One of the major accomplishments during this quarter of the project was the visit to Punalur Hospital on 22-06-2019. Transforming Irinjalakuda General Hospital into a hi-tech hospital in tune with Punalur Hospital is one of the key objectives of QIPHS Project. The objective was included in the project when the Health Standing Chairman Mr. Abdul Basheer of Irinjalakuda Municipality publicly announced his intention to replicate the Punalur model in Irinjalakuda Hospital during the seminar on Punalur Model lead by Dr. Shahirsha. Since the inception of the project the importance of visiting Punalur Hospital was reiterated during all stakeholder meetings. Though the Municipal administration realized the importance of the visit, it was not materialized due to various reasons. Dates fixed on few occasions for visit were later changed on account of other engagements of the administrators, busy schedule of Dr. Shahirha and also due to the assembly election held in the month of May. But we consistently persuaded with the Municipal Authorities and our efforts finally met success on 22\textsuperscript{nd} June 2019. A team comprising chief functionaries of Irinjalakuda Municipality and General Hospital Irinjalakuda with two members from Jananeethi visited the Punalur Hospital on 22\textsuperscript{nd} June 2019. The team comprised Chairperson Mrs. Nimya Shiju, Vice-Chairperson Mrs. Rajeswari Sivaraman, Health Standing Committee Chairman Mr. Abdul Basheer, and Development Standing Committee Chairman Mr. Kurian Joseph of Irinjalakuda Municipality. Along with the municipal authorities Dr. Minimol and ten senior staff from various departments of the hospital were also part of the team. On behalf of Jananeethi Mr. Sunilkumar and Mr. Gokul accompanied the team. Altogether the team comprised 24 delegates.
The journey from Irinjalakuda to Punalur requires not less than six hours. So we started from Irinjalakuda at 6.00 a.m and reached at Punalur Hospital by 12.30 p.m. Appointment with Dr. Shahirsha was fixed earlier and he was waiting for us at the hospital. Dr. Shahirsha was heavily occupied with the final works of his dream building at Punalur and when contacted for his appointment he even requested to postpone the visit for two months. But we were aware of the fact that if we slip this opportunity then it will be a herculean task to get the whole team again for the visit. Realizing this we requested Dr. Shahirsha to spare one day for us. Our trusted relationship with Dr. Shahirsha and his commitment to the cause literally forced him to spare one day for us in spite of his hectic schedule.

Meeting with Dr. Shahirsha started at 12.45 p.m and it went up to 3.00 p.m. After the short introductory session Dr. Shahirsha with the help of power point explained the journey of Punalur Hospital from an abandoned hospital to a hospital with global standards. He narrated in detail the strategies he adopted, challenges he faced, reasons for his success and finally his dream project which is in progress followed by an interactive session. The audience got highly motivated with his inspiring presentation. Delegates from the Municipality and Hospital fully utilized the opportunity.
During the meeting key points he shared are as follows;

1. Punalur model is Possible and Irinjalkuda Hospital has more potential than Punalur Hospital.

2. Vibrant and trusted relation between the Municipal and Hospital Administration is inevitable to bring success.

3. Alliance with different stakeholders including local governments who holds a stake in the hospital is indispensable

Some successful strategies implemented at Punalur:

1. More than 35 staff working at the hospital in addition to the sanctioned government posts. Their salary is met from the income generated by the hospital. They are recruited from persons who joined the hospital initially as volunteers. Volunteer staff is given preference over other candidates during the staff interview.

2. Most of the costly medical equipments in LAB and other facilities at the hospital are delivered by companies free of cost. The sponsor company will enter into an agreement with the hospital and the hospital will buy materials required to run these equipments from the sponsor company. So the price of the equipment will be recovered through this arrangement.

3. Operational cost of the facilities including salary of the excess staff is generated from the fees charged at subsidized rate for the services rendered from the hospital. Free service is given for poor patients upon the recommendation of the Medical superintendent

4. Local Governments including Grama Panchayath and Block Panachayath under the Municipality from where the patients come to Punalur Hospital also earmark some fund in their budget for sponsoring patients from their locality

5. Sponsorship from individuals and institutions like Banks, Lions Club and Rotary Club

6. Motivational sessions for the staff and monthly evaluation meeting with homemade food to create feeling of ownership
After the meeting with Dr. Shahirsha, the team visited each facility at the hospital and had discussion with staff in charge of each facility and collected important information. After the field exposure, the team again met Dr. Shahirsha and clarified their doubts. Dr. Shahirsha pointed out that, it is fortunate to have Dr. Minimol, as Superintendent of Irinjakkuda hospital who is an exceptionally committed doctor cum administrator with extensive experience. He requested the Municipal representatives to make use of her expertise and assure their full support to her in future. He also appreciated Jananeethi for coordinating the visit and offered his whole hearted support for our future initiatives. The delegates expressed their sincere gratitude to Dr. Shahiraha for his time, support and guidance.

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