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"There's a need for a stronger domestic ecosystem of technology partners and component suppliers"

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As India looks to reduce its dependence on imported medical devices, AI adoption and indigenous manufacturing are emerging as key priorities for the MedTech industry. Amit Arora, Senior Vice President, Trivitron Healthcare, discusses the company's investments in digital healthcare, the potential of AI in diagnostics, and its plans to strengthen India's advanced imaging capabilities.



Trivitron has strengthened its focus on AI through initiatives such as Trivitron Digital. How much has the company invested in AI and digital healthcare solutions so far, and what are your investment priorities in this space over the next three to five years?

Artificial Intelligence is no longer an emerging trend in healthcare; it has become essential for better clinical decision-making, improved operational efficiency, and faster patient outcomes. At Trivitron, our objective has never been to adopt AI simply because it is the latest technology. Our focus has always been on solving real healthcare challenges through the best digital innovation.

This vision led to the creation of Trivitron Digital.AI, a dedicated initiative to build intelligent healthcare solutions that complement our medical technology portfolio. The platform focuses on AI-powered clinical decision support, workflow automation, cloud connectivity, interoperability, predictive analytics, and remote healthcare capabilities. These technologies are designed to integrate seamlessly into existing hospital ecosystems, helping clinicians make faster and more informed decisions while improving overall efficiency.

Rather than viewing AI as an impartial product, we see it as an integral layer across diagnostics, imaging, laboratory medicine, critical care, and digital health. Several of these solutions are already on the market and continue to evolve in response to customer feedback and clinical requirements.

While we do not disclose specific investment figures, Trivitron has consistently expanded its investments in AI and digital healthcare as part of its long-term innovation strategy. Over the next three to five years, our priority will be to strengthen AI capabilities across our product portfolio, enhance cloud-based healthcare platforms, enable secure data integration, and support predictive and preventive healthcare models.

Healthcare is steadily moving towards connected ecosystems where devices, software, clinicians, and patients work together seamlessly. We believe AI will play a central role in enabling this transformation, and Trivitron is committed to contributing to that future, not just as a MedTech manufacturer, but as a comprehensive healthcare technology partner.

Despite policy initiatives such as the National Medical Devices Policy and the PLI scheme, India continues to rely heavily on imports for high-end medical devices, particularly imaging equipment. What are the biggest barriers to reducing this import dependence, and what further steps are needed to build a globally competitive domestic manufacturing ecosystem?

India has made significant progress in strengthening its medical devices ecosystem over the past few years. Policy initiatives such as the National Medical Devices Policy and the Production Linked Incentive (PLI) scheme have certainly accelerated domestic manufacturing and encouraged greater industry participation. However, reducing dependence on imported high-end medical technologies remains a gradual process.

The challenge extends beyond manufacturing alone. Advanced imaging systems involve highly sophisticated components, precision engineering, specialized electronics, detector technologies, semiconductors, and software capabilities, many of which are still sourced globally. Building these capabilities requires sustained investments in research and development, component manufacturing, skilled talent, testing infrastructure, and long-term supply chain resilience.

Another important factor is the need for a stronger domestic ecosystem of technology partners and component suppliers. Manufacturing competitiveness is built not only by assembling products locally but by creating an integrated value chain that supports innovation from design to production.

At Trivitron, we have consistently believed that India can become a global MedTech manufacturing hub. Today, we manufacture across multiple domains, including diagnostics, imaging, radiation protection, critical care, and more. Our indigenous Terrene CT scanner is an important example of India's growing capability to develop advanced imaging technologies locally.

In the future, continued policy support for research, easier access to innovation funding, stronger industry-academia collaboration, export incentives, and greater localisation of critical components will be essential. Equally important is creating global-quality standards that allow Indian manufacturers to compete confidently in international markets.

AI has become one of the biggest talking points in diagnostics and medical imaging. In your view, is the industry moving beyond the hype? What tangible improvements has AI delivered so far, and where do you expect it to make the biggest impact over the next few years?

I believe the industry has already moved beyond the initial excitement surrounding AI. Today, AI is delivering measurable clinical value across multiple areas of healthcare, particularly in diagnostics and medical imaging.

In radiology, AI algorithms are helping prioritize critical cases, detect abnormalities with greater consistency, improve image reconstruction, reduce scan times, and assist radiologists in identifying subtle findings that might otherwise require additional review. In pathology and laboratory diagnostics, AI is improving workflow automation, quality assurance, and data interpretation, allowing laboratories to process increasing volumes with greater efficiency.

Perhaps one of AI's greatest contributions has been reducing turnaround time while improving diagnostic confidence. Rather than replacing clinicians, AI functions as an intelligent assistant that enhances clinical productivity and supports evidence-based decision-making.

The next phase of AI will be even more transformative. We expect significant advancements in precision diagnostics through genomic sequencing, biomarker-driven disease detection, and personalized medicine, where treatment decisions are increasingly tailored to individual patient profiles. AI combined with cloud-based platforms will also enable better longitudinal patient monitoring, remote diagnostics, and population health management.

Another major area will be predictive healthcare. Instead of diagnosing diseases after symptoms appear, AI will increasingly help identify risks much earlier, allowing preventive interventions and improving long-term outcomes.

Following the successful launch of the indigenous Terrene CT scanner, does Trivitron have plans to enter MRI manufacturing or expand its advanced imaging portfolio? What can we expect from the company's imaging roadmap over the next few years?

The successful launch of the indigenous Terrene CT scanner represents a breakthrough in Trivitron's imaging journey and echoes our pledge to strengthen advanced medical technology manufacturing in India.

Today, Trivitron has built a comprehensive imaging portfolio that includes ultrasound systems, fixed and mobile digital radiography, C-arms, mammography, and CT imaging solutions. Each product category continues to evolve with continuous improvements in imaging quality, workflow efficiency, connectivity, and user experience.

MRI is certainly an important segment within diagnostic imaging, and, like every major technology area, we closely evaluate future opportunities while remaining focused on delivering products that provide clear clinical value.

Our vision extends beyond introducing new products. It is equally focused on integrating AI, improving automation, enhancing software capabilities, strengthening interoperability, and enabling connected imaging ecosystems that improve clinician productivity and patient care.

We also continue to expand advanced imaging technologies for veterinary applications, supporting a rapidly growing segment that increasingly demands the same levels of diagnostic accuracy and technological sophistication.

Over the coming years, our priority will remain on developing high-quality imaging solutions engineered in India, built to global standards, and capable of serving healthcare providers in both domestic and international markets.

Ayesha Siddiqui