Mr. Zulfkar Samiullah Mir

## Warm Farewell



Mr. A. M. Kotrappa, Dy. G.M. Sales - Bangalore, who retired recently, was bid a warm farewell after 34 years of loyal and successful service with the Company.

*“Success is the result of hard work, aiming for perfection, learning from failure, loyalty and persistence.”*

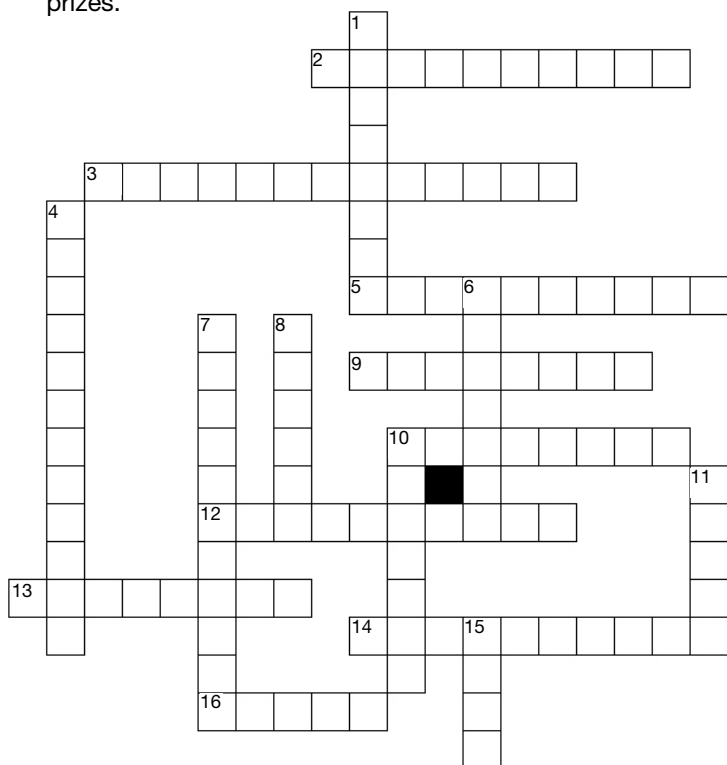
- Colin Powell

## Blue Cross Puzzle

Mr. Abhishek Majumdar, Product Executive – Marketing, Mumbai, has prepared this puzzle with 16 clues. All the answers are medical products.

Readers are invited to xerox this puzzle, fill in the answers and send their entries to [hrd@bluecrosslabs.com](mailto:hrd@bluecrosslabs.com) by September 15, 2017. Mark your entry 'Puzzle Answers'.

The three people filling in the most answers will win prizes.



### Across

2. For quick relief from Colicky Pain & Spasmodic Dysmenorrhoea
3. Increases LES pressure significantly more than Domperidone
5. Used in Dermatoses with Secondary Bacterial or Fungal Infections
9. Used in Allergic Rhinitis
10. For hassle-free pregnancy to blissful motherhood
12. Offers speedy recovery from dental pain and inflammation
13. Ensures moisture-free contents
14. Provides 8 hours of fever control
16. Brand of Cefuroxime

### Down

1. The most Bioavailable Calcium with all essential nutrients
4. Higher Bioavailability compared to Omeprazole
6. The best Macrolide
7. Inhibits Bacterial Cell Wall Synthesis
8. Preferred B-Vitamins powered with Antioxidant
10. Cefixime brand
11. The effective anti-cold range
15. Effective cough relief range

There were no winners for the puzzle carried in the last issue of Blue Cross News.



## Growth!

We keep on hearing people say, "Have patience, don't compare yourself with others! Wait for the right opportunity!"

However, in day-to-day life we are highly engrossed in varied activities and expect instant results. I myself am indeed an impatient person!

I am sharing this article with you because I feel that accepting my mistakes and moving ahead is one of the steps I can take towards achieving excellence.

This morning when I was observing a Mango tree that we had planted eight years ago, I noticed that it had finally blossomed. In the first five years it had grown to about 10 feet but had not given fruits. I would always compare



this tree with other trees planted during

the same period by my friends and relatives. Every year they would send mangoes to us and I

would be saddened because our mango tree had not yet blossomed. At one point I even

thought of chopping down the tree!

But this morning I realized that

everything and everyone requires adequate time to grow. Some are on a fast track, some are on a slow track. As a person I need to wait and have faith that what/whom I am waiting for will eventually blossom!

As a professional I learned some key points from this experience. Most importantly, I learned that I need to invest time - sometimes there may not be any indication of growth on the surface, but there may be lot of change happening inside!

So don't judge someone within a short time. You may do well sometimes by just suspending your decision/opinion. In God's economy nothing is a waste!

I also realized that even though the tree had not been giving fruit it had been serving a different purpose - giving us shade and fresh air and providing shelter to different kinds of birds. What we need to do is see the other side of coin too.

So please refrain from judging an individual only on the basis of results!

*Share your experiences about how being patient and waiting for someone/something to blossom Send your entry to us at [hrd@bluecrosslabs.com](mailto:hrd@bluecrosslabs.com). There is a prize for the best entry.*

*Readers are invited to send in their own Word Search puzzle and 'Food for Thought' contributions for our magazine*