

SHAIGAN

# INTERCOM

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**SHAIGAN**

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# ANNUAL BUDGET MEETING 2020



Mr. Waheed Ahmed (Chief Executive)



Mr. Aasim Ahmed (Executive Director)



Mr. Kabir Saleh (Director Operations)



Mr. Zarsharaf (Associate Director)



Mr. Javed Khan (GM MKT & SALES)



Mr. Asrar Shah (GM MKT & SALES)

Shaigan Pharmaceuticals (Pvt.) Ltd. is believing and following its corporate values of motivating and enrichment of sales force.

The show stopper of three days budget meeting (Dec 25-27th 2019), was a combine session chaired by the marketing department. CE Mr. Waheed Ahmad, Executive Director Mr. Asim Ahmad and Director Operations Mr. Kabir Saleh were the guests of honor.

All three heads of Strategic Business Units presented their success and ways to achieve further success with the audience.

Furthermore Chief Executive Mr. Waheed Ahmed motivated each business unit by highlighting their strengths and presenting special incentives accordingly. In addition, Head office earned privilege by announcing promotions within field force and marketing team.



Prize distribution, Achievers of 2019



# CMD arranged 1st Meeting of National Hypertension Forum



GM Marketing & sales, presents the theme of Cardio Metabolic Forum

The 49th CARDIOCON CONFERENCE was held from November 22nd to 24th, 2019 in Serena Hotel Islamabad under the umbrella of Pakistan Cardiac Society.

It was a well-attended conference and inaugurated by the president of Pakistan. All the main Cardiac doctors were present in the conference.

Shaigan Pharmaceuticals initiated the first Meeting of National Hypertension Forum which was attended by various prominent Consultants from all over Pakistan despite their busy schedule

The Meeting was the first of its kind and was much appreciated by the consultants who had gathered to contribute to the cause of awareness of Hypertension.

Mr. Javed Khan General Manager. SBU III CMD welcomed the participants. Mr. Javed Khan G.M. presented the facts about Shaigan and the current prevalence of Hypertension. He also highlighted the need for the awareness campaign for the general people. Prof. Dr. Shahbaz A Kureshi appreciated the contribution of Shaigan Pharmaceuticals to the cause.

Prof. Dr. Abid Ameen invited Shaigan pharmaceuticals to join hands with Pakistan Cardiac society, in order to facilitate the common persons and hold camps.

Prof. Dr. Abdul Rasheed Khan, a prominent name in Cardiology from Karachi, recommended renaming the forum as Cardiac Metabolic forum and volunteered to work with us.



Group Photo after the meeting

Prof. Dr. Feroz Memon, President Pakistan Cardiac Society liked the idea and volunteered to work for it in Hyderabad, Sukkur and Nawabshah.

Prof. Dr. Istaiq Rasool, general secretary PCS also graced the occasion.

Prof. Dr. Muhammed Ishaq, Secretary Gener-

al Pakistan Hypertension League also offered Shaigan pharmaceuticals to use this forum for the cause.

The participants were presented with folders of the forum and Diasar pens which were much liked by them.



Participants of meeting



GM presents the facts of Shaigan



Participants of meeting



Group Photo after the meeting



# ORTHO CON Lahore 2019



Shaigan ORTHORCON Stall

Khyber II and Ortho units aggressively participated in International Pak Orthocon Nov 14-17, 2019 at PC Lahore. Our focused brands included ESSO, Co-Benz, Mits, Jovit and Artho Plus. With the grace of Allah, SHAIGAN PHARMACEUTICAL'S stall was appreciated and liked by many doctors (participants). SHAIGAN PHARMACEUTICALS has introduced the cultural trend in Pharmaceutical industry and in this Orthocon we took a lot of new initiatives. Stall was the model of Shah Rukhn-e-Alam Mazar (Multan) because Orthocon has been arranged by Multan chapter. We made small art gallery in the stall where we placed Multani art pieces

including khusa, Multani pankhi, Multani jewellery, Multani art and craft products etc.

Moreover, sohan halwa of Rewari (specially bought from Multan) and Kashmiri chae were served to the participants. Also, Co-Benz mobile charger, Mits selfie frames, ESSO I love Orthocon glowing cutout and human robot on Artho plus were planned in order to gain attention of the audience. In addition, folk singers were arranged so that we can create an environment of 'Multani Sufism' for the participants of Orthocon which was our theme.



Memorable picture with leading orthopedic Dr. Saeed Minhas



Shaigan Marketing Team



Orthopedic Doctors visited the Shaigan Orthocon Stall





# Ophthalmology Society of Pakistan



Stall branding of Shaigan in Lahore Ophthalmology

The Society was founded 62 years ago in the historical city of Lahore with the mission to improve the professional skills of its members, to encourage its members to conduct meaningful research and provide quality eye care to the public. To improve the professional skills of its members the society regularly holds CME accredited clinical meetings, Subspecialty Symposia and the Annual Lahore Ophthalmology Congress. Shaigan Pharmaceuticals exclusively participates with the OSP at every stage of academic level and enhances the corporate as well as brand image in the ophthalmology market.

38th Lahore Ophthalmology:  
Ophthalmic Business Unit believes on

capacity building of our doctors through conducting academic activities in this connection during Lahore Ophthalmology Conferences at PC hotel Lahore, conducted seminar on Medical Management in Glaucoma.

The panel of experts consist of;

- Prof. Syed Imtiaz Ali (Rawalpindi)
- Prof. Afzal Bodla (Multan)
- Prof. P.S.Mahar (Karachi)
- Dr. Waleed Tantawy (Uk)
- Dr. Zeynep Aktas (Turkey)

The moderator is Prof. Nadeem Hafeez Butt (Lahore). This is an interactive session and well attended by leading consultants Ophthalmologist of Pakistan. About 100 plus consultants attended this session. All participants appreciated Shaigan team efforts.



Publication of Glaucoma Guidelines sponsored by Shaigan



Scientific session "Medical Management in Glaucoma" sponsored by Shaigan



Participation of Shaigan ophthalmic Team in Lahore



## “Participation in Joint UNICEF, UNFPA and WHO meeting with manufacturers”

Shaigan Pharmaceutical was invited to attend the “Joint UNICEF, UNFPA and WHO meeting with manufacturers and suppliers of finished pharmaceutical products, active pharmaceutical ingredients, in vitro diagnostic products, vaccines, contraceptive devices and vector control products” dated 2–5 December 2019 held in UN City, Marmorvej 51, 2100 Copenhagen, Denmark.

WHO arranged the meeting with the purpose to discuss the issues around the production and supply of quality products needed for vulnerable populations as well

as to provide the latest information on GMP requirements and how to meet them.

Shaigan Pharmaceutical is also planning to participate in WHO Prequalification Program and Mr. Babar Ali Shah (GM Production) and Mr. Rana Fakhar Hayat (Manager Planning & Development) attended the workshop. One – to- One meeting with WHO cGMP Inspectors team was also carried out to discuss the current status of Shaigan Pharmaceuticals and a way forward with the team was finalized.



Mr. Babar Ali Shah (GM Production)



Mr. Rana Fakhar Hayat (Manager Planning & Development)

## Establish Your Personal Definition of Success



Manzoor Khan (Training Manager)



Success means differently to each individual. In order to decipher your personal definition of success, you need to have a careful assessment of what comes to your mind when you think about success. Is success reaching the apex of your profession? Does it involve acquiring great wealth? Do you equate it with fame?

To some people success may be anchored on material and quantifiable grounds while to others it may be viewed as a daily reward. Other people may think of success as a grand accomplishment of a personal mission in life like being a good leader, being a responsible father, a socially responsible citizen or living an ethical life. Knowing that success means differently for each individual, the basic rule of success is that there is no one universal definition of fulfilment. Each person's definition of success is just as equally precious and important.

The normative definition of success is governed by three elements: money, power,

and fame. However, this definition is severely limited and excludes a host of other people who define success using an entirely different set of standards. These people are those who have realised goals and dreams set from within rather than as dictated by the societal norm.

The volunteer at a local hospital who feeds the visitors of patients is not any less successful than a cricket player who keeps scoring the winning run. The school principal that starts a middle school that teaches values and love of nature is not any less of a success than a tycoon who masterminds businesses buyouts.

Everybody wants to be successful but at the end of the day there is only one true judge - yourself. You are the only one who can assess your level of success because it is you who determines what it personally means for you.

Establishing your personal definition of success will help you channel your energy and focus on goals that really matter to you. You need to connect your personal values to your goals because it is the path that will lead you to ultimate fulfilment.

What matters more than anything is the way you are feeling at night when you contemplate about your life and what you have achieved. A peaceful feeling signals that you are living up to your personal vision of yourself. A feeling of emptiness means that you are striving for a definition of success that is not aligned with your values and passion. The key to success is to define your personal definition of success to enjoy the life of fulfilment.



# How 2019-nCoV Spreads

*Fasiha Qaiser (Training Manager)*

Much is unknown about how 2019-nCoV, a new coronavirus, spreads. Current knowledge is largely based on what is known about similar coronaviruses. Coronaviruses are a large family of viruses that are common in many different species of animals, including camels, cattle, cats, and bats.

Most often, spread from person-to-person happens among close contacts (about 6 feet). Person-to-person spread is thought to occur mainly via respiratory droplets produced when an infected person coughs or sneezes, similar to how influenza and other respiratory pathogens spread. These droplets can land in the mouths or noses of people who are nearby or possibly be inhaled into the lungs. It's currently unclear if a person can



get 2019-nCoV by touching a surface or object that has the virus on it and then touching their own mouth, nose, or possibly their eyes.

Typically, with most respiratory viruses, people are thought to be most contagious when they are most symptomatic (the sickest)

## Symptoms

For confirmed 2019-nCoV infections, reported illnesses have ranged from people with little to no symptoms to people

# (a new coronavirus)

2019-nCoV infection. The best way to prevent infection is to avoid being exposed to this virus. However, as a reminder, CDC always recommends everyday preventive actions to help prevent the spread of respiratory viruses, including:

- Wash your hands often with soap and water for at least 20 seconds, especially after going to the bathroom; before eating; and after blowing your nose, coughing, or sneezing.
- If soap and water are not readily available, use an alcohol-based hand sanitizer with at least 60% alcohol. Always wash hands with soap and water if hands are visibly dirty.

- Avoid touching your eyes, nose, and mouth with unwashed hands.
- Avoid close contact with people who are sick.
- Stay home when you are sick.
- Cover your cough or sneeze with a tissue, then throw the tissue in the trash.
- Clean and disinfect frequently touched objects and surfaces using a regular household cleaning spray or wipe.

References : CDC (Centers for disease control).

being severely ill and dying. Symptoms can include:

- Fever
- Cough
- Shortness of breath

CDC (Centers for disease control) believes at this time that symptoms of 2019-nCoV may appear in as few as 2 days or as long as 14 after exposure.

## Prevention & Treatment

There is currently no vaccine to prevent

Content source: National Center for Immunization and Respiratory Diseases (NCIRD), Division of Viral Diseases



# Biological Waste Management

## According to WHO there are Eight Types of Waste:

- 01 : General Waste
- 02 : Biological Waste
- 03 : Radio Active Waste
- 04 : Chemical Waste
- 05 : Infectious to Potentially Infectious Waste
- 06 : Sharps
- 07 : Pharmaceutical Waste
- 08 : Pressurized Containers

But according to the Topic we are here to

## Discuss the Second type :

### What is Biological Waste Management ?

• Biological waste management is the collection of various processes like , transport , recycling or disposal of infectious or hazardous microorganisms , preliminary generated from diagnostic and research labs.

## How to describe different types of biological waste:

There are Five Types of Biological waste

### 1. Solid Biohazard Waste

Solid biohazard waste is any non-sharp material that contacts human or animal specimens. These materials include personal protective equipment (PPE), Petri dishes, towels, linens, and pipettes.

### 2. Liquid Biohazard Waste

Liquid medical waste is body fluids or blood that may contain an infectious agent. If the liquid is in an amount less than 25 milliliters, healthcare personnel can dispose of it as solid waste.

### 3. Sharp Biohazard Waste

Sharp biohazard medical waste is "sharps." It is any medical device that could be infectious and is sharp enough to puncture the skin. If it can puncture the skin, it can also puncture a plastic bag.

## 4. Pathological Biohazard Waste

Pathological waste includes any removed animal or human organs, tissues, and body parts. Any of these may contain infectious agents.

## 5. Microbiological Waste

Microbiological waste is most common in laboratories. Examples are disposable culture dishes and specimen cultures. Other examples include discarded viruses and devices that technicians use to mix cultures.

### Segregation of biological Waste

Biological waste is segregated in Three major levels depending upon specific color coding

### Red punctured proof and tempered proof Container:

- Needles , Broken Glass
- Syringes with fixed needles
- Blades,
- Scalpels
- Lab Slides
- Cover Slips
- Metallic Body Implants

### Yellow Color : (Bags)

- Post operative Body Parts
- Plaster of Paris ( POP)
- Pathological Waste
- Cotton waste
- Dressing Material
- Beddings
- Body Fluid contaminated paper and cloths
- Face masks and Caps
- Microbiology Lab waste

### Red Color : (Bags)

- Syringes without needles
- I.V catheters
- Gloves
- Urine Bags
- Dialysis Kit



- IV bottles

## Biological waste management in my Organization

After wearing proper PPE for example Lab coat , Gloves , Mask , Goggles etc. , Biological waste is treated by two methods , depending upon the nature of the waste.

**1 : Liquid waste** , semi solid waste , solid waste is collected in Yellow / RED poly bags having biohazard sign on it, after proper sealing the Yellow / RED bag is transferred to autoclavable bag and than properly autoclaved at 121 'c for 15 mints in destruction autoclave, than collected in Yellow / RED and at last disposed off in deep burial away from population.



## 02 : Sharps

For example Syringes , needles , slides , coverslips , broken glass bottles , ampoules , vials are collected in single use sharp discarder having biohazard sign.

After filling 1 / 3rd , the sharp discarder is disposed in deep burial away from population. (Disinfectant can be pour inside the sharp discarder before sealing to minimize the chances of infections.)

Difficulties :



Education and training of biological waste management workers and to make them assure for proper disposal. management

workers and to make them assure for proper disposal.

Equipments used for biological waste treatment

## AUTOClave

## HEAT DRYER

## ULTRA VOILET RAYS



Packaging and transportation of Biological waste

There are three simple steps to follow

Step 1 : Place all sharps in Puncture resistant Box ( No loose sharp, close sharps container lid before placing in the waste bin )

Step 2 : Tying the bags properly

Step 3 : Securely fasten lid on medical waste collection

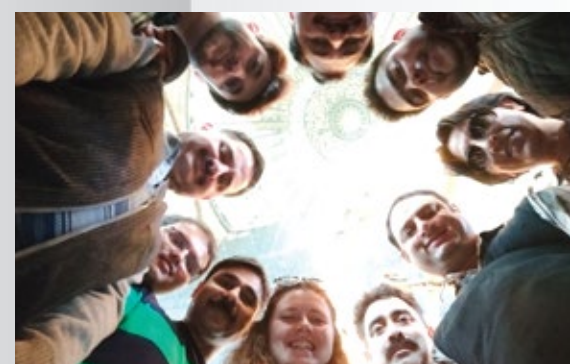






# ACHIEVERS FOREIGN TOUR 2019 (TURKEY)

We (head office marketing team) are highly grateful to the top management for the arrangement of such an exciting & adventurous foreign trip of Turkey for the achievers of 2019 which we immensely enjoyed (From 23rd November to 27th November 2019) During our this 5 days trip we visited famous traditional & historical places like Blue mosque, Green mosque & Tomb, Grand Silk bazaar, Hippodrome, Hagia Sophia along with Preme cruise dinner & princess island tour.





# New Joiners

## Welcome to Shaigan Family



**Javed Khan**  
GM Marketing & Sales



**M. Azeem Khan**  
Sr. Product Manager



**Aamir Hussain Mazhar**  
Sr. Product Manager



**M. Abid Anwar**  
Business Development Manager



**M. Qaisar Nadeem**  
Sr. Business Unit Manager



**Umer Shakeel**  
Accountant



**M. Fayyaz**  
A.M. Microbiology

# Promotions

## Congratulations



**Zar Sharaf**  
*promoted as*  
Associate Director (Mkt & Sales)



**Zubair Quraishy**  
Promoted as  
Business Unit Head



**Shehryar Wali Lone**  
Promoted as  
Business Unit Head





# SHAIGAN

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