



BLUE CROSS NEWS

Vol. 54 No. 6 • JANUARY-MARCH 2024



<https://youtube.com/@bluecrosslabspvtltd> <https://www.facebook.com/profile.php?id=100082760164145> https://www.instagram.com/bluecross_labs_pvt_ltd?utm_source=qr&igshid=MzNlNGNkZWQ4Mg==

Dear Blue Cross Champions,

As we conclude another year, I am compelled to address each one of you with transparency, humility and a shared commitment to our collective success. This past year has been challenging for Blue Cross, thus giving us an opportunity for introspection, learning and ultimate growth. I firmly believe that challenges bring out the best in us and pave the way for remarkable transformations.

I am grateful for your efforts put in the previous year and believe in the immense potential that lies within our team.

Thank you for your unwavering commitment to Blue Cross. Here's wishing each one of you personally a Healthy, Happy & Successful Financial year ahead.



Manoj Israni
Vice-Chairman & Managing Director

BCL GLOBAL BUSINESS DIVISION ACHIEVES 100 %

Congratulations to **Dr. Prakash Ramgiri** and Team comprising **Jitendra Salunkhe, Sandeep Mirajkar, and Royston D'souza** on the remarkable achievement of reaching 100% of the sales budget for the financial year! This is truly a momentous occasion and a testament to the dedication and hard work of each member of the Export Team.

This accomplishment demonstrates our team's ability to work together effectively, overcome obstacles, and deliver exceptional results. Let us celebrate this milestone with pride and continue to uphold the values of collaboration and excellence that have brought us to this point.

As we move forward, let us remain committed to maintaining this level of performance and surpassing expectations in all that we do. With our collective efforts and determination, we will continue to achieve great success in the future.

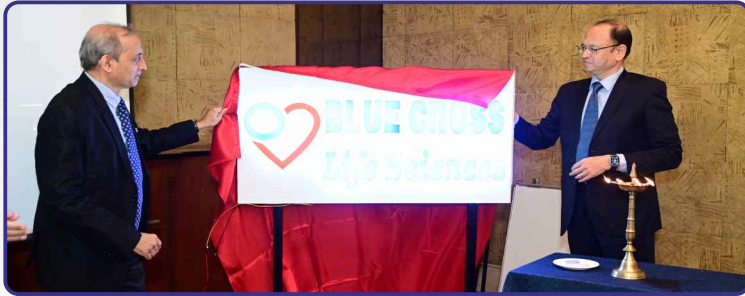
Once again, congratulations to everyone on this outstanding achievement!

ANNUAL ZONAL MANAGERS CONFERENCES 2024-25 AT MUMBAI

The Annual ZM Conferences, held in Mumbai, brought together dynamic teams from BC, EXL, and the new BCLS Sales Divisions, igniting a spirit of action and achievement. The conference served as a platform to review the learnings of 2023-24 while charting a course for better sales performance in 2024-25. With a proactive mindset, the conference delved into the invaluable lessons of the past year, channeling them into actionable strategies for success. There were positive discussions on all subjects throughout the conferences. The Marketing team's insightful brand review for 2023-24 laid a foundation for setting ambitious yet achievable goals for 2024-25. Energized by these insights, the teams eagerly concluded on taking purposeful actions and impactful activities. The Zonal Managers also presented meticulously crafted goals and actionable plans for 2024-25. Emphasizing disciplined execution and a focus on accelerating Doctor conversions and prescription multiplication, they paved the way for enhanced product performance and amplified sales. Driven by a shared vision of success, the teams rallied behind the mission to make 2024-25 a resoundingly successful year for Blue Cross with improved weekly sales, stronger performance of major products and making every field personnel successful!



ZM CONFERENCE @ BLUECROSS



Dysmenorrhea Awareness Workshop :

Blue Cross conducted Dysmenorrhoea Awareness Workshops in schools across India to empower girls with understanding of dysmenorrhoea. All girls were guided 'Not to Suffer silently' with a manageable problem like Dysmenorrhoea, talk to your parents & visit a Gynaecologist for medical advice. We hope to reach out to every pubescent Indian girl with this message, so that the quality of life of girls suffering from Dysmenorrhoea can be improved further.



PHARMACOVIGILANCE CAPACITY BUILDING PROGRAM IN NASHIK

This program was organized by the **Ministry of Health and Family Welfare** in co-ordination with Indian Pharmacopoeia commission and Maharashtra state FDA. The objective of the workshop was to sensitize and create more awareness amongst all the stakeholders on the pharmacovigilance (PV) activities in India and their participation for successful implementation of this PV program, which shall contribute towards the patient safety.

Dr. Bharati Pravin Pawar, The Hon'ble Minister of State for Health & Family Welfare and Tribal Affairs, Govt. of India lighted the lamp and addressed the august audience and appealed all the stakeholders for strengthening the PV program at all levels.

Blue cross members participated- **Dr.Prabhu Kasture from HO and Mr.Ashok Gupta, Dr.Manoj Magar, Mr.Yogesh Ahirrao & Mr.Kundan Rayate from Nashik.**

Several presentations were made by the eminent speakers from Pv field and the program was informative and very well organized.



NINGBO SMART PHARMACEUTICAL CO. LTD. VISIT

Mr. Deepak Israni-DGM-Purchase, recently visited Ningbo Smart Pharma-China, one of the largest manufacturers of **Mefenamic Acid** and one of the key suppliers to Blue Cross from January 23rd to January 27th 2024. He went through Ningbo Smart's operations, aiming to know their manufacturing workflow, quality control protocols, logistical operations, and plant infrastructure so as to maintain manufacturing of world class quality standards of the Meftal group of products. Moreover, Mr Israni engaged with the management team of Ningbo Smart Pharma, including their Director for developing and strengthening further relationships with Blue Cross.

Together, we look forward to scaling new heights of success and making a positive impact on healthcare worldwide.



UNITY AND PATRIOTISM: CELEBRATING REPUBLIC DAY 2024 @ FACTORIES

26th January 2024 was a joyous celebration of patriotism and unity, graced by approximately 110 attendees, including our esteemed employees and their beloved family members. The event commenced with a solemn flag-hoisting ceremony, delectable snacks and sweets were distributed thereafter. A speech on the Indian Constitution highlighted the values of justice, equality, and liberty, inspiring reflection on our nation's governance. A lively competition of patriotic songs showcased our rich cultural heritage, fostering camaraderie among participants. As we commemorate the 75th Republic Day, let's renew our commitment to upholding our nation's ideals and working together towards a brighter future.

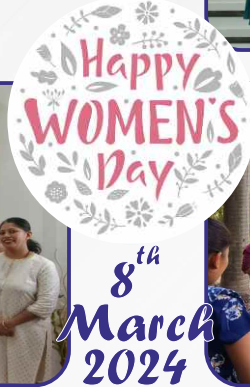


GREEN INITIATIVE: MR. ROHIT ISRANI, DGM- PURCHASE, PLANTS PALM TREE AT GOA PLANT



Celebrating Environmental Stewardship: Delighted to share a wonderful initiative undertaken by Mr. Rohit Israni, our esteemed Deputy General Manager of Purchase Team, during his recent visit to the Goa Plant on February 24th, 2024. In line with our commitment to environmental sustainability and stewardship, Mr. Israni took the initiative to plant a palm tree at Plant-2. This act not only symbolizes our dedication to preserving the natural beauty of our surroundings but also reflects our collective responsibility towards creating a greener and healthier planet

Blue Cross celebrated the joyous occasion of **International Women’s Day on March 8th**, honouring the remarkable contributions and achievements of the women in our workforce. Highlights of the celebration were warm welcome to all the women staff with a chocolate, games & prizes, refreshments & knowledge session by guest speaker on mental health & managing challenges at office & home at the same time. International Women’s Day serves as a poignant reminder of the invaluable contributions made by women in all spheres of life.



GOA AND NASHIK PLANTS EMPLOYEES CREATE UNFORGETTABLE MEMORIES AT ANNUAL PICNICS!

Goa Plant employees gathered at **NV Ecofarm, Dharbandora, Goa**, while Nashik Plant provided **Workmen with an escape to Diveagar (Raigad)** and **Staff at Savana Lake Resort in Nashik**. Amidst picturesque natural surroundings, they enjoyed lively games and cherished moments of camaraderie.



SAFETY WEEK OBSERVED @ FACTORIES

Safety week was successfully observed from the 4th to the 10th of March, a period dedicated to reinforcing our commitment to safety and well-being within our workplace. Key activities during the safety week were safety oath, competitions, safety awareness videos, mock drill, training & display of safety equipment. Sincere appreciation to all employees for their active participation and dedication towards promoting a culture of safety within our organization.



ISO AUDITS @ FACTORIES

We are thrilled to announce the successful completion of ISO audits at our esteemed Goa & Nashik Plant, reaffirming our commitment to excellence in quality management, occupational health and safety, and environmental management systems. ISO 9001:2015 - Quality Management System Audit ISO 45001:2018 - Occupational Health and Safety Audit and ISO 45001:2015 - Environmental Management System Audit. These achievements are a testament to the hard work, dedication, and commitment of our team at the Goa & Nashik Plant. It reflects our ongoing efforts to maintain the highest standards of quality, safety, and environmental responsibility in all aspects of our operations.



GMP AUDIT CONDUCTED AT NASHIK FACTORY

On the 9th and 10th of January, the PPB-Kenya team conducted a comprehensive Good Manufacturing Practice (GMP) audit at our esteemed Nashik plant. This audit, a testament to our unwavering commitment to quality, ensured that our operations meet the highest industry standards and regulatory requirements. At the hands of the auditor, a sapling was ceremoniously planted within the factory premises.



MANAGING BLOOD PRESSURE

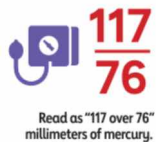
Hypertension is quite common and typically develops over the course of several years. It is called as a 'Silent Killer', because usually the symptoms go unnoticed. Hence, early detection is important because even without symptoms, high blood pressure can cause damage to your blood vessels and other vital organs.

Points to remember:-

- The chance of having high blood pressure increases as you age.
- Some people are genetically predisposed to hypertension.
- Individuals diagnosed with either diabetes or metabolic syndromes are at a higher risk of developing hypertension.
- Most of the people with high blood pressure don't have signs or symptoms.
- Serious health problems can develop if high blood pressure is left untreated.

→ UNDERSTAND READINGS

Make smart choices and swaps to build an overall healthy eating style. Watch calories and eat smaller portions. Blood pressure is typically recorded as two numbers, written as a ratio like this:



SYSTOLIC:

The top number, the higher of the two numbers, measures the pressure in the arteries when the heart beats (when the heart muscle contracts).

DIASTOLIC: The bottom number, the lower of the two numbers, measures the pressure in the arteries when the heart is resting between heart beats.

→ TRACK LEVELS

A diagnosis of high blood pressure must be confirmed with a health care professional. Any unusually low blood pressure readings should also be evaluated. Health care professionals can take blood pressure readings and provide recommendations.

TIPS FOR SUCCESS

- **EAT SMART :** Eat a healthy diet of vegetables, fruits, whole grains, beans, legumes, nuts, plant-based proteins, lean animal proteins like fish and seafood.
- **MOVE MORE:** Physical activity helps control blood pressure, weight and stress levels
- **MANAGE WEIGHT :** If you're overweight, even a slight weight loss can reduce high blood pressure
- **NO NICOTINE:** Every time you smoke, vape or use tobacco, the nicotine can cause a temporary increase in blood pressure
- **SLEEP WELL:** Short sleep (less than 7 hours) and poor-quality sleep are associated with high blood pressure.

BLOOD PRESSURE CATEGORY	SYSTOLIC MM HG (UPPER #)		DIASTOLIC MM HG (LOWER #)
Normal	Lower than 120	and	Lower than 80
Elevated Blood Pressure	120 -129	and	80
High Blood Pressure (Hypertension) Stage 1	130 -139	or	80 -89
High Blood Pressure (Hypertension) Stage 2	140 or higher	or	90 or higher
Hypertensive Crisis (Consult your doctor immediately)	Higher than 180	and/or	Higher than 120

Important Notice: Vigilance Regarding Phishing Emails

Dear Team,

It is crucial to remain vigilant and cautious, particularly when handling emails—especially those that appear suspicious or unfamiliar. Recently, there has been a surge in phishing attempts, where cybercriminals endeavor to deceive individuals into disclosing sensitive information such as passwords, financial details, or other confidential data. These phishing emails often masquerade as legitimate correspondence, but they intend to compromise our company's security.

Here are some vital points to keep in mind:

Exercise Caution: Scrutinize all emails, especially those requesting sensitive information or urging urgent action. Be wary of unexpected attachments or links, and verify the sender's email address.

Think Before Clicking: Refrain from clicking on links or downloading attachments from unknown or untrusted sources. When uncertain, validate the legitimacy of the sender by contacting them directly.

Report Suspicious Activity: If you receive an email that appears suspicious or solicits sensitive information, report it promptly to our IT department admin@bluecrosslabs.com. Refrain from responding to the email or divulging any confidential information.

By remaining vigilant, we can significantly mitigate the risk of falling victim to phishing attacks and safeguard our company's assets and reputation.

Long Servers Felicitated

30 Years

Bina Shetty



25 Years

Kamu Naik
Sadhana Gonsalves

20 Years

Ranjan Kumar Srivastava

15 Years

Sayali Satavalekar
Binay Kumar Dubey
Tanaji Y Patil

10 Years

Debasis Jena
Nilesh Devidas
Sunil Kumar
Abhijeet Patil
Prashant Khairnar
Pankaj Hande
Hiren K Patel
Mohammad Asim
Gaurav Kumar
Sandip S Wagmare
Sunil N. Kumar
Mahimala Raju
P Ramesh
Bhaurao Nagnath Kulkarni
Shaikh Sadik Abdul Sattar
Manoj Kumar Kochar
Ripu Daman Singh
Ms.Soma Santra
Giriesh Chander Goutam

5 Years

Priyanka Gawde
Dinesh Kaulekar
Shafi Shaik
Manoj Kumar
B Naveen Kumar
Praveen P P
Prathamesh Anant Kulkarni
Amar Bahadur Maurya
Rajendra Kumawat
R Sai Baba
Kiran K B
Ganesh S
Arjun Sahani
S Mahaboob Basha
Mohd Salman
Jazeel Muhammed J

Dr. Prabhu Kasture



Prabin Chaudhary
Bimal Kumar Dahal
Bishal Poudel
Chandaluru Praveen
Shiv Prakash Trivedi
Binu Krishnan V
Tammana Saikrishna Chaitanya
K Raghunath Reddy
Vishwas Vithoba Patil
Suresh Maruti Waghmare
Abhishek Upadhyay
Gopal Dattatray Walekar
G Veeresh
Mandar Mahesh Shinde
Ajay Chougule
Parimal N Nandanwar
Abhinav Singh
Narendra .
Nahid Ahmed
Sivakumar Balasubramaniam
Vikash Kumar Sharma
Teras Kumar Sahu
Ajeet Kumar Mishra
Prashenjit Chanda
Arun Sharma
Mahesh Madhukar Pawar
Ashish Mehra
Amit Kumar
Ganesh Hari Bhosale

Nitin Tayade



Welcome Aboard @ BCLS Divison

Nilesh Mapelkar
Asst. Manager Sales Admin
Milind Kute
ZM- NASIK
Amit Gawade
ZM- MUMBAI
Manas Pattanaik
ZM- HYDERABAD
Vaishak A
ZM- ERNAKULAM
Souvik Kundu
ZM- KOLKATA

Debasish Mishra
ZM- VIJAYAWADA
Devendra Verma
ZM- LUCKNOW
Durgesh Srivastava
ZM- VARANASI
Atma Satapathy
ZM- BHUBANESHWAR
K Vedagiri
ZM- COIMBATORE
Saurabh Paliwal
ZM- BENGALURU

Congrats on Your Promotion

Director- Medical Services & PV

Dr. Prabhu Kasture

Manager Production OS

Sunil Kumar

Manager - Prod & Packing

Devidas Gawas

Sr. Executive QC

Chandahas Yadav

Sr. Executive R & D

Nitin Tayade

Executive QC

Tejesh Chandrakant Naik

Sr. Officer - Engineering

Akshay Tanaji Mohite

Zonal Manager

Jagdish Munjal

Ankur Walia

Sachin C. Natu

Sunil Akaram Mohite

Ravinder Dagar

Sr Regional Manager

Ajithkumar K.K.

V Vipinkumar

Regional Manager

Jyoti Prakash Jena

Shivam Gupta

Bhaskar Vancha

Binay Kumar

Ashok Kumar Pandey

Ashitosh Yadav

B Naveen Kumar

Faizan Ahmed R Kagaji

Tanmay Nath

Gajanan N Mujumdar

Amar Vijay Patil

Arvind Kumar Maurya

Ravi Parmar

Tauseef Hanif Bhimani

Sr.Area Business Manager

Nidhil M C

Rijeesh V

Kamal Raj D

Dheeraj Mutreja

Area Business Manager

Rahul Gulati

Nirmal Sharma

Feroz .

Shambhu Kumar Suman

Rahul Dandriyal

Ashish Tyagi

Mohammad Raheem

Territory Manager

Biswajit Behera

Shyam Ji Pandey

Teras Kumar Sahu

Yatam Surya Teja