

IAPCON 2027

34th International Annual Conference of the
Indian Association of Palliative Care

PRECONFERENCE WORKSHOP

Building Sustainable Palliative Care Services

Financial Models, Revenue Streams,
and Social Enterprise Approaches

*From Ideas to Impact – Designing Financially
Viable Palliative Care Services*

 **Thursday,
18 February 2027**
(Full Day Workshop)

 **IAPCON 2027**
Bhubaneswar, Odisha



Scan to Register



FACULTY FROM NE REGIONAL CHAPTER OF IAPC



DR SANGHAMITRA BORA



DR NANDAN CHOUDHARY



DR TASHI CHOTTON



MR RONTU SANGMA

WORKSHOP AIM

To equip palliative care professionals with practical knowledge and tools to conceptualize, develop and sustain financially viable palliative care services that remain firmly rooted in the principles of compassionate care.

WHO SHOULD ATTEND?

- Palliative Care Physicians
- MBBS doctors working in palliative care
- DNB/MD Residents
- Nurses
- Programme Managers
- NGO Leaders
- Healthcare Entrepreneurs
- Hospital Administrators
- Faculty involved in palliative care education

KEY TOPICS

-  Business models for palliative care
-  Diverse revenue streams beyond grants and donations
-  Social enterprise approaches in healthcare
-  Financial sustainability framework
-  Investor / CSR value propositions
-  Innovation and entrepreneurship to expand access

WORKSHOP FORMAT

-  Interactive discussions
-  Small-group work
-  Real-world case studies
-  Peer learning
-  Business model design exercises
-  Revenue planning
-  Mock investor/CSR pitches
-  Faculty feedback

KEY TAKEAWAYS

-  A draft business model for a palliative care service
-  Framework for identifying financial models
-  Understanding of multiple revenue streams
-  Knowledge of social enterprise approaches
-  A basic investor/CSR pitch
-  Practical tools adaptable to your own setting