

Medical travel

**Transparent medical tourism pricing
starts with a written scope**

India and international patient trust

India's aesthetic medical tourism opportunity should be presented through commitments a service can explain and keep.

Transparent medical tourism pricing starts with a written scope

Transparent medical tourism pricing requires a written scope that connects the quoted amount to the assessed service, names the exclusions and explains how changes will be handled.

Name the assessment behind the price

I would ask the clinical team to identify the approved scope and any assessment still required.

Break the package into inspectable commitments

I would describe the components of the service in language the patient can use. Identify what is included, who provides it and any relevant limitation.

Use the scope, condition, change checklist

My proposed quotation checklist has three entries. Scope records the service being priced. Condition records what must be true for that scope and price to apply. Change records the owner and process for revising the document.

Make follow-up and exceptions discussable

I would give aftercare a visible place in the quotation conversation. What support has the service agreed to provide, through which route, and under what terms? Which questions require a clinical answer?

Review discrepancies before expanding the offer

I would compare a sample of quotations with the approved scope, the service delivered and any recorded revisions. The review should ask whether the patient received a consistent explanation.

The full method

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