

# A portal for hospitals and investors - The game changer

Amrit Pal Singh, Founder & CEO, [hospitalforsalelease.com](https://hospitalforsalelease.com), speaks about the vision behind starting the company

**Is there a personal story that motivated you to start the portal?**

Yes, it was my mother's demise due to flaws in the healthcare system that moved me to start <https://hospitalforsalelease.com>. My mother was diagnosed with breast cancer, stage 1, by a leading corporate hospital. We were informed there were no hospital beds available for the next three months. The reason was my mother was an ECHS empanelled patient.

I had no option but to go for alternative medical treatment. Those doctors kept treating my mother for the next one year with absolute confidence and guaranteed results. But when her condition started deteriorating, she was rushed back to the corporate hospital. After diagnosis, they declared that she was in the last stage of cancer and they must start the treatment to save her life.

The hospital immediately admitted her, did chemotherapy and all other treatments. However, after one and a half month of being admitted to the hospital, she died. I was in a shock that even after paying a huge amount for medication, treatment and ICU admission she died in just one and a half month because that corporate hospital gave us hope that things were improving daily. If the hospital would have given her the hospital bed and



started her treatment when she was diagnosed with stage 1 breast cancer, she would have been alive today.

Other patients also suffer the same way. I was moved by the plight of patients who have to undergo unwanted lab tests, ICU admissions, expensive medications, unwanted surgeries, unwanted implants in the body, huge patient bills and unwanted medical insurance claims. At the same time, I saw the plight of hospitals and their management under stress and in massive financial losses, forcing them to fleece patients.

I kept thinking what can be done to bring a change in the healthcare industry to fix this problem worldwide and after pondering over a solution to fix the problem, I came up with the unique idea of [hospitalforsalelease.com](http://hospitalforsalelease.com). For me, the remedy was to help out hospitals on the verge of failure as business enterprises and find a win-win for both the hospital management struggling to cope with rising costs without compromising on good patient care.

**What is your vision for healthcare?**

I am passionate about creating out-of-the-box solutions for problems which affect mass population worldwide. I see myself as a change agent, catalyst, team builder and a venture capitalist for various businesses across industries worldwide.

My vision is to make an impact in the life of patients worldwide where a patient doesn't have to undergo unwanted lab tests, expensive medication, surgeries and implants in his body because the hospital where he has gone for treatment in emergency or otherwise is having financial losses and the hospital is under stress to do anything unethical with the patient to make money.

Our portal makes a sincere effort to help investors find hospitals to invest and run the operations profitably with minimum investment and not be under unwanted stress to do anything unethical with the patient

**What is the USP of your portal?**

The need of the hour is not to build a new hospital with huge loans and investment but to buy/lease a distressed hospital available worldwide.

Hence, an investor gets a ready hospital, staff, infrastructure, medical equipment's and existing patient flow which he can upgrade ASAP with minimum investment as compared to building a new hospital.

Now since the investment is the least as compared to building a new hospital, there is no need for the hospital to setup huge revenue targets for everyone in the hospital and

focus is on providing ethical treatment to the patients with complete transparency.

This will result in a win-win situation for both the hospitals and patients which we have highlighted in our video <https://www.youtube.com/watch?v=2QgsPUXwLk8>

On our portal various things are unique like:

- + Hospitals and investors worldwide are listed on one single platform
- + Complete confidentiality as database is encrypted and secured
- + Registration is free. 0 per cent brokerage charges as you can close the deal directly offline amongst yourself.

**How can one 'invest in hospital equipment' through your portal?**

Medical equipment is a very expensive and a huge cost in building a new hospital. On our portal, hospitals can list their existing medical equipment for sale/ lease for investors to find which investors are interested in buying/lease. This is a huge saving for the investors and removes unwanted burden and stress on the investor/ management of the hospital.

**How does your portal help an investor who plans to setup a hospital?**

On our portal, hospitals worldwide who want to sell / lease their hospital / medical equipment upload details which investors are looking for. The investors worldwide can browse the database and shortlist those hospital based on their criteria from the comfort of their home, office which saves them tremendous time, money and travel. Now the investors can contact the hospital directly and do the deal offline as per terms and conditions suitable to both of them which was never possible earlier.

**Who are the key members of your team?**

Various IT professional companies across the world, namely, cyber security, data analytics, content writing, designing companies and many more have worked as a team passionately on this idea to bring a change in the healthcare industry for the benefit of patients and I am thankful and grateful to the entire team to make this idea a success worldwide.

**What has been the response, so far?**

Since we started on 26 January 2017, already many hospitals and investors have started registering on site, reading blog articles and commenting and speaking to me personally, congratulating about this idea and benefit to their hospital.