

SUMMER TRAINING AT
DELCURE
LIFESCIENCES LTD.

Under Guidance of
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IIHMR UNIVERSITY, JAIPUR

BY- *BHAVANA UPADHYAY*

MBA PM 11

Summer Training at Delcure Lifesciences, Mumbai

*Acceptance and Scope of Thiocolchicoside +
Diclofenac Injection in Trauma/ Critical Care Unit*

COMPANY PROFILE

- Delcure Lifesciences Limited, Established since 2013.
- Founder- Mr. Prashant Kumar Pathak
- Headquarter - Mumbai
- Delcure Lifesciences Ltd has two divisions – Wnspire and Delvoice.
- Revenue of more than \$ 5 millions.
- Some of the top brands from the company are SPAFAST D, COMBIPART, STIFEASE PLUS, MALENDACap., etc.
- International collaboration- *Pharmabase, Switerland*
- *Helixor, Germany*
- *Cymbiotics, USA*
- *Amarillo Biosciences, USA*



DLL:VISION : MISSION : VALUE



Mr.P.K.Pathak
MD & CEO

VISION

To provide Quality healthcare with Affordable prices and Improved access

MISSION

To become most preferred pharmaceutical company for the medical practitioners using products & services of DLL

VALUE

Truthfulness



INTRODUCTION

- **SPAFAST D 2MG/37.5MG INJ** is a combination of two drugs Diclofenac and Thiocolchicoside.
- This combination of drugs is generally growing in number of other indications in speciality to treat: Rheumatoid Arthritis, Osteoarthritis, Ankylosing Spondylitis and also prescribes in the Lumbar pain or Lower back pain.

Product Name	Price	Composition
SPAFAST D 2MG/37.5MG INJ	INR 59.13 for 1 INJECTION	DICLOFENAC SODIUM 37.5 MG, THICOLCHICOSIDE 2.0 MG

Table 1: Product of Delcure Lifesciences

LITERATURE REVIEW

- The combination of diclofenac + thiocolchicoside used to treat different types of symptoms such as spasticity from upper motor nerve syndroms and muscular pain or spasm from peripheral musculoskeletal conditions and the results obtained are-1). Enhanced therapeutic outcome was obtained as decrease in pain due to muscle relaxation with NSAIDS.
- 2). Increased pronounced improvement in pain management, muscle stiffness, physical functions of orthopaedic patients (*Raut Asawari, 2013*).
- 3). It is used in moderate or severe lower back pain to identified results of injection as measured a maximum relief in management of pain, muscle stiffness and physical functioning of the body.
- 4). It was found very effective in resolution of muscle contracture and this treatment also well tolerated in terms of adverse effects with improving patient compliance. (*Sproviero E, 2018*)

OBJECTIVE

**To find out acceptance and scope of
thiocolchicoside+ diclofenac injection in
Trauma/critical care unit.**

RESEARCH METHODOLOGY

- **Research Design** – The research study conducted was Descriptive.
- **Sampling method**- Randomised sampling.
- **Sample population**- The speciality was targeted including 200 orthopaedic Doctors on which study was conducted and the area for study was PAN India.

- **Data collection**

- ***Tools***

Structured Questionnaire was designed for doctors which was used.

- ***Techniques***

Phone calls interviewing and online Google forms were employed as a survey technique.

- **Duration of study**- 2 months

- **Data Analysis-**

- The gathered data was entered the Microsoft Excel sheet and was analyzed.

FINDINGS AND RESULTS

1. Diclofenac injection prescription

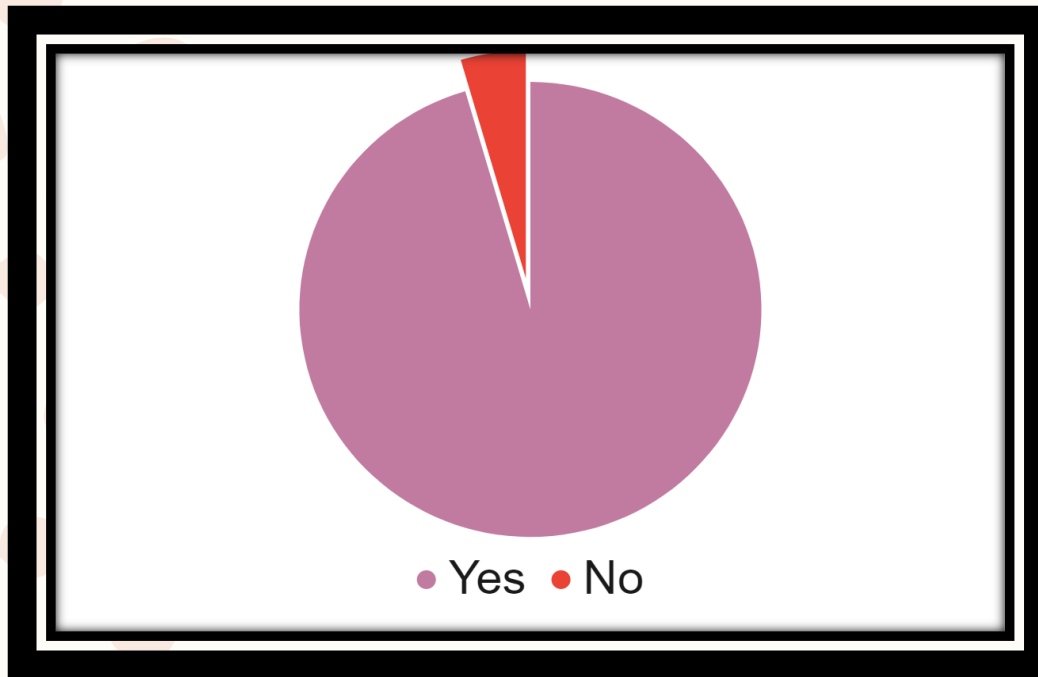


Fig 1. Prescription of diclofenac injection

2. Thiocolchicoside Injection prescription

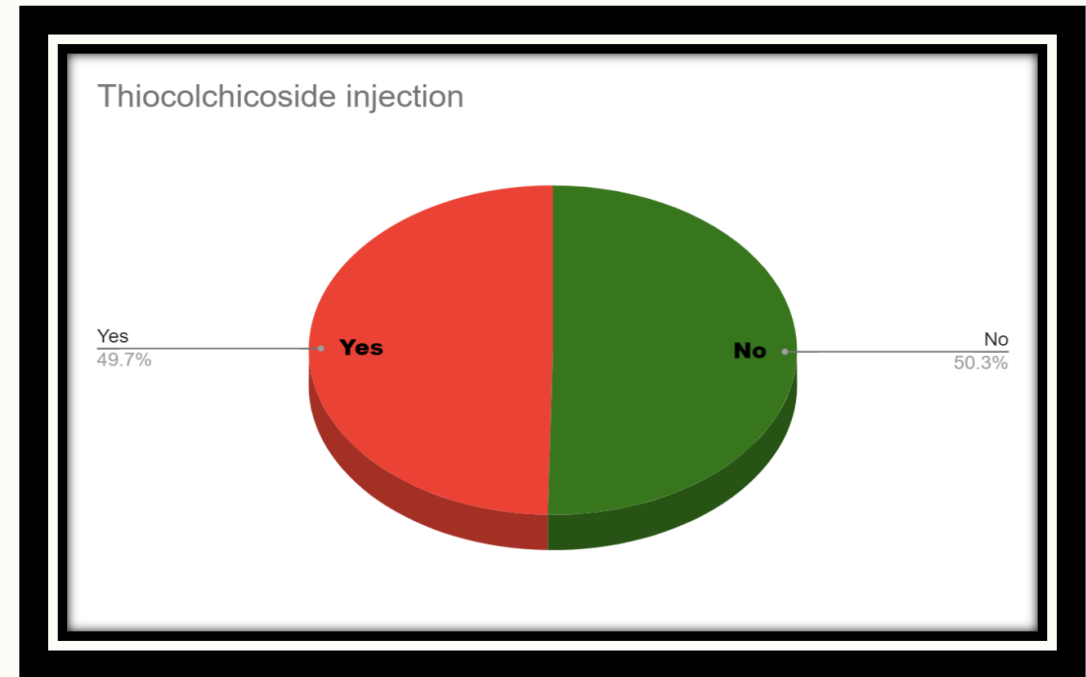


Fig. 2 Prescription of thiocolchicoside injection

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3. Prescription of Thiocolchicoside + Diclofenac Injection

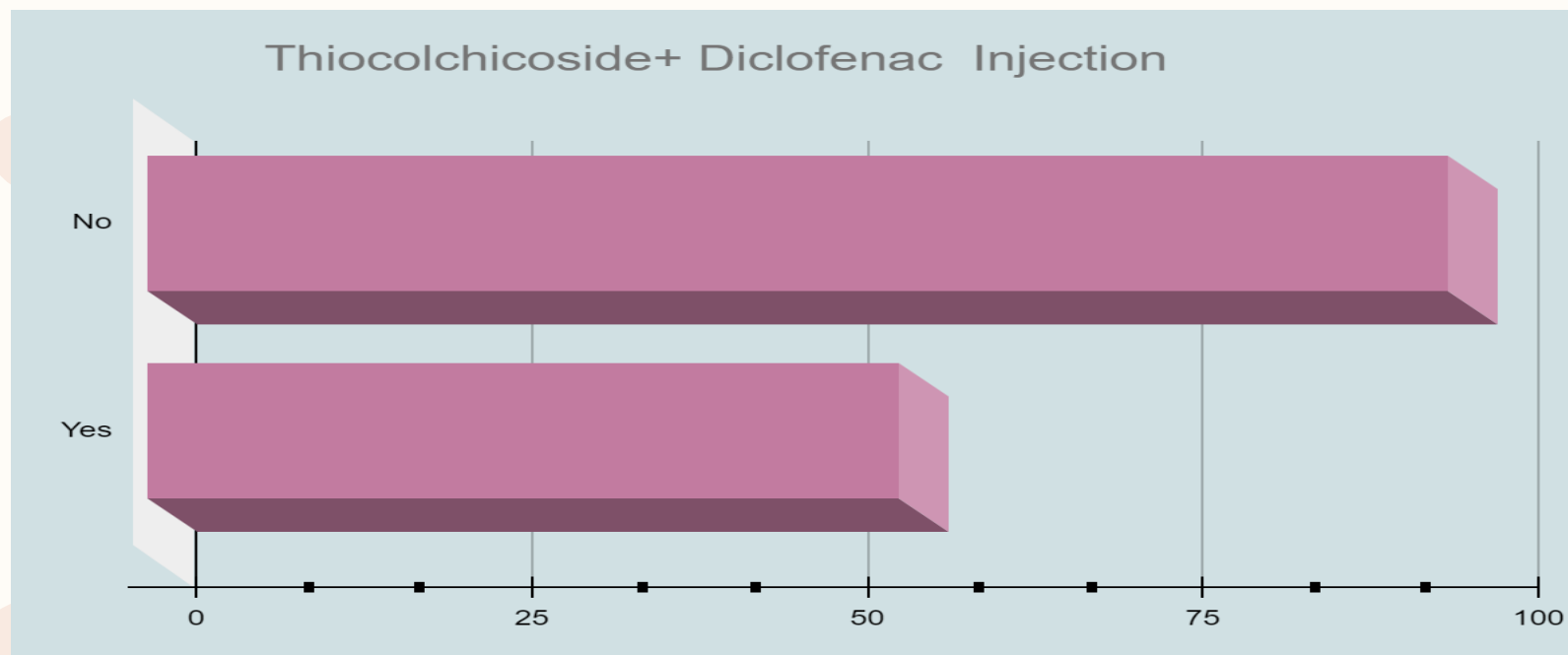
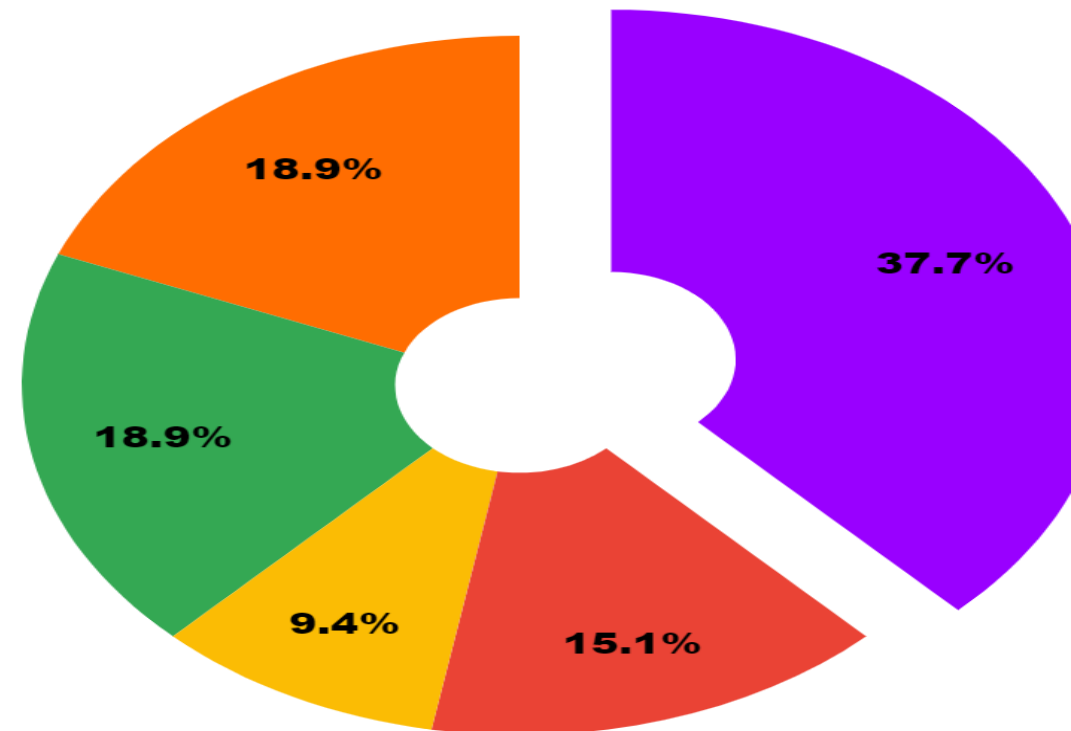


Fig. 3. Comparison of combination.

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4. Factor restricts in prescribing a combination of Diclofenac+ Thiocolchicoside Injection.

- Side effects
- Not rational
- Not Aware
- Availability of other muscle relaxants
- Not prefer injection in combinations



CONTINUE....

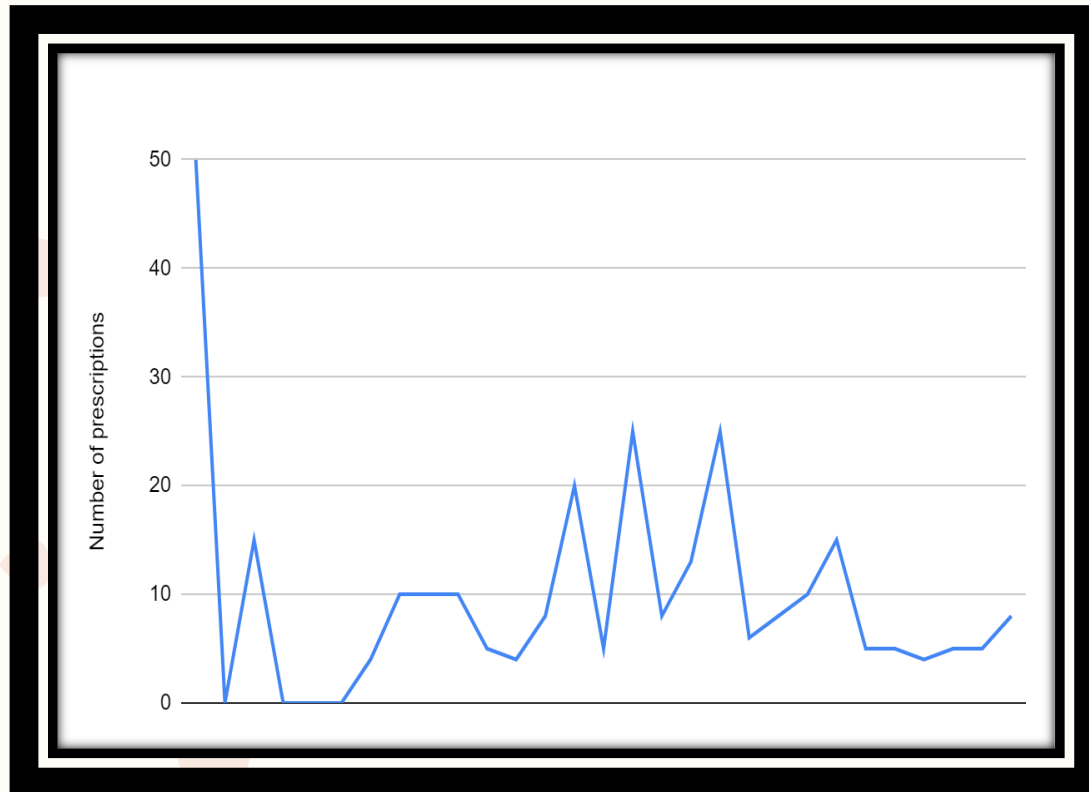
5. The major indications in which prescribe Thiocolchicoside + Diclofenac Injection

INDICATIONS		FREQUENCY RANGES
	Acute or Low back pain/ Lumbar pain	20 - 25
	Muscle spasm/ stiffness	40 - 45
	Severe pain and trauma	5 - 8

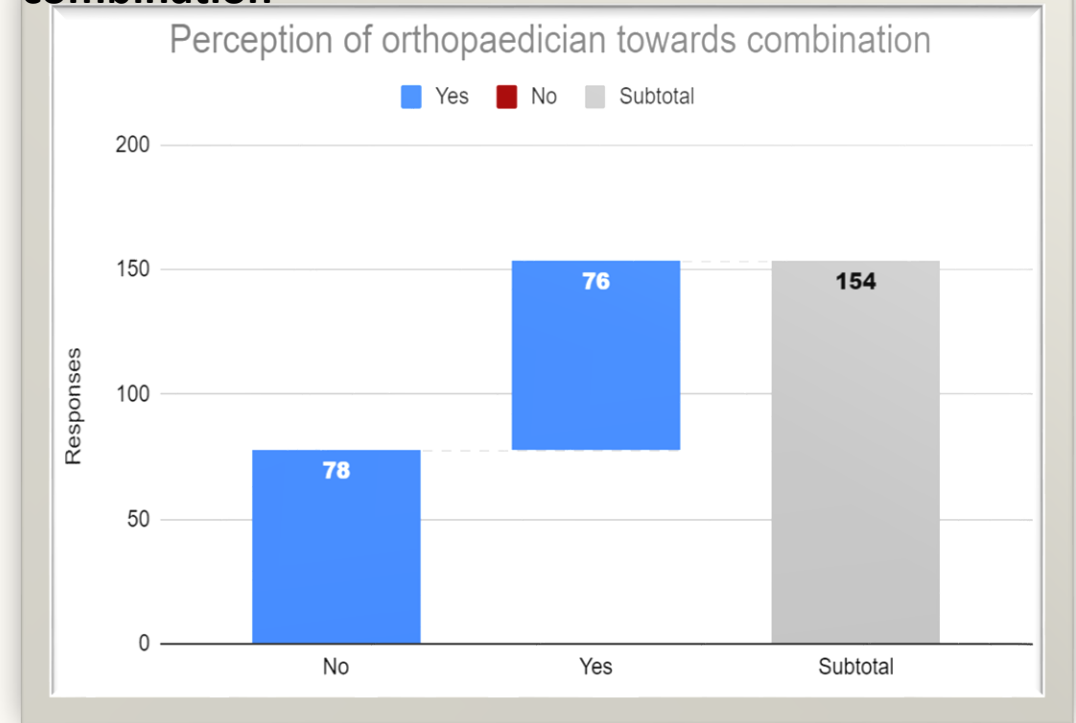
Table 2. Major indications for prescribing combination.

CONTINUE..

6. Number of prescriptions for Thiocolchicoside + Diclofenac Injection in a month.



7. Doctors preference in the combination of thiocolchicoside + diclofenac injection, if in near future a new brand will launch with the same combination



CONCLUSION

- The Diclofenac + Thiocolchicoside Inj. is act as the first line choice of drug for indications such as Muscle spasm Some of Doctors preferred it in the Lumbar pain or Lower back pain as well as in Muscle stiffness.
- The findings revealed that the current market scenario for the specific product the performance can be boosted by the company, if they focus on removing some existing gaps such as
 - 1) Low market coverage
 - 2) Limited doctors outreach due to which many doctors are even don't aware of the combination as well as product and low availability of the product.
 - 3) Low availability of the product.
- In future, the doctors will prescribe the combination of Diclofenac+ Thiocolchicoside Injection if they are satisfied with the results of clinical trial or success in clinical studies.

Thank You

