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Showcasing immense potential to become global producer

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Due to COVID-19, India has showcased immense potential to become the global producer and supplier for quality indigenous medical equipment and diagnostic technologies. We have witnessed mass production of innovative medical products along with awareness of diagnosis and diagnostic tests that will help improve the quality of health in the future. The leading players of the medtech/ diagnostic industry share their plans for 2021.

BioSpectrum
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“Investing in digitalization”

We expect to have a few important additions to our portfolio this year and will continue to invest in our digitalization journey as we look to further scale up commercial models and stay focused on supporting doctors and patients in making procedures

safer and effective.

Shishir Agarwal, Managing Director, Terumo India, Gurugram

“Producing millions of syringes for vaccination”

“The front runner COVID-19 vaccines being launched in India would need a 0.5ml auto disable syringe for intramuscular drug delivery, as we are informed. In addition to the annual procurement of 300-350 millions of these syringes by the government for the universal immunization programme, additional orders have been placed on us by the health ministry. We are informed that the government is in discussion with their other two suppliers also to place additional orders or seek to prepone deliveries of already placed orders with them. We are on track to produce 177.6 million 0.5 ml KOJAK AD syringes for by March 2021 and 60 million are already in our stock.

Rajiv Nath, Joint Managing Director, Hindustan Syringes & Medical Devices, New Delhi

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“Making wound care products available across 50 cities”

As the first Indian company to launch an indigenously developed emergency haemostat for trauma care, Axio Biosolutions has been steadily disrupting the wound care and wound healing market. Responding to the growing demand for healthcare solutions that align with changing realities and challenges of the pandemic world, we have entered the retail space in India. We are all set to make the best-in-class wound care and COVID essential products available for Indian homes across 50 cities in 2021.

Leo Mavely, Chief Executive Officer and Founder, Axio Biosolutions, Bengaluru

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“Expanding plant to locally manufacture testing kits”

In October 2020, we announced an investment of Rs 1,300 crore in India, the largest we have ever made in the country. We are setting up an innovation hub in a new campus in Bengaluru that will combine our existing R&D operations with an ultra-modern medical imaging factory. The innovation hub at Bengaluru will include centres of competence in digital technologies such as data analytics, artificial intelligence, immersive technologies like augmented and virtual reality, user experience, and cybersecurity. It will be one of the four innovation hubs of Siemens Healthineers, with other hubs located in the United States, Germany, and China. To expand our digital capabilities, we plan to add up to 1,800 digital talents in the next ten years, in addition to our normal growth. We have already made good progress on this front adding over 100 digital experts over the last few months. We are also expanding our manufacturing plant in Baroda to locally manufacture testing kits, which we currently import from our factories in Europe and the U.S.

Gerd Hoefner, Managing Director, Siemens Healthcare, Bengaluru

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“Coming up with Total Lab Aautomation solution”

Our global team is working on our next big plans to make Erba-Transasia a global IVD leader. We will continue to focus on providing reliable and affordable diagnostic solutions worldwide and soon become a total diagnostic solutions provider. In the next 12-24 months, our R&D labs in France, UK, USA, Austria and India, will launch over 10 new, exciting, state-of-the-art systems in the fields of CLIA, molecular, high-end hematology, artificial intelligence, LIS, among others. Also in the offing is a “Total Lab Automation” solution aimed at mid and large size laboratories. All these will soon make Transasia-Erba one among

the top five companies globally to have ‘Total Solutions in Laboratory Diagnostics.’ Furthermore, providing end-to-end solutions and services with an emphasis on training of all lab personnel will continue to remain most relevant to us. Transasia has set up the "Erba Institute of Laboratory Technology" to fill the acute shortage of qualified and well trained lab technicians. We plan to further expand this facility to benefit more individuals.

Suresh Vazirani, Chairman & Managing Director, Transasia-Erba group, Mumbai

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“Aggressive plans for molecular diagnostics space”

We have aggressive plans for the molecular diagnostics space such as RNA extraction manual/automation kit, RNA extraction automation system, LAMP based instrument, LAMP based COVID-19 tests, LFA based COVID -19 tests, LAMP based TB Assay, LAMP based Malaria, Dengue and Leptospira assays; indigenization in hematology segment such as one more 3 part hematology system, Entry level 5 part heamatology system, 200 T /H fully auto clinical chemistry system, cartridge based CLIA analyzer, cartridge based specific protein analyzer and IOT based semiautomated analyzer.

Thomas John, Managing Director, Agappe Diagnostics, Ernakulam

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“Launching medical devices at affordable cost”

We are focused on enabling our users with tools to effectively monitor chronic ailments and improve their lifestyles. We plan to develop and launch more innovative medical devices at an affordable cost.

Saurabh Goyal, Director, Nureca, Mumbai

“Launching new products for biochemistry & diagnostics”

We have gained considerable expertise in manufacturing and marketing of in-vitro diagnostic reagents. The company is targeting sales of Rs 50 crore by FY22 and has already launched many COVID-19 products. We have planned for increasing the share of exports out of total sales. Being a manufacturing company, we have targeted to launch new products in biochemistry and diagnostic range.

Abhinav Thakur, Managing Director, Accurex Biomedical, Mumbai

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“Bringing diagnostics to a device on your palm”

We have made significant investments in R&D to develop innovative products to change the face of diagnostics in India and at globe. To start with, we plan to launch the v 2.0 of Compact XL - the molecular lab in a box concept. This version would integrate the PCR capabilities into the current model, further improve the design and a major facelift. This machine will allow small labs to set-up and conduct molecular tests without incurring a huge capital cost and save on the referral samples they outsource to bigger labs. Further, small blood banks will also be able to take benefit of this and do NAT testing in-house. We will also roll out the truly mobile molecular labs which can travel to villages and small cities to test for various types of infections and diseases. Further, we are planning to bring a complete range of new tests that would allow us to improve diagnostics for COVID as well as other infections. These tests will be more accurate that the current paradigm and will match

the current costs. Finally, there are two important projects that are still in our labs, driven by cutting edge technologies which have the potential to bring diagnostics to a device on your palm.

Hasmukh Rawal, Managing Director, Mylab Discovery Solutions, Pune

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“Adding more diagnostic products”

We will be adding COVID-19 based and other diagnostic products in our portfolio. We will focus on indigenous manufacturing of lab disposables products. We are also planning on consolidation of exports. In FY21, we are expecting a growth of 50-60 per cent.

Rajesh Beri, Director, Recombigen Laboratories, New Delhi

“Planning to move ahead with IPO”

The company started with the manufacturing of surgical blades and is now a leading supplier of a huge range of disposable products. In recent COVID-19 times we started manufacturing of 3ply and N95 face masks. We export to over 80 countries, have 40 distributors and 400 dealers across India. While people are indoors and complacent, we are on the roads trying to expand. Our future prospect is 3X5Y to grow 3 times in 5 years and then plan to move ahead with an IPO. We look forward to grow by 15 per cent this year over last year despite of COVID-19 where other companies we hear are facing losses.

Shaily Grover, Managing Director, Paramount Surgimed, New Delhi

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“Hoping to record 50% growth trajectory”

We are India’s fastest growing in-vitro diagnostic company manufacturing and delivering a wide range of analytical and diagnostic analyzers, point of care devices, reagents & consumables that are at par with global standards. We plan to introduce the non-existing, but essential products locally manufactured in India, which can bring the cost of analyzer to procure and annual maintenance in the affordable price range, maintain the quality as dictated by international standards, expand electrode menu, flexibility of the analyzer (to upgrade or downgrade it), position the brand amongst the established international players, provide the schemes like buyback or upgradation at nominal costs. This helps us grow at 40-60 per cent and help us retain the customer loyalty. Currently we are recording a consistent growth trajectory of 40 per cent and assuming this to be picked up to 50 per cent in next year.

Pavan Chandra Nagoor Naralasetty, Commercial Director, Sensa Core Medical Instrumentation, Hyderabad

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“Bringing diagnostic solution based on gut microflora”

We are South Asia’s first microbiome company. Our gut microbiome test, called BugSpeaks is a non-invasive gut microbiome test that provides insights into the health of an individual. We plan to conduct a few clinical trials and address some of the lifestyle based chronic diseases like diabetes, obesity. Secondly, we would also come up with novel diagnostic and therapeutic solutions based on the gut microflora.

Kumar Sankaran, Chief Executive Officer, Leucine Rich Bio, Bengaluru

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We have been developing Virtual clinical collaboration via Barco Synergi and remote radiology solutions to provide seamless operation in the event of a calamity.

In 2021 we continue to co-create technology solutions for integrated care to ensure the best possible healthcare outcomes. Some of the key enablers in 2021 that will streamline treatment, reduce turnover time and downtime delivering ergonomic work conditions will be…

1. Imaging technologies - 4K imaging will allow surgeons to clearly see inside a patient and perform surgery with the highest precision.
2. 3D imaging improves the visibility of the patient's anatomy and enhances surgical efficiency and accuracy in laparoscopic procedures with shorter operating times.
3. Digital solutions to improve surgical teams' productivity and efficiency to enable Integrated digital operating rooms of the future
4. Artificial intelligence to aid diagnosis while the patient is still on the operating table, to guide surgery and support the later treatment.

Rachel Coxon, Vice President, Healthcare, Barco APAC
