

CYIENT



xyniteo

ACCELERATING INNOVATION AND SCALE-UP OF SMEs IN **MEDTECH**

April 2022



INDEX

2 SUMMARY

3-4 CONTEXT

5-12 INDIAN MEDTECH SMEs

- 7 Paths to growth and moving the value chain
- 8 Role of SMEs
- 10 Challenges and Opportunities

13-15 WAY FORWARD

- 13 Policy recommendations
- 15 Recommendations for other stakeholders



GLOSSARY

AIMED	Association of Indian Medical Device Industry
API	Active Pharmaceutical Ingredient
ATMANIRBHAR	An Umbrella Concept for Making India Self-reliant and Global Powerhouse with Respect to its Economy
BIRAC	Biotechnology Industry Research Assistance Council
GDP	Gross Domestic Product
GEM	Government E-Marketplace
ICMED	Indian Certification for Medical Devices
JV	Joint Venture
KSM	Key Starting Material
MEDTECH	Medical Technology
MNC	Multinational Company
MSME	Micro, Small and Medium Enterprises
NHS, UK	National Health Service, United Kingdom
PMJAY	Pradhan Mantri Jan Arogya Yojana
PSU	Public Sector Undertaking
Q1	Quarter 1
Q2	Quarter 2
SME	Small and Medium Enterprise

SUMMARY

Indian medical technology industry is small — worth **USD 11 billion in 2020** and is also import-dependent. It is expected to grow rapidly in the next decade and reach **USD 30 billion in 2030**. It is also going through a transition stage where patients demand the best services.

While the central government has announced a slew of measures to support the healthcare sector, specifically **MedTech**, to **enhance domestic manufacturing**, reduce import dependence and **generate manufacturing jobs** for the youth of India, it is the state governments that have an ever-critical role to play under the Atmanirbhar program in **accelerating indigenous SMEs** and adoption of MedTech innovations in public health.

Taking into account the necessity of bringing innovation into healthcare and the willingness of Small and Medium Enterprises (SMEs) to be at the forefront of it, there is a need for a renewed effort to **support SMEs**. Indian start-up activity has been growing rapidly to solve critical healthcare challenges and explore multiple opportunities to scale. The current state of MedTech innovation presents **potential opportunities** for SMEs to grow and move up the value chain.

In recognition of requirements to collaborate, Cyient, Wadhwani Foundation and Xynteo have put this position paper in place to help state governments realize the importance of accelerating indigenous SMEs and adopting **MedTech innovations** in public health, to become leaders in the MedTech space. Over the last three years, the organizations have worked with **1000+ SMEs across sectors**, including healthcare, 150+ ecosystem players, and are striving to create systemic interventions to catalyze the SME space and support the MedTech and healthcare sector. The paper also brings together two separate strands of analysis: firstly, understanding the challenges and opportunities; secondly, a proposal for recommendations and the way forward.

We spoke to multiple technology companies from a cross-section of Indian MedTech and also interacted with decision-makers from several hospitals for their inputs on products from Indian companies and the areas they could collaborate on. This enabled us to provide specific and **actionable recommendations** for various stakeholders both at the policy and adoption level for the government and other key stakeholders. Some of the critical gaps as articulated by stakeholders were around regulation and standards, expanding scale, adoption of innovations and talent development. **Policy transformations** would go a long way to catalyze public and private sector's participation in healthcare. Also, there is a need for a common platform where hospitals and medical devices companies can arrive at a shared understanding of the actions Indian companies need to take to expand.

We hope the ideas in this paper will contribute towards the creation of a **vibrant domestic medical devices industry**, and we look forward to building know-hows for each recommendation in consultations with the state government teams and key stakeholders.





CONTEXT

The paper intends to respond to the emerging trends in healthcare, specifically MedTech, where India is looking to enhance the domestic manufacturing of medical devices and reduce import dependence. The central and state governments are also looking for the healthcare sector to generate manufacturing jobs for the youth of India and have announced some measures to encourage the growth of the medical devices sector, including:

- ⌚ Scheme for creation of medical devices parks
- ⌚ Production-linked incentives plans for medical technology and diagnostics
- ⌚ Regulatory roadmap for bringing in all medical devices under the ambit of regulation
- ⌚ Industry-agnostic support measures for small and medium enterprises

We feel that the central and state governments have a critical role to play, and this paper builds on how the MedTech SMEs can leverage the Atmanirbhar campaign to and become a leader in the MedTech space by leveraging technology and developing a collaborative mindset.

In this document, we start with our view on the current state of MedTech innovation and potential opportunities for SMEs to move up the value chain, identify critical gaps and finally, make actionable recommendations at the policy and adoption level to the government and to other key stakeholders.

INDIAN MEDTECH SMEs



Indian Medical Devices Industry - An Emerging Sector

India aims to be a USD 5 trillion economy by 2024-25. The exogenous shock from COVID-19 has slowed economic growth in Q1 and Q2 of FY 2021, though the recent months have seen green shoots of economic recovery.

India has a dual burden of disease, with communicable diseases and non-communicable diseases. The COVID-19 pandemic has further exposed our vulnerabilities, and there's a growing expectation from all stakeholders about the need to augment healthcare capacity in India at all levels of care.

The COVID-19 pandemic has also opened up opportunities for specific product categories like personal protective equipment, medical consumables, single-use products, COVID-19 related diagnostics, as well as hospital products like beds, ventilators, patient monitors, etc. Given the increase in the need for healthcare infrastructure worldwide, it is expected that the demand for medical products will continue to grow.

The Indian medical technology industry is small, worth USD 11 billion in 2020, and is also import-dependent. It is expected to grow rapidly in the coming years and reach USD 50 billion in 2025.

Integral to sustained economic growth would be an increase in employment and a physically fit and skilled workforce. Healthcare as an industry vertical, and SMEs as a category of companies, have been large providers of employment opportunities, especially for women, and have been engines of growth in several economies. The overall MSME contribution to Indian GDP is about 30% and overall employment generation stands at around 11 crores. MedTech SMEs constitute 60-70% of the Indian medical devices sector and an estimated 750-800 MedTech SMEs are active in this space.

A. Paths to growth and moving up the value chain

Indian medical devices companies have an opportunity to explore the following paths to growth to move up the value chain:

Geographical focus Product focus	Domestic	Export
Existing Products	1. Through expansion of field force, enhancing distribution network, and investment in clinical marketing capabilities	2. Through a better understanding of quality standards in major export markets, participation in trade shows and aligning manufacturing capacities to meet export demand
New Products	3. Through investments in clinical/user research, new product development and evidence-based marketing	4. Through adequate investments in innovation and research and development

Table 1: Paths for Indian medical devices company to grow up the value chain

Many SMEs may face a challenge in exploring the above depicted end-to-end option, given the range of capabilities involved (including financial, regulatory and commercial capabilities). SMEs may consider licensing their products to other medical technology companies with complementary skillsets to take their products to market.



B. Role of SMEs in the MedTech ecosystem

SMEs in India can also play multiple roles in the medical technology ecosystem. They can learn from their pharmaceutical counterparts who have successfully adopted these roles -



Integrated medical technology company

This category is popular in the Indian pharmaceutical industry, with several small and medium enterprises serving as contract manufacturers for other pharmaceutical companies. The mid-sized companies in this category have invested in enhancing their manufacturing capacity and improving their quality standards. Small-sized companies offer their manufacturing facilities on a contractual basis to other companies to meet demand spikes.

Some Indian MedTech companies like Syrma in Chennai and SFO Technologies in Kochi/Bengaluru play this role. Trivitron, a large Indian MedTech company, also manufactures products for its JV partner, Hitachi.



High-quality, low-cost contract manufacturer

Indian medical technology companies usually fall into this category. The mid-sized companies have established manufacturing facilities and a strong distribution network. These companies are looking to augment their research and development capabilities. Some of the mid-sized companies are also investing in clinical research for their products, establishing vital marketing initiatives based on clinical evidence and enhancing the capabilities of the sales force.



High quality, low-cost supplier of components for medical devices

Many pharmaceutical SMEs in India provide active ingredients and key starting materials for other pharmaceutical companies, helping companies reduce the overall cost of products. They also help ensure the steady availability of locally sourced products and reduce the reliance on imports from other countries, especially China. These locally sourced APIs and KSMs also help in reducing the overall cost of Indian pharmaceutical products.

With the growth in local manufacturing focus for MedTech, this category of companies is likely to see significant development. For example, companies like Bescom in Bangalore and SFO Technologies, provide printed circuit boards and wire assemblies to other medical devices companies.



Sales and marketing support for global / Indian medical devices companies

This category is particularly relevant for Indian medical technology companies which have strong sales, marketing, distribution and after-sales capabilities that can be leveraged for expanding access to novel medical devices. Large Indian medical technology companies like Trivitron and Transasia have provided sales and marketing support to global companies like Hamilton and Sysmex in the past.



Innovator of novel medical devices for global/ Indian medical devices companies

In MedTech, a new crop of start-ups is creating novel technologies and proprietary, patented products for healthcare challenges facing the ordinary Indian. This new wave of MedTech is driven by purposeful innovation i.e. innovation that addresses specific challenges and taps associated economic opportunities seen in Indian healthcare. Grant funding for innovative MedTech projects as well venture capital investment has been increasing over the last few years.

Depending on the path that SMEs decide to take and the role that they would like to play in the medical technology ecosystem, the following capabilities become important:

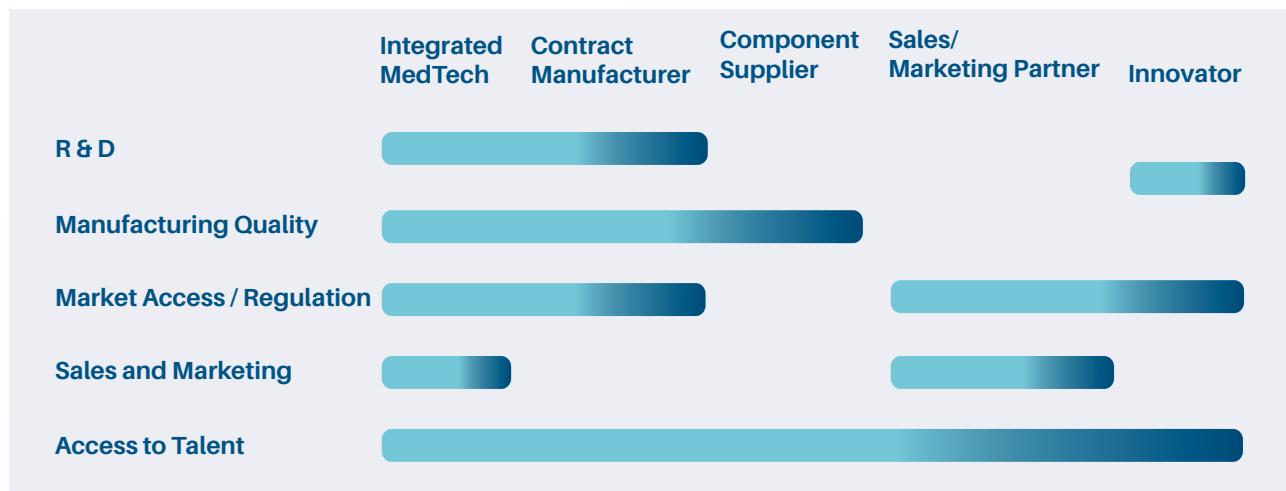


Table 2: Capability matrix for SMEs as per role in the MedTech ecosystem

Department of Biotechnology, Government of India through Biotechnology Industry Research Academic Council (BIRAC) has supported several early-stage innovations in the medical technology industry. As these innovations reach the proof of concept stage, Indian innovators can partner with global and Indian medical devices companies to help navigate the regulatory pathways, conduct clinical validations, and access global markets. UE Lifesciences, Mumbai, and TriCog, Bengaluru have both engaged with GE Healthcare to expand their presence in global markets.

Also, NHS UK runs a testbeds program jointly with the government, which involves the NHS working with innovators, addressing complex issues facing patients and the health service, to validate their technologies in real-world settings. In India, the Telangana state government has also backed such a testbeds program as part of their Hyderabad city cluster – Research and Innovation Circle of Hyderabad (RICH).

Indian medical technology companies should consider the possibility of evaluating roles two to five, as mentioned above, in addition to their traditional role of being an integrated medical technology company. Adopting such a flexible approach will help Indian medical technology companies supplement their capabilities in innovation, manufacturing, sales and distribution with complementary capabilities in regulatory understanding, clinical marketing, marketshaping, global market access and the financial strength to expand into new markets.



CHALLENGES AND OPPORTUNITIES



C. Challenges and opportunities

Multiple companies from a cross-section of Indian MedTech were contacted to understand their challenges in developing the capabilities mentioned above. Decision-makers in procurement from several hospitals were also interviewed to understand their feedback on the products from Indian medical technology companies and areas where they could collaborate.

CHALLENGE: Unclear regulations and poorly regulated products

Indian medical technology companies feel that unclear regulation is the biggest impediment to their success in India and other markets. Only 37 categories of medical devices are regulated in India. For medical devices that are not regulated, the market is flooded with low-cost imports from China, Malaysia, Thailand, etc. These products, which are low in cost due to economies of scale in home countries, are then distributed in India with very high trading margins and long credit periods. This reduces the opportunities for Indian medical devices companies. Poorly regulated products are also largely seen in the product categories like medical consumables, diagnostic kits and non-capex equipment, where Indian companies are looking to make a mark.

Even in the case of regulated products, there is a scourge of fake certificates. Buyers of medical equipment (both public and private) do not have the mechanisms to identify such fake certificates.

The Government of India has amended domestic procurement regulations specifying that there will be no global tenders for procurements less than INR 200 crores. However, many state governments do not follow this regulation, exposing Indian medical technology companies to global competitors.

There is no appellate authority for public procurement in India. Indian devices companies find it difficult to highlight and effect changes in procurement rules, which limit access to opportunities.

CHALLENGE: High cost and demanding global standards

AiMED has developed standards for different categories of medical devices in collaboration with the Quality Council of India. These ICMED standards and associated ISO standards need to be popularized among Indian medical device companies to align the manufacturing processes to these standards.

For Indian medical devices companies looking to export products, meeting overseas standards like CE Marking, USFDA, etc. and retaining the certifications is a time-consuming and expensive proposition.

OPPORTUNITY SPOTLIGHT

Public procurement rules should require products to adhere to ICMED standards so that there is an incentive for Indian companies to adopt these standards. Over time, harmonizing ICMED standards with global standards like CE/US FDA can help Indian companies access global markets without difficulty. This will also help establish Indian products as conforming to global quality standards.

CHALLENGE: Delayed domestic market access and global competition

There is a clear difference in perception between the Indian medical device companies and hospitals on the purchase process and criteria being used for deciding on products for purchase. Hospitals state their procurement processes as a two-step process:

1. Recommendations from clinicians on the technical aspects of product
2. Negotiations with procurement on the commercial terms, including the price of products, warranty period, annual maintenance contract charges, payment terms, delivery period, etc.

Hospitals state that for products that are implanted in patients, and equipment used in critical areas like ICUs, operating theatres, diagnostic labs, etc, the reliability of the products is of paramount importance. Clinicians and procurement officials are risk-averse and would purchase products that are well-established in the market with a good track record of use globally and in India.

Unless Indian medical technology companies can generate enough clinical evidence about their products and publish them in peer-reviewed journals, hospitals are unlikely to procure the same for use in their facilities. Clinical evidence is often expensive to generate and may take several years to develop. In such cases, Indian companies find it challenging to access domestic markets. Besides, hospitals prefer trials done at global sites (and not done exclusively in India). This again increases the cost of the trials and delays market access to Indian companies.

In products like capital equipment, Indian companies can use product trials at reference sites as testimonials. Besides, companies can also offer to have demonstrations/two to three-month trials of the products to help establish the safety and reliability of the products.

Trials that compare Indian products with gold-standard products from MNCs can also demonstrate the equivalence in performance for Indian companies.

Hospitals also feel that Indian companies need to do a better job of minimizing the downtime of their products. While product complaints are attended to promptly, resolution usually takes time since the spares are not readily available.

Indian medical technology companies, however, feel that hospitals in India exclusively rely on the price for decision-making and do not consider other factors like the performance of the equipment.

Hospitals said that they are open to partnering with Indian medical devices companies for identifying the need for new equipment, brainstorming ideas for design, helping to estimate the demand for the products, commenting on the usability of the products and validating the performance of the product through trials. This could be the first step for Indian medical devices to collaborate with the hospitals and enhance their confidence in the products.

OPPORTUNITY SPOTLIGHT

There is a need for a common platform where hospitals and medical devices companies can discuss their challenges and arrive at a shared understanding of the actions Indian companies need to take to expand.

CHALLENGE: Inadequate ecosystem support for talent development

Both Multi-National Companies (MNCs) and Indian medical devices companies use Indian talent for their activities. Hence, the talent base does exist in India.

Indian companies need to invest more in the training of their employees – in sales, marketing, demonstrations, clinical support, hardware repairs, software troubleshooting, regulatory pathways, etc. Initiatives like the International Biomedical Skills Consortium help Indian companies enhance the skills of their employees. Government support through the Health Sector Skills Development Council can also help Indian companies enhance the skills of their employees.

OPPORTUNITY SPOTLIGHT

A platform for dialogue between entrepreneurs can also help address the shortage of a support ecosystem in India for innovation and talent development.

Labor market reforms can also help improve the availability and manpower costs for Indian medical devices companies while safeguarding the rights of workers.

WAY FORWARD

The growth of the medical devices industry can be facilitated by a set of coherent initiatives from different stakeholders, viz. central government, state government, hospitals, medical devices companies and investors.

Based on the opportunity and challenges, the steps which can be taken by each stakeholder are listed below:

Recommendations and Insights

A. Government of India



Provide regulatory and policy support

- Ensure that regulatory pathways for medical devices are clear and time-bound
- Regulate imports of pre-owned medical devices so that access to domestic markets for SMEs is enhanced
- Provide policy support and clarity for novel financial instruments such as returnable grants-in-aid from CSR, philanthropy, or development funds (like USAID) to support innovators
- Put in mechanisms for proper and thorough evaluation of the impact and plan to minimize the impact on the MedTech companies before any exports/imports ban



Support market access and scale-up

- Explore providing advance market commitments in the form of concessions/ preferential uptake for innovative products/solutions of Indian MedTech companies during procurement
- Facilitate scale-up of validated products to public sector hospitals, and other government networks such as PSU agencies, PMJAY hospital networks, etc., through the GEM mechanism
- Facilitate collection and publication of market data for medical devices in consultation with state government
- Expand access to funding for innovation in medical devices



Promote innovations and digital health

- Help set up a section on the GEM portal for innovative solutions around specific domains/ focus areas. Innovations at the market testing phase can also be included
- Develop an aggregator e-platform and outreach program to align hospital requirements with MedTech companies
- Promote/ mandate digitizing hospital infrastructure and systems so that data from public hospitals can be made available to stakeholders/ innovators



B. State Governments



Reform the procurement guidelines and criteria

- ⇒ Enable participation of Indian SMEs in public procurement for medical devices by including Indian standards for medical devices and removing requirements of global standards like US FDA
- ⇒ Create guidelines for public procurement to procurement done by State Government also so that Indian SMEs can benefit from access to public hospitals
- ⇒ Make policy-level changes to give priority to small businesses within public and private providers alike
- ⇒ Facilitate scale through effective procurement policies and payment systems and a roadmap for volumes with clarity on regulatory, price, and market access
- ⇒ Ensure timely release of payments to ensure that the SMEs have enough liquidity at all time



Promote innovations and offer testbeds

- ⇒ Identify focus areas for interest in public health so that innovative companies can develop solutions for the same
- ⇒ Provide facilities in public hospitals to serve as testbeds for clinical validation
- ⇒ Collaborate with private sectors and think tanks to incubate innovators
- ⇒ Provide a conducive environment to MedTech companies to innovate and scale-up through market access and support ecosystem initiatives working with on-ground problems
- ⇒ Give advanced market commitment to innovators so they can test and deploy their products/solutions
- ⇒ Assist MedTech companies and innovators by handholding and providing adequate infrastructure and space, clarity on local and international regulations (like FDA) and market insights on pricing, volume and quality



Extend market access, scale-up and infrastructure support

- ⇒ Develop a platform to give the MedTech companies facilities for required validation during the market testing phase
- ⇒ Support platforms bringing together diverse stakeholders to not only identify the problems but also carve out feasible solutions
- ⇒ Explore innovative funding models for late-stage MedTech innovations such as bank borrowings at attractive rates
- ⇒ Promote/ mandate digitizing hospital infrastructure and systems so that data from state hospitals can be made available to stakeholders/ innovators
- ⇒ Provide advance market commitment to the innovators who are working on solving real world problems



Stakeholders

A. Hospitals

Collaborate with innovators

- Actively work with medical devices innovators to provide inputs on user needs, evaluate solutions and provide user inputs on the designs
- Offer testbeds to validate innovator technologies in real-world settings to address pertinent patient issues and health service requirements

Reform the procurement guidelines and criteria

- Clarify the process by which medical devices will be procured for adoption in the facilities
- Ensure timely payment of invoices to medical devices companies and their distributors so that working capital needs can be optimized
- electronic data to validate their solutions

Focus on digitalization and automation

- Focus on digitization and automation so that innovators can use the structured and

B. Medical Devices Companies

Define clear growth strategy

- Have a clear growth strategy for the organization and the role that it will play in the healthcare ecosystem
- Involve end-user or target segment's inputs from the field to identify the real needs and gaps early on in the solution design phase
- Ensure that the innovation is driven by real-world problems and avoid developing solutions that then seek to find the right market
- Align with learnings from the evolution of the pharma industry to grow and scale-up

Create trust with customers

- Adopt manufacturing quality standards that are aligned with global practices
- Generate clinical evidence from the use of the products and publish it in peer-reviewed journals so that user adoption can be facilitated
- Work with and support clients who are early adopters not only with products but also with obsolescence management to maintain/update, or replace products
- Give preference to hospitals offering testbeds and advance market commitments by offering attractive rates on a long-term basis

Focus on core competencies and collaboration

- Stick to core competencies and take support for other requirements (e.g., commercialization)
- Invest in training and capacity building of employees so that they are equipped with marketrelevant skill sets
- Seek partnerships with organizations with complementary capabilities rather than wanting to own the entire value chain
- Build a mindset towards sizeable value creation and long-term gains

C. Investors

Develop long term investment mindset

- Have a long-term view of the investment opportunities in India considering the long cycle of business fruition
- Recognize and mobilize patient capital and longer-term mindsets (10-15 years) for return on MedTech

Introduce innovative funding models

- Offer a range of funding instruments for hospitals and medical device companies in India
- Offer innovative blended financing at early stages itself to help define and grow 'genuine' MedTech innovations

Promote accessibility, collaboration and peer learning

- Enhance access to global markets/opportunities for Indian companies
- Connect MedTech innovators to successful innovators for peer-peer learning
- Explore a commercial platform to showcase Indian innovations to global investors
- Leverage Indian family offices funding through a collaborative, ecosystem-based approach

The position paper has focused on healthcare SME sector and looked at specific and actionable recommendations for various stakeholders both at the policy and adoption level for the government and other key stakeholders. Some of the critical gaps as articulated by stakeholders were around regulation and standards, expanding scale, adoption of innovations and talent development. Policy transformations would go a long way to catalyze public and private sector's participation in healthcare. Also, there is a need for a common platform where hospitals and medical devices companies can arrive at a shared understanding of the actions Indian companies need to take to expand.

The recommendations and ideas mentioned in this white paper can help create a vibrant domestic medical devices industry. The need of the hour is to bring together important stakeholders across the board. We look forward to building know-hows for each recommendation with the state government teams and help India become truly atmanirbhar in the MedTech space.



CONTRIBUTORS

Insights from

1. Mr. Krishnakumar Sankaranarayanan, India Managing Director, Equalize Health
2. Mr. Ajit Rangnekar, Director General at Research and Innovation Circle of Hyderabad Partner, SVP India
3. Mr. Gautam Chakraborty, Health Finance Lead, USAID India
4. Mr. Mayur Sirdesai, Partner & Founder, Somerset Indus Capital Partners
5. Ms. Paridhi Gupta, Head, Lifesciences, Research and Innovation Circle of Hyderabad
6. Mr. Priyadeep Sinha, Vice President, Global Alliance for Mass Entrepreneurship (GAME)
7. Ms. Rashmi Pimpale, Director, Strategy & Portfolio Development, Research and Innovation Circle of Hyderabad
8. Dr. Anil Bidri, Director, SeCure Hospital
9. Dr. Avinash Nanivadekar, Cluster COO, Diagnostics, KIMSHEALTH
10. Dr. Jammy Guru Rajesh, Director Research, SHARE (Society for Helath Allied Research & Education) INDIA
11. Mr. Jayavanth, Founder, Icaltech Innovations Pvt. Ltd.
12. Mr. Jose Paul Meleth, Director, Primus Gloves Pvt. Ltd.
13. Mr. Mohit Bhatia, Founder, Vkare Bio Sciences Pvt. Ltd.
14. Mr. Pradeep Narkhede, Director, Xcellance Medical Technologies Pvt. Ltd.
15. Mr. Vijay Narayan Singh, Business Head, Moksha Masks

Contributing Team

1. Dr. Ashwin Naik, Senior Advisor, Xynteo
2. Mr. Samir Sathe, India and Egypt Leader, Wadhwani Advantage
3. Mr. Pratyush Sharma, Healthcare Vertical Lead, Wadhwani Foundation
4. Mr. Sriram, Manager Insights, Xynteo
5. Dr. Vandana Sarda, Principal, Xynteo
6. Mr. Vivian Sharma, Senior Consultant, Wadhwani Foundation
7. Mr. Pavan Sannuti, GM - Corporate Strategy, Cyient

REFERENCES

1. <https://economictimes.indiatimes.com/news/economy/policy/govt-sticks-to-usd-5-trillion-economy-target-emphasis-on-infra-aimed-at-achieving-goal-dea-secretary/articleshow/80686511.cms?from=mdr>
2. <https://www.ibef.org/industry/medical-devices.aspx>
3. <https://www.outlookindia.com/website/story/opinion-why-the-indian-medical-deviceindustry-beckons-investors/390119>
4. <https://evoma.com/business-centre/sme-sector-in-india-statistics-trends-reports/#:~:text=Number%20of%20SMEs%20in%20India,only%20to%20the%20agricultural%20sector.>
5. <https://hcitexpert.com/list-of-digital-health-startups-and-companies-from-indiahealthcare-it-experts-blog/>
6. <https://economictimes.indiatimes.com/news/economy/indicators/indiias-aimof-being-a-5-trillion-economy-challenging-but-realisable-nirmala-sitharaman/articleshow/71621262.cms>
7. <https://www.investindia.gov.in/sector/medical-devices>
8. <https://www.managingip.com/article/b1s377gj6y9pzf/opportunities-and-challenges-forindias-medical-device-marke>



CONTACT US

Pavan Sannuti

Cyient, Plot No. 11 Software Units Layout, Madhapur, Hyderabad 500081

E-mail: pavan.sannuti@cyient.com

Vivian Sharma

Wadhwani Foundation, Tower No 3, 6th Floor, SJR I Park, EPIP Zone-1, Whitefield,
Bangalore - 560 066

E-mail: marketing@wfglobal.or

Sriram Varma

Xynteo, WeWork, C-20, G Block, Bandra Kurla Complex, Bandra East, Mumbai, 400051

E-mail: communications@xynteo.com