

BioSpect

the business of Bio

24 years of leveraging the business of Bio
www.biospectrumindia.com

startup of the day1 - SwishX

06 July 2026 | Features | By Vrushti Kothari

Aiming growth through AI and market expansion



Inception - October, 2025

Location - Bengaluru, india

Industry domain - Pharma & MedTech

Founders - Dushyant Sapre (Founder & CEO) and Jai Anand (Co-Founder & CPO)

Total team strength - 35+

Total funds raised - 2.2M\$

Investors - Powerhouse Ventures, Blume, Touchstone, Sadev Ventures, Atrim Ventures and more.

Revenue generated since inception - 1M\$ Pipeline Approx (undisclosed)

Key Highlights -

Onboarded 39 enterprise customers within the first year of operations, including several companies above ₹1,000 crore in revenue.

Platform now processes 5,000+ tenders and RFPs daily and supports marketing campaigns targeting 400,000+ HCPs weekly.

Active business user base of 50,000+ across customer organisations.

Launched four products: Tender IQ, Contract IQ, Marketing IQ, and Channel IQ - all live and in production.

Formed an advisory board of four senior industry leaders from Cipla, Dr. Reddy's, Zydus Life Sciences, TPG Capital, and McKinsey.

Achieved SOC-2 compliance within the first year.

Founder Speaks -

"The company aims to surpass \$5 million in operating revenue by March 2027 (FY27) while strengthening its position within the pharmaceutical and life sciences ecosystem. A key focus area will be deepening enterprise penetration among the top 500 pharmaceutical companies in India, alongside expanding its presence in developed markets such as the United States and Western Europe. The company is also working on launching two new AI-powered products tailored for pharmaceutical sales and marketing teams. Building on existing customer demand, it plans to scale operations across Latin America (Brazil, Mexico, and Colombia) and the Middle East (Saudi Arabia and UAE). To support global growth, the company will significantly expand its active healthcare professional (HCP) and channel network across the United States, United Kingdom, Germany, and France, while also strengthening its reach in Tier 2 and Tier 3 markets in India. Additionally, the platform will evolve beyond commercial operations by extending into adjacent life sciences functions, including medical affairs and distribution, enabling a broader and more integrated offering for the industry".

- **Dushyant Sapre and Jai Anand**