

Shaukat Khanum Laboratory Collection Centre

شوکت خانم لیبارٹری کلیکشن سینٹر

Frequently Asked Questions

1. Who will bear the cost of project?

The total cost of the project is undertaken by franchisee himself. It varies from location to location or case to case.

The total cost of project includes, but is not limited to Site availability with parking space, Centrifuge, Rocker, Furniture, Counters, Chairs, Tables, Cupboards, Sofas, Site renovation, Paint, Flooring, Electrical work, Ceiling, Fans, Electronics, Two computers, Refrigerator, Air conditioner, Printers, One DSL connection, Generator/UPS, Two telephone connections, One telephone set, One fax machine, Stationary, Medical supplies, Washroom Facility, Interior décor, Plants, Wall mountings, House keeping supplies etc.

2. When CC will be granted?

All interested candidates are requested to submit the online application forms for specified cities, by the mentioned deadline.

Candidates will be invited for initial interviews after preliminary screening of application pool.

Collection Center will be granted by CC Award Committee in a second round of interviews. You will be intimated about final decision, through email, within 15 working days after second interview.

You can also send us an application for places other than the specified locations. Your application will be saved in our record and will be kept confidential. Such applications will be called upon once SKM management decides to open a centre there.

3. Who has the final authority to choose franchisee?

The decision to grant a CC is not an individual's decision. We have a Collection Centers Awarding Committee.

Final selection of franchisee is done on merit. No personal or political influence is involved in this process.

4. How much initial cost is required to establish a new CC?

You can calculate the total cost of the project from Question Number One. Further to this, currently there is no franchise fees, security fees and goodwill fees etc at the moment. But this policy can vary with the passage of time.

5. What is the site selection criterion?

An area of minimum 600 sq. ft with front of minimum 20 ft. located in medical hub of the city is preferred. It should have adequate parking space and washroom facility. It should not be within 3 Km radius of our existing collection centers.

6. When the site should be purchased or hold?

The site should be purchased or held only once the legal franchise agreement is signed by both parties. You are requested not to hold or purchase any site based on your feasibility report submission or interview etc **unless** the agreement is signed.

7. What is the human resource requirement?

Minimum three phlebotomists, one marketing officer, two security guards and two housekeeping attendants are required to cover both shifts i.e. from 7:30 Am to 11:00 PM. Minimum qualification is intermediate with diploma holder for phlebotomists.

The franchisee has to recruit phlebotomists and send to hospital for training. A minimum of two months training will be offered to each phlebotomist free of charge. All salaries will be paid by franchisee himself including traveling charges, accommodation (for outstation candidates), meals etc.

The marketing officer will be recruited by franchisee under guidelines of Hospital Services marketing team. The marketing officer will receive training from Hospital.

8. What is the Profit/Percentage of franchisee?

An adequate percentage of monthly sales are offered to franchisee in lieu of providing service on SKM's behalf. This percentage is confidentially told to only selected candidates. It varies from location to location and case to case, but is sufficient enough that a CC's running cost is covered within 2 years once the center is started.

9. What is the running cost of a CC?

The running cost of the CC is solely handled by the franchisee himself. Things that will cost him/her are mentioned below:

- Medical supplies
- Basic utilities
- Salaries
- Shop rent
- Transportation costs (The samples will be transported to the main hospital on franchisee's expense)

The hospital will only provide its brand name (Shaukat Khanum), Technical expertise,

Working Guidelines and Hospital Information System, free of cost.

10. Who will be at risk?

In case of failure of CC, all losses will be on account of franchisee. SKMCH&RC will not share any deficits in this regard.

11. Who will promote the CC?

The collection centre will be promoted by franchisee under strict supervision of Hospital Services Marketing Department. SKM marketing guidelines will be followed. All advertisement and marketing cost will be the part of running cost and it will be met by franchisee himself.

This work might be carried out in the following ways:

- Sign boards
 - Front board
 - Pole signs
 - Direction signs
- Brochures
- Cable adds etc.