

## A move towards imaging and genomics

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DSS Imagetech has emerged as a comprehensive technology provider, increasing its focus on molecular diagnostics and closed several big deals during the year.

New Delhi-based DSS Imagetech provides cutting edge technology solutions to researchers and clinicians working in areas like genetics, drug discovery, and biotechnology. Its range of products and application areas include microscopy, image analysis software systems, genetic workstation, ICSI workstations, DNA probes, and micro array readers. The company recorded Rs 68.04 crore in revenues in FY2007-08, registering 26 percent growth over the previous year's revenues of Rs 54 crore. The life sciences division of the company grew by nearly 37 percent during the year as opposed to 50 percent in 2006-07.

Consumables and reagents were the biggest growth drivers for the company this year. The three companies that it represents in this area registered a formidable growth. While Dako (pathology) grew by 40 percent, Takara Clonetech (molecular biology reagents) registered double digit growth, while Abbott Molecular grew by 28-30 percent. Viral load testing for HIV and HER2NO for detecting breast cancer were the two major revenue grossing technologies from Abbott. A polymer based detection kit for antibodies from Dako, called Nvision, also helped boost its sales.

The company bagged a major order from AIIMS for high-end flowcytometer. It also won an order from GB Pant Hospital. Microarray business was slow paced except for an order that the company got from ICRISAT. The company has installed around 28-32 microarrays in the last few years. It also received an order for DNA synthesizer from Ocimum Biosolutions and a proteomics order from the Indian Institute of Chemical Biology, Kolkata. DSS, which opened its training center last year, trained 35 people in IHC and FISH.

During the year, DSS has opened new branches in Chandigarh, Thiruvananthapuram, Ahmedabad and Lucknow to boost its sales. The company is focusing on strengthening its presence in Gujarat and UP too. During the year, DSS has tied up with Carestream Health that acquired Kodak imaging products. It is also strengthening its relationship with Beckman Coulter. The company aims to position itself as a total solution provider and has now focused its attention on the imaging and genomics solutions with which it has natural synergy.