

Blue Cross News



House Journal of
Blue Cross
Laboratories
Pvt Ltd.

Vol. 21 No. 1
January -
February 2016

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Blue Cross Sponsors E-Learning

for Rural Students



Teachers and students at one of the schools in which Blue Cross has sponsored and conducted the E-Learning programme.

Blue Cross has entered into an agreement with Wockhardt Foundation to sponsor and conduct an E-Learning programme for students from standards I-X in 18 rural schools in Nashik District. This programme makes learning a fun-filled, interactive experience and has been developed by E-Learning experts. It follows the State Board curriculum and aims at ensuring excellence through high quality and innovative teaching methods.

Each of these 18 schools will be provided with two sets of hardware and software learning kits. The programme has been successfully installed in 10 schools so far and installations are in progress in the other schools. Since it has been designed in an audiovisual format it helps the teachers and the students find it interesting and interactive, leading to better attendance, retention and performance.

N.H. Israni Joins in Felicitating Dr. Suresh Advani

Dr. Suresh Advani, the internationally reputed cancer specialist, was recently felicitated with the Padma Bhushan Award in Mumbai.

Shri N.H. Israni, Founder Chairman, Blue Cross Laboratories Pvt Ltd., was present at the presentation function, along with others including Shrimati Pratibha Patil, Ex-President of India; Shri C. Vidyasagar Rao, Hon'be Governor of Maharashtra, Padma Bhushan Dr. B.K. Goyal and Shri Niranjan Hiranandani.

Dr. Suresh Advani (seated) with other dignitaries at the function during which he was presented with the Padma Bhushan Award. Shri N.H. Israni, Founder Chairman, Blue Cross Laboratories Pvt Ltd., is seen at extreme right.



National Award for Shijin Varghese

Mr. Shijin Varghese, TM, Tirur, Cochin, was presented with the prestigious Indra Gandhi National Award by the President of India, Shri Pranab Mukherjee, in recognition of



his being the Best NSS Volunteer.

Shijin was an NSS volunteer at the NSS College in Pandalam and has also participated in the Inter Governmental

International Youth Exchange Programme for which he was sent to South Korea as an Indian delegate.

Welcome to Blue Cross

Dr. Madhurima Dhar has been warmly welcomed to the Blue Cross family as Dy. General Manager – Medical Services.

She holds an MBBS and an MD in Pharmacology from Delhi University, as well as an MS in Biomedical Sciences from the University of Medicine & Dentistry – New Jersey Medical School, New Jersey, USA. She has over 15 years of work experience in India and the US.



Dr. Madhurima Dhar receives a welcome bouquet from Mr. Harshinder Sharma, Dy. Director - HR & Admin.

Congrats to the Winners of MEFTAL Master's Contest 2015

As a part of our MEFTAL Master's Contest 2015, 31 executives and managers qualified for a trip to Goa, from February 29-March 2, 2016. In Goa the winners were felicitated by Mr. Ashish Shirsat, Senior Executive Director, and were taken on a visit to the Goa Plant.

The winners had a great break in a comfortable resort, visiting serene Goa beaches and enjoying fun-filled parties in the evenings. They are now charged up to achieve an even better MEFTAL performance in the next financial year.

Warm felicitations to:

Mr. Gagan Minotra, ZM – Faridabad



Mr. Joseph Challisary, ZM – Ernakulam



Mr. Mahesh Ahuja, ZM – Delhi



Mr. P. Sreekumar, SR. GM – Sales Operations, Mumbai

Mr. Sorabh Sinha, ZM – Varanasi



Mr. K S Radhakrishnan, RM – Ernakulam, being felicitated by Mr. Ashish Shirsat, Sr. Executive Director.

The winners were congratulated and inspired by:



Mr. Ashish Shirsat, Sr. Executive Director



Mr. Pachanan Routray, Marketing Director, Mumbai



Mr. P. Sreekumar, Sr. GM – Sales Operations, BC/BCL Division.



Mr. Mukesh Rai, top seller of MEFTAL-SPAS Tabs.

The MEFTAL Masters were:

Top ZMs:

Mr. Gagan Minotra, Mr. Sourabh Sinha, Mr. Joseph Challisary, Mr. Mahesh Ahuja, Mr. P.C. Joshi

Top RMs:

Mr. Satish Mehta, Mr. Sanjeev Singh, Mr. Yashpal Khajuria, Mr. Rajesh C., Mr. K.S. Radhakrishnan

All India Top 5 SEs / TMs / ABMs:

Mr. Mukesh Rai, Mr. Rakesh Baweja, Mr. Sanjeev Manchanda, Mr. Sanjay Sahu, Mr. Manoj Saini

Zone-wise Top SE / TM / ABM:

Mr. Binay Kumar Dubey, Mr. Mohit Arora, Mr. Naveen Huria, Mr. Samir Handa, Mr. Rajendra Jangid, Mr. Subhash Patidar, Mr. Vivek Srivastava, Mr. Sanjay Srivastav, Mr. M. Jeevan Kumar, Mr. Md Akbar Imran, Mr. Laiju K. T., Mr. Ramakrishna K., Mr. Ashok Kumar K., Mr. Manoj K. M., Mr. Mallikarjun Kamani, Mr. A. P. Raghuraman



All the winners seen with senior Blue Cross managers.

Chota PBCs Win Appreciation

Chota (Mini) Patient Benefit Camps (PBCs) were held by Blue Cross SEs and RMs to help as many patients as possible. These PBCs were organised directly in various doctors' clinics, with their permission. Blue Cross SEs and RMs handed over free trial



packs of TUSQ and KOLQ to appropriate patients, as recommended by doctors who issued prescriptions for the same.

Doctors

from all over India have appreciated this initiative and have requested the Blue Cross team to continue this unique activity on a regular basis.



"Challenges make life interesting and overcoming them makes life meaningful."

MEFTAL-SPAS School Dysmenorrhoea Education Campaigns

The Blue Cross team conducted a series of MEFTAL-SPAS School Dysmenorrhoea Education Campaigns at various schools across Maharashtra during the past two months.



above: At Janata Vidyalay, CIDCO, Nashik Zone.

above: At Amalner, Nashik Zone.



right: At Kopergaon, Nashik Zone



In Mumbai

In Solapur



Appreciation Award for Sudarshan Sapkota



Mr. Sudarshan Sapkota, ZM, Kathmandu, Nepal, received an Appreciation Award at PESCON-10, the tenth conference of the Perinatal

Society, which was recently held in Kathmandu. The award was presented by Dr. M.R. Baral and Dr. Sheela Verma.

Action & Events Across Blue Cross

The months of January and February 2016, saw plenty of action and numerous events at all Blue Cross locations. The following are a few glimpses....

Mumbai

Republic Day celebrations were organised by Team HR on January 25, 2016, to commemorate Republic Day January 26, 2016. A Department-wise Workstation Decoration Contest was organised, the dress code was wearing the national tri-colour flag colours and fun activities were organised. It was indeed a special occasion, with enthusiastic participation from all!



A Medical Camp

was held in coordination with Wockhardt Hospitals, Mumbai. Checkups at the camp included blood pressure, random blood sugar and BMI, as well as an ECG on a doctor's recommendation and a consultation with Dr. Safanha Mulla. The whole team was invited to attend the event and benefit from it.



Goa Plant

An On-site Emergency Mock Drill

was conducted at Goa Plant on January 10, 2016. There was participation from 230 employees.



The monthly celebration

was held on February 29, 2016. During the celebration, long service awards were presented to Ms. Diana Pinto (20 years, above), Mr. Amrit Parcharure (15 years, right).



Be Aware of the Consumer Protection Act

was the name of a special awareness programme conducted on February 27, 2016. The Guest Speaker was Mr. Anant Patwardhan, Hon. Treasurer, CFBP. He spoke on how consumers should wake up, be aware and be safe and discharge their responsibilities as well as assert their rights.



Republic Day was celebrated by the team at the Goa Plant with a quiz competition based on the Constitution of India. The team was excited about this unusual event and there was keen participation. The five winners are seen in the picture.





A WHO Audit was conducted at the Goa Plant on January 28 -29, 2016. An Auditor from Goa FDA and one from CDSCO, Vasco, conducted the audit, which witnessed keen participation from the Goa team.



Mr. Ashish Shirsat, Sr. Executive Director, (seen third from right) visited the Goa Plant on February 29, 2016. He met all the HODs and laid emphasis on raised quality standards and improved efficiency.



Nigerian Auditors Ms. Dato! Miriam Mngueshima, Mr. Onyi Emmanuel Nkem and Mr. Musa Segun Victor carried out a Plant Audit on February 23, 2016. The Goa team participated in the audit with enthusiasm and dedication.



Twenty-eight Meftal Masters Winners, accompanied by Mr. Panchanan Routray, Director – Marketing, visited the Goa Plant on March 1, 2016.

At the plant, a presentation was made for them by Mr. Shripad Pai, Sr. Production Manager, along with Mr. Dinar Madolkar, GM – Plant and his team, on the varied production quality checks, as well as on the production and packing process flow. The winners were then taken on a plant round to see the production and packing processes.

All returned not only impressed, but with renewed confidence in the world class Blue Cross quality!

Nashik Plant



Groups of SEs visited the Nashik Plant on January 10, 2016 as well as on February 6, 2016. They were taken on a round of the factory - Production, QC/QA, R&D - and presentations were made by Mr. Gilda and Mr. Koshti on 'Quality by Conformance to Design' and 'R&D Bridging the Gap'.

The first ISO Surveillance Audit at Nashik Plant was conducted by a team of three auditors on February 4-5, 2016. It is valid from March 20, 2015 to March 19, 2018.

The monthly celebration was held on February 29, 2016. During the celebration, Mr. Vaibhav Patil, Production Officer (Liquid Dept.), who completed 5 years of service with the company in January 2016 is seen receiving an award from Mr. Harshinder Sharma, Dy. Director – HR & Admin.



An On-going Focus on Training & Development

Blue Cross continues to remain committed to training and development initiatives, in order to keep its team up-to-date with the latest technology and advances, as well as to promote the team members' individual development. Thus the past two months have witnessed several programmes being conducted...

An Advance Excel training programme was conducted on February 19-20, 2016, at the BCL Conference Room, Mumbai, to arm participants with the knowledge and skills to use Microsoft Excel more effectively. This will promote smarter decisions since this powerful software boosts productivity, simplifies data management and streamlines everyday tasks.



For this programme Blue Cross tied up with Aptech Ltd., India's leading IT training organisation. The Master Facilitator was Mr. Sanjeev Banerjee.

Plant by Dr. Medha Saykhedkar, Trainer & HR Consultant. There were two sessions, attended by 23 employees.



An MSBTE training programme was conducted at Nashik Plant for 25 faculty members from Pharmacy Colleges across Maharashtra, on January 11-13, 2016. This training programme is annually conducted under the Maharashtra State Board of Technical Education's initiative to impart quality technical education to faculty members, in association with the pharmaceutical industry.



A training programme on Managerial Skills was conducted at the Goa Plant for all HODs/ Functional Heads. Soft skill training was imparted on topics such as planning, prioritizing, delegation and motivational factors, as well as on How to Be a Role Model. All participants actively participated in activities such as the group debate and planning exercise.

A training programme on 'Negotiation Skills & Conflict Management' was conducted on February 16, 2016, at Nashik Plant, by Mr. Gajendra Medhi, Trainer & HR Consultant, in two sessions. It was attended by 25 staff members.



A training programme on 'Written Communication' was conducted at the Nashik

New Excel Training was conducted for SEs at Blue Cross, Bangalore, from February 15-20, 2016.



Mr. Praveen Joglekar, current ABM of Sirsi, with his Sr. RM, Mr. Ravi Nirwani and the owner of Murty Medical Store, with an order for 100 Boxes of ANGICAM-BETA.

The ANGICAM-BETA Story

It all started a decade ago when Mr. Inayat Sheikh the then ABM at Sirsi, Karnataka, launched a range of Cardiac and Diabetic products, as did PSOs all over India.

Inayat introduced the ANGICAM range of products to Dr. M. P. Shetty. Based on his powerful presentation and persuasive follow-up, Dr. Shetty started prescribing ANGICAM-BETA and continues to prescribe it even today.

The relationship which started with a single patient and prescription has grown to over 1000 patients and sales of over 100 boxes from the chemist adjoining Dr. Shetty's clinic - Murty Medical Store. Inayat's career graph has also risen. He is currently Zonal Manager.



The annual picnic for the Nashik Plant team was arranged at Silent Hills Resort, Palghar, on January 30, 2016.

Fond Farewell



Mr. S.K. Mahuli, GM - Production, (seen 4th from left) was bid a warm farewell on his retirement after 33 years of dedicated service. A farewell function was held for him on February 2, 2016.

Mr. J.S. Gilda, Sr. Executive Director, Mr. A.K. Burman, Production Director and Mr. Harshinder Sharma, Dy. Director - HR & Admin., as well as Mr. Mahuli's family were present for this event along with members of the Nashik Plant team.

Long Service Warmly Commended

30 Years

Mr. M.T. Radhakrishnan, Raipur

25 Years

Ms. Shubhangi Patwardhan, Nashik

20 Years

Ms. Diana Pinto, Mumbai

15 Years

Mr. Amrit Parcharure, Mumbai
Mr. Parimal Goswami, Bangalore
Mr. Neeraj Kumar Srivastava, Mau

10 Years

Mr. Chandrashekar H.S., Bangalore
Ms. Archana Dharrao, Nashik

5 Years

Mr. Mahendra Singh Nehra, Jaipur
Mr. Firdosh F. Ahmed, Jodhpur
Mr. N. Arulvadhan, Erode
Mr. Kiran Panchal, Bapunagar
Mr. Subhajit Paul, Howrah
Mr. Ajay Singh Kushwah, Gwalior
Mr. R. Rajesh Khanna, Wanaparthy
Mr. Kamal Kumar Panchal, Faridabad
Mr. Pradeep Kumar, Bullandsahar

Mr. Ravendra Kumar, Bullandsahar
Mr. Jitendra Khandai, Jaipur
Mr. P. Thrinanda Kumar, Nandyal
Mr. Aslam Iqbal Ahmed, Malegaon
Mr. Santosh Kumar Tiwari, Satna
Mr. Mahesh Kamble, Kolhapur
Mr. Amar Vijay Patil, Kolhapur
Mr. L. Chakrapani, Vizianagaram
Mr. Ramchandra V. Langar, Solapur
Mr. Gorakhanath A. Chavan, Solapur
Mr. Hitesh Kumar, Bijnore
Mr. Himanshu A. Jaiswal, Pilibhit
Mr. Vaibhav Patil, Nashik
Mr. Pravin Salve, Nashik

Moving Upwards & Onwards!

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

Head Office

Mr. Harshinder Sharma (right) as Dy. Director - HR & Admin.



Mr. Awadhut Yadav as Marketing Manager
Mr. Dhananjay Shire as Sr. Group Product Manager
Mr. Santhosh Shetty as Manager - HR

Goa

Mr. Raghunath Shirodkar as Production Executive

Nashik

Mr. Krishna Chavan (right) as General Manager - Production



Mr. Vaibhav Patil as Production Executive

Mr. Chandrasahas Yadav as QC Executive

Field

Mr. M. Jeevan Kumar as Regional Manager

Mr. Yogesh G. Mandore as Regional Manager

Mr. Sanjeev Kumar Jha as Regional Manager

Mr. Pradeep Kumar as Regional Manager

Ms. Manali Banerjee Chattopadhyay as Regional Manager

Mr. N. Nagesh as Regional Manager

Mr. Raghendra D. R. as Regional Manager

Mr. Sunil Kumar Jaje as Area Business Manager

Mr. Amar A. Karanjkar as Area Business Manager

Mr. Praneeth K. as Area Business Manager

Mr. A. Srikanth as Area Business Manager

Mr. Ashwin Jatale as Territory Manager

Mr. Deepak Kumar Chaba as Territory Manager

Blue Cross Word Search

This creative Word Search puzzle has been compiled by Ms. Anuradha Gaikwad, Sales Training Manager, Mumbai, with 22 Blue Cross product names hidden in it. Readers are invited to complete the puzzle and send their entries to hrd@bluecrosslabs.com by May 1, 2016. Three all-correct entries will receive prizes.

- | | | |
|-----------------------|------------------|----------------------|
| Molecule Names | | |
| 1. TELMISARTAN | 8. CALCIUM | 15. AMBROXOL |
| 2. OLMESARTAN | 9. ATENOLOL | 16. RABEPRAZOLE |
| 3. LEVOSULPIRIDE | 10. AZITHROMYCIN | 17. DICLOFENAC |
| 4. MENTHOL | 11. METFORMIN | 18. DEXTROMETHORPHAN |
| 5. DOMPERIDONE | 12. AMOXYCILLIN | 19. AMLODIPINE |
| 6. MONTELUKAST | 13. OFLOXACIN | 20. MEFENAMIC ACID |
| 7. DICYCLOMINE | 14. RAMIPRIL | 22. ZINC |

N	A	M	E	D	A	E	L	X	N	S	X	V	U	F	R	X	O
E	T	E	P	E	Z	P	G	M	E	F	T	A	G	L	S	I	C
C	E	F	I	X	I	M	E	S	P	E	S	X	I	M	Z	A	O
S	L	E	N	T	T	I	U	T	A	Z	S	R	S	N	S	M	L
T	M	N	X	R	H	L	I	W	B	S	P	N	Z	I	Z	O	M
D	I	E	O	O	R	A	L	Q	R	I	R	W	A	U	A	X	E
V	S	M	Q	M	O	G	H	Z	M	L	T	Q	P	R	R	Y	S
O	A	I	Z	E	M	I	G	A	C	E	D	O	N	A	Q	C	A
D	R	C	G	T	Y	W	R	Y	X	T	F	S	D	M	S	I	R
I	T	A	T	H	C	K	S	M	E	N	T	H	O	L	W	L	T
C	A	C	I	O	I	R	A	T	M	U	S	X	O	V	E	L	A
Y	N	I	N	R	N	O	K	V	O	F	L	O	X	A	C	I	N
C	N	D	W	P	M	O	N	T	E	L	U	K	A	S	T	N	K
L	F	A	N	H	I	C	A	M	M	E	T	F	O	R	M	I	N
O	D	K	I	A	B	X	Q	Z	E	V	T	A	C	E	F	V	Q
M	S	Z	I	N	C	T	F	N	M	O	S	Q	W	L	E	K	G
I	S	B	A	C	Q	B	I	P	L	S	K	T	X	D	P	G	H
N	K	E	M	A	T	P	H	I	O	U	F	V	A	I	R	A	K
E	T	S	B	Q	I	B	A	F	O	L	O	L	P	C	W	T	J
V	P	T	R	D	W	O	W	Z	H	P	X	T	T	L	F	E	P
W	E	N	O	K	N	C	A	L	C	I	U	M	W	O	S	N	D
T	H	L	X	O	Q	K	V	C	W	R	B	I	E	F	J	O	F
U	M	I	O	A	K	P	L	O	O	I	P	I	N	E	B	L	R
A	S	M	L	G	O	I	Q	Z	U	D	O	L	O	N	T	O	T
D	O	M	P	E	R	I	D	O	N	E	C	F	Q	A	Y	L	B
Q	I	R	A	B	E	P	R	A	Z	O	L	E	S	C	S	S	C

Congratulations Winners - Your Prizes are on the Way!

Blue Cross Word Search (November – December 2015 issue):
Mr. B Soundappan, TM – Namakkal; Mr. Prashanth A. S., TM – Bangalore, Mr. Amit Shah, ABM – Ujjain

Announcing Special Prizes!

To gain maximum participation from SEs/TMs/ABMs around the country, from this issue onwards we are announcing special prizes for the Zonal Manager and the Regional Manager whose teams send in the largest number of entries for the Blue Cross Word Search and Food for Thought. Let's see which Zonal Manager and which Regional Manager emerge the winners!



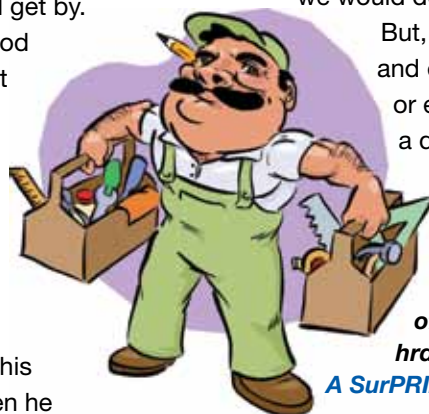
Building Your House

An elderly carpenter was ready to retire. He told his employer-contractor of his plans to leave the house-building business to live a more leisurely life with his wife and enjoy his extended family. He would miss the paycheck each week, but he wanted to retire. They could get by.

The contractor was sorry to see his good worker go and asked if he could build just one more house as a personal favor. The carpenter said yes, but over time it was easy to see that his heart was not in his work. He resorted to shoddy workmanship and used inferior materials. It was an unfortunate way to end a dedicated career.

When the carpenter finished his work, his employer came to inspect the house. Then he handed the front-door key to the carpenter and said, "This is your house... my gift to you."

The carpenter was shocked!



What a shame! If he had only known he was building his own house, he would have done it all so differently.

So it is with us. We build our lives, a day at a time, often putting less than our best into the building. Then, with a shock, we realize we have to live in the house we have built. If we could do it over,

we would do it much differently.

But, you cannot go back. You are the carpenter, and every day you hammer a nail, place a board, or erect a wall. Someone once said, "Life is a do-it-yourself project." Your attitude, and the choices you make today, help build the "house" you will live in tomorrow. Therefore, build wisely!

What according to you is the message of this story? Please mail it to us at hrd@bluecrosslabs.com.

A SurPRIZE awaits the best entry!

There was a huge response to the Food for Thought in the November – December 2015 issue. Congratulations to the winner Mr. Shankar Singh Sisodiya, DZM, Indore. Your prize is on the way!