

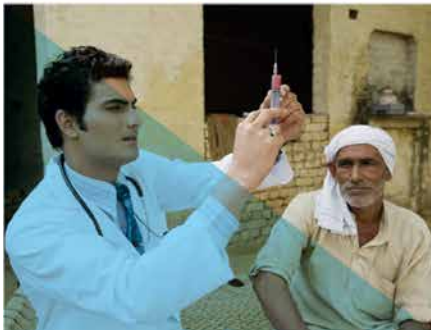


MedTekon 2018

**MedTech - Vitalizing
AYUSHMAN BHARAT**



20th September 2018 | New Delhi



CONFERENCE BROCHURE

#MedTekon2018



Thank You Partners

About MTal MedTekon 2018

Successful Universal Health Coverage (UHC) has so far eluded India, however, with the path-breaking arrival of the Ayushman Bharat Program, the country's healthcare landscape & ecosystem is about to undergo tremendous change.

Medical Technology Association of India (MTal) represents a wide spectrum of medical device companies in India, having a strong manufacturing, healthcare worker training footprint and stands for greater patient access and quality care. In the pursuit of its mission, MTal is organizing its Annual MedTech Conference, the MTal MedTekon 2018: 'MedTech – Vitalizing Ayushman Bharat'.

The healthcare sector drives on four wheels – the providers (hospitals), the pharmaceutical industry, the medical technology (MedTech) industry and the health insurance industry. Among these, the MedTech industry is the smallest, but in some ways the most vital wheel. Medical technology has undoubtedly had incredible impact on patients' lives and is vital to Ayushman Bharat's success.

MTal is, therefore, organizing the MTal MedTekon 2018: 'MedTech – Vitalizing Ayushman Bharat', which will bring patients, industry, doctors & policy makers together, all on the same platform. The theme of the Conference is 'Contribution of MedTech Industry in the successful implementation of Ayushman Bharat program'. The objective of the Summit is to carve out a roadmap, in consultation with the government and other stakeholders for the MedTech industry to contribute to the successful implementation of Ayushman Bharat Program.

MTal takes this opportunity to call upon all stakeholders to this unique platform to discuss and deliberate upon the opportunities and challenges in the implementation of Ayushman Bharat Program and how to support it to enable last mile coverage.

Speaker's Profile



Dr V K Paul

MD, PhD, FAMS, FNASc, FASc, FNA
Member, NITI Aayog
Government of India

Prof Vinod Paul, a pediatrician by training, has been on the faculty of the Department of Pediatrics, All India Institute of Medical Sciences, New Delhi, since 1985, and head of the department for nearly a decade.

Prof Paul has been closely associated with India's health policy and programs in various roles for over three decades. India's child and maternal health programs bear imprint of his research and expertise. As a globally recognized academic and public health exponent, Dr Paul chairs the Technical Advisory Group on Women's and Children's Health for WHO South East Asia Region. He has been a co-chair of the board of the Partnership for Maternal, Newborn and Child Health (PMNCH), and a member of the United Nations Millennium Project Task Force on Child Health and Maternal Health.

The Government of India appointed Dr Paul as a Member of the National Institution for Transforming India, the NITI Aayog, in August 2017 where he leads the Health and Nutrition verticals.

Prof Paul has played a pivotal role in formulating the POSHAN Abhiyaan and the Ayushman Bharat initiative.

Prof Paul is a fellow of all the three science academies of the country, and a recipient of the Dr B. R. Ambedkar Centenary Award for Excellence in Biomedical Research and the Public Health Champion award. He has been nominated by the World Health Organization for the prestigious Ihsan Dogramaci Family Health Foundation Prize for the year 2018.

Dr Teodoro J. Herbosa

Executive Vice President, University of Philippines;
Former Undersecretary, Department of Health, Philippines

Dr Teodoro "Ted" Herbosa was the Health Undersecretary of Philippines from 2010 to 2015. One of his important accomplishments during his term was helping achieve Universal Health Coverage. He also led the modernization of public hospitals through Health Facilities Enhancement Funds and the Public-Private Partnerships (PPP). As CIO, he achieved COBIT 5 Certification, and developed and implemented the National eHealth Strategic Framework Plan. He also served as the Coordinator of Foreign Medical Teams that responded after Typhoon Haiyan struck in 2013.

Dr Herbosa has extensive experience in Trauma Surgery and Disaster and Emergency Medicine. In the University of the Philippines, he started the Fellowship Program for Trauma Surgery and the Residency Program in Emergency Medicine.

He has also held several international posts. He was a Professor of Emergency Medicine at Universiti Kebangsaan Malaysia from 2007 to 2010. He created the Center for Research in Emergency Medicine (CREM), and produced the first batch of Masters graduates in Emergency Medicine. He also was an International Associate for John Hopkins University, implementing the Hospital Preparedness for Emergencies (HOPE) course and the PEER Program which was funded by USAID.

He is a former Board member of the World Association for Disaster and Emergency Medicine (WADDEM). He also participated in the World Health Organization's Safe Surgery Saves Lives Task force that developed the WHO safe surgery checklist.

Dr Herbosa has also distinguished himself as a dedicated community servant. He is currently Chairman of the Physicians for Peace, Philippines. He is also the vice President of the UP Alumni Association. His many awards include the 2011 UPAA Distinguished Award Public Service, the 2013 UPAA Distinguished Service Award, and the 2012 Rotary International D3780 Rotary Golden Wheel Award.

He is currently a professor of Emergency Medicine and Trauma Surgery at the UP-PGH, and adjunct faculty at the National Telehealth Center at UP Manila. Concurrent with this professional engagement is his latest appointment as the Executive Vice President of the University of the Philippines System.





Mr Alok Kumar

**Advisor
NITI Aayog**

Mr Alok Kumar is an IAS Officer of 1993 batch borne on the Uttar Pradesh Cadre. He has a Masters degree in Public Policy from Princeton University in addition to a BTech from IIT Delhi. Presently he is on deputation to Union Government and is posted in the NITI Aayog as Adviser (Social Sector) looking after various portfolios, such as Health, Nutrition, Women & Child and Education. Prior to this posting, he has worked in the Governments of Uttar Pradesh and Uttarakhand. Among his major assignments, he has held the post of Secretary to the Chief Minister UP, Managing Director of the State Industrial Development Corporation, besides the usual field level positions. He also has been on the faculty of Lal Bahadur Shastri National Academy of Administration- the apex training institution for senior civil servants. Thus he has a unique combination of experiences – policy making, execution and implementation as well as academic.

Dr S.B. Sinha

**Advisor
NHSRC**



Dr S.B.Sinha is a qualified Biomedical Engineer and have more than 30 years of experience in managing healthcare technologies and presently working as Advisor Healthcare Technology in National Health Systems Resource Centre.

He holds his PhD in Healthcare Technology, B.E in Electronics Engineering, Masters in Finance & Control and PG Diploma in Healthcare Administration.

He is a life member of Institution of Electronics and Telecommunications Engineers and Biomedical Engineering Society of India. He is also empanelled with UNDP as Technical Expert in healthcare technology.

He has been trained abroad in Healthcare Technology Management in more than 10 countries . He has ten publications on Healthcare Technology management. He has authored two books "Get Skilled Get Employed" and "Repair and Maintenance of Domestic Appliance."

He has been associated with Ministry of Health Govt. of Seychelles, Ministry of Health Govt of Nepal, Ministry of Health and Family Welfare Govt. of India, Ministry of Health Govt. of Odisha and Ministry of Health Govt. of Uttar Pradesh and Batra Hospital and Medical Research Center as Biomedical Engineer and Procurement Expert.

He has been instrumental in promoting Generic Specification of Medical Equipment and compiled "Compendium of Generic Specification of Medical Equipment" for Ministry of Health and Family Welfare. He has contributed actively to the implementation of upgradation of Medical Colleges and establishment of six AIIMS like institutions. He has also been instrumental in Standardising Bidding Documents for procurement of Medical Devices, Equipment and Services.

Speaker's Profile



Mr Mohammad Ameer Senior Consultant NHSRC

Mr Mohammad Ameer is currently working as a Senior Consultant, Healthcare Technologies (Medical devices) at National Health Systems Resource Centre a WHO collaborating center for priority medical devices & health technology policy. He spearheads the work of establishing technical specifications of medical devices for procurement under the National Health Mission (NHM). He also leads the work of identification and uptake of innovations that are of value in public health programs. He was recently invited by Harvard University under Harvard Project for Asian and International relations (HPAIR) to talk on uptake of health technology innovations under public health programs. The division of Healthcare technology also leads the work on Biomedical Equipment Maintenance Program, National Free Diagnostics Program (which includes free pathology service and radiology services), National Dialysis Program and other technology intensive healthcare Programs under National Health Mission (NHM). He has developed expertise of both product and service procurement through Public Private Partnerships (PPP) under Ministry of Health & Family Welfare.

He earlier served as the Head, Biomedical Engineer at Era's Lucknow Medical College & Hospital while also consulting other hospitals around the region on engineering services especially for NABH. He is a technical columnist for various National Magazines on the topics of medical devices & Healthcare Technologies.

As a fellow of India's first international fellowship on Health Technology Assessment (HTA) he has authored several health technology assessment reports including the one presented at Global Medical Device forum at WHO Headquarters, Geneva. He also got the privilege to represent India in the 3rd WHO Global Forum on Medical Device, Geneva and proposed the next forum in India in December 2018. He was recently conferred with prestigious award '100 most impactful healthcare leaders' (Global listing, 2018). He was also recognized for his outstanding contribution to Medical Devices & Healthcare Technology field at the 8th MT India Healthcare Awards, 2018. He got the opportunity to accompany the hon'ble President of India on business delegation to Prague, Czech Republic in September 2018

Dr Girdhar Gyani Director General AHPI



Dr Girdhar J. Gyani is the Director General, Association of Healthcare Providers (India). The Association is registered as 'not for profit' NGO, under society registration ACT-1860. AHPI represents vast majority of healthcare providers in India, through network of state level chapters. It works closely with the key stakeholders i.e. the Government, Member Hospitals and the Community at large to realise the Universal Health Coverage. Mission of AHPI is to build capacity in Indian health system with focus on patient safety and affordability.

Prior to this Dr Gyani was Secretary General, Quality Council of India (2003-2012), an apex national body responsible for establishing and operating national accreditation structure and promoting quality in all walks of life. SME World Magazine in its cover story of June 2012 issue, described Dr Gyani as 'Quality Man of India'.

Dr Gyani has been instrumental in establishing of National Accreditation structure for Hospitals (NABH), bringing patient safety & healthcare quality in the forefront for operating of hospitals in India. NABH has emerged as key criteria for evaluation of hospitals for variety of government and private paying schemes. Healthcare Executive magazine in its January 2015 issue complimented Dr Gyani as 'CHANAKYA of Quality'.

Speaker's Profile

Dr Sanjiv Kumar Director IIHMR



Dr Sanjiv Kumar did his MBBS and MD from AIIMS, New Delhi, DNB in MCH and MBA in Strategic Management. He has 42 years of experience in public health across 29 countries. He worked for UNICEF for 22 years across many countries. As Executive Director at National Health Systems Resource Centre, he led a team of 120 staff to provide technical support to Ministry of Health and Family Welfare and 36 state and UTs governments in India. Dr Sanjiv Kumar has published more than 100 papers and chapters in books. He has received eight international and national awards and fellowship in recognition of his contribution to public health. He is currently Director, International Institute of Health Management and Research in New Delhi.

Dr Ratna Devi CEO & Founder DakshamA and Indian Alliance of Patients Group (IAPG)



A medical doctor, public health and management professional, Dr Ratna Devi brings more than 25 years of experience working to improve health outcomes in India. She spent her initial 10 years in the government and for the past 17 years, she has worked with national and international NGOs for public health initiatives. Dr Ratna has demonstrated experience managing large-scale programs for success and scaling-up innovative pilot programs across India, at national and state levels. A versatile leader, she combines clinical qualifications to support high-quality service delivery and management experience.

Dr Ratna Devi is the CEO and Co-founder of DakshamA Health and Education, an organisation that is dedicated to working for access to health, patient education and advocacy. DakshamA aims to create a network of caregivers and patient groups, and work with them on knowledge sharing as well as providing essential feedback for managing long term and chronic diseases. She leads a cross disease Patient Alliance in India called Indian Alliance of Patient Groups (IAPG) and is a Board member of IAPO (International Alliance of Patient Organisations, HIA (Healthy India Alliance – the National NCD Alliance in India) and I – ORD (Indian Organisation for Rare Diseases). Dr Ratna is a member of the WHO's Global Coordinating Mechanism on the Steering group for "Meaningful involvement of people living with NCDs". She holds an MBBS degree from Sambalpur University and a dual MBA from SYMBIOSIS and Manipal Institute of Distance Education. Dr Devi also holds advisory positions at several NGOs and has contributed to research as well as publications.

Mr Pavan Choudary Managing Director Vygon India Pvt. Ltd Chairman & Director General, MTai



Mr Pavan Choudary is the Managing Director of Vygon, a leading French Multinational in the field of healthcare. He is the bestselling author of Healthcare and Management books like The Rx factor and How a Good Person Can Really Win. He also has as his co-author leaders like Dr Kiran Bedi, the Lieutenant Governor of Pondicherry and Mr Anil Shastri, Ex Union Finance Minister. He has done columns with the Times of India and The Financial Chronicle and currently writes mainly for Firstpost. He is also the TV Host of "Hum Aisey Kyun Hain", a nation building TV programme, where he also takes up several healthcare issues with leading doctors and policy makers of the country. Two areas in medicine are especially close to his heart Patient Safety and Quality in Healthcare and Safe Neonatal Vascular Access. He is the main person behind the Neonatal PICC movement in India.

He is the recipient of several awards like the Intellectual Icon of the year award, Business Excellence Award, Eric Hoffer Award, etc. He sits on some prestigious advisory boards/boards of India in the economic and socio-political space. For details visit www.pavanchoudary.in

Speaker's Profile



Mr Badhri Iyengar

Managing Director, Smith & Nephew, South Asia
Chairman (Medical Devices & Equipment Committee), FICCI
Chairman, MTal MedTekon 2018

Badhri Iyengar is the Managing Director for Smith & Nephew, South Asia and a board member of Sushrut Adler, local manufacturing company, acquired by Smith & Nephew global.

Prior to this Badhri has worked as Regional Director, Boston Scientific - Middle East, Africa & Turkey. He is a veteran in medical devices and diagnostics with over 23+ years of solid experience across Sales, Marketing, Business Development, Change Management, L&A, and Strategy. Mr Badhri has worked across business life cycles managing organisations through their start up, growth, maturity and even turning around declining businesses around in diverse environments and cultures spanning South Asia and MEA regions.

Mr Badhri is a thought leader and has represented the medical device industry in several forums with various stakeholders like the ministries of health and large provider groups in South Asia and GCC to help shape the healthcare industry and ecosystem.

Mr Badhri was also an Executive Board Member of Mecomed – the medical device association for MENA. He is currently Chairman - FICCI MDF, board member in MTal and on the Governing Council of Nathealth.

Mr Badhri is a Postgraduate Biomedical engineer and an MBA from the University of Bombay, with keen interests in leadership, people development, and strategy.

Mr Diwaker Rana

Managing Director
KARL STORZ Endoscopy India Pvt. Ltd
Co-Chairman, MTal MedTekon 2018



Mr Diwaker Rana is Managing Director of KARL STORZ Endoscopy India Pvt. Ltd. With almost 20 years of experience in Medical Device Industry across Sales, Marketing, Business Development, Strategy, Regulatory Affairs, Project Management and Change Management.

Mr Diwaker has worked with Johnson & Johnson, Stryker, Boston Scientific and Terumo Corporation in his earlier assignments, managing businesses through startup, growth and maturity phases. Diwaker has managed diverse product lines and businesses spanning across Medical Consumables, Implants and Capital Equipment, in diverse environments and cultures across India, Sri Lanka, Nepal and Bangladesh.

Mr Diwaker has done his B.Com (Hons) from Delhi University, P.G.D.B.M from Amity Business School & P.G.D.I.M from Delhi School of Economics. He has a keen interest in people development, leadership and strategy.

Speaker's Profile



Mr Probir Das

**Regional Representative, India & Asia Pacific
Chairman, Terumo Asia**

Mr Probir Das has medical technology industry experience of nearly 3 decades and leads Terumo's businesses in Asia Pacific Region and India.

Mr Probir started with Terumo in mid-2012, and was instrumental in setting up its Indian subsidiary organization from the scratch to positioning it as one of Terumo's select global focus markets. Given his interest in policy shaping, he actively engages in advocacy efforts as the Senior Vice President of Healthcare Federation of India's (NATHEALTH), Director on Board for Medical Technology Association of India (MTal), and India Executive Committee Member of AdvaMed. In his expanded role of Chairman of Terumo Asia Pacific, effective beginning fiscal 2018, Probir is tasked with strengthening the Company's regional organisation and drive its next generation strategy.

Mr Probir also has a decade's teaching experience, specifically around strategy, leadership development, coaching and performance management.

Presently, he is based in Gurgaon, India.

Mr Madan Krishnan

**Vice President, Indian Sub-Continent, Medtronic
Chairman, AdvaMed
Director, MTal**



Mr Madan joined Medtronic in 2011 and was named to the current role in 2016. Prior to the current role, he led the finance function and the integration activities for the Medtronic-Covidien integration in Asia Pacific. Madan was the International Controller at Medtronic, leading controllership activities for all regions outside the United States. Before joining Medtronic, he was employed for 12 years in AstraZeneca where he held the CFO role in Turkey, CFO and President roles in South Korea and was also the CFO for South East Asia and India, based in Singapore.

Mr Madan has keen interest and expertise in emerging markets, M&A, corporate finance, sales and marketing effectiveness. He earned a bachelor's degree in commerce from the University of Calicut, India and is a member of the Institute of Chartered Accountants of India. Madan also earned an M.B.A from the Sloan School of Management as a Sloan Fellow and was an elected member of MIT Sloan Senate.



Mr Prabal Chakraborty

**Co-Chairman (MedTech Division), CII
Vice President & Managing Director, Boston Scientific India Pvt Ltd
Director, MTal**

Mr Prabal Chakraborty is the Vice President and Managing Director, for Boston Scientific India and based in Gurgaon. He comes with a rich experience of over 20 years having held important leadership positions. His forte lies in providing direction to large teams, setting up and growing new businesses in a complex and fragmented market and developing People Capabilities. He has led BSCI towards setting the vision, strategy and launch of the Powered To Win Strategy. Provided leadership guidance in transition to the current Business model.

His previous assignment has been as Vice President and Member of the Indian Management Board, Johnson & Johnson Medical Devices & Diagnostics, India. He grew the Cordis division and expanded the footprint in some key Asian markets. As part of the global marketing team he developed global launch plans for the Cypher stent. In 2002, he moved to Singapore and oversaw J&J's Cordis Asia Pacific (including Japan) franchise Prabal holds a Bachelor of Electrical Engineering from Jadavpur University, Kolkata, India and an MBA from the Indian Institute of Management (IIM), Lucknow, India.

Speaker's Profile

Mr Pavan Mocherla Managing Director Becton Dickinson India



Mr Pavan Mocherla is the Managing Director of BD where he is closely involved in giving a strategic direction to the organisation's India and South Asia operations. With more than 25 years of experience across various industries, he has led several successful projects in both emerging and developed markets. Prior to BD, he was associated with eminent organisations like Whirlpool, Onida and NIIT Ltd.

Having been associated with BD for 15 years, Pavan has played an instrumental role in furthering the company's aim of advancing the world of health. In his current capacity as the Managing Director, he is leading and overseeing patient safety initiatives like Antimicrobial Resistance (AMR), Healthcare associated infections (HAI) reduction etc. and is spearheading projects to improve access to technology in the global health space (HIV, TB etc.) by working closely with stakeholders such as central government and multilateral agencies. During one of his previous roles in the organisation, Pavan effectively set up an Innovation System for Greater Asia to accelerate growth opportunities for the markets of China and South East Asia.

Being passionate about improving healthcare practices across the continuum of delivery, Pavan strongly believes that innovation can improve quality of healthcare in the country. He holds the view that it is the only way which can improve outcomes for patients and efficiency of healthcare services besides furthering healthcare worker safety. He has, thus, been at the forefront of advancing medical sector through fostering an environment which promotes innovation.

With a distinctive ability to handle both big and small teams, Pavan brings people management skills, strategic thinking, analytical ability, learning agility and action orientation to the teams and assignments he manages. Some of his most satisfying successes have been leading teams on accelerated growth trajectories.

Pavan earned his BSc degree at Osmania University and MBA at the Central University, Puducherry.

Mr Sunil Vasanth General Manager India and South East Asia Alcon



Sunil Vasanth is General Manager ISEA - India and South East Asia Cluster for Alcon and is a member of the Alcon Asia Leadership Team. Sunil has responsibility for Alcon in India, Singapore, Malaysia, Thailand and the Philippines.

Sunil has been with Alcon for past 2 ½ years and has been instrumental in executing the turnaround of the Alcon India business and putting the business on a sustainable and compliant growth path.

Sunil worked for 20 years with Johnson & Johnson across India, Asia and the United States. Most recently he was Global head of Strategic Marketing for Johnson & Johnson's Neuro surgery and Neurovascular business in Boston. He has held leadership roles across Johnson & Johnson's medical device business in India and in the US.

Sunil is an Electrical engineer and an MBA from the University of Mumbai.

Mr Ninad Gadgil

**Country Business Leader, Health Care Business
3M India**



Mr Ninad Gadgil is Country Business Leader for the 3M Health Care Business in India and Sri Lanka with products being sold in the Hospital, Dental, Medical device, Food Safety and Drug Delivery markets. He is also a member of the Management Committee of 3M India.

Ninad Gadgil has 23 years of industry experience and has been working with 3M India for over 20 years. Apart from various positions in Healthcare, he has also been responsible for Marketing Excellence, Sales Excellence, Six Sigma, General Management, New Business Model Creation, Business development and Strategic Planning for the company.

Prior to joining 3M India, he has worked with the packaging industry in operational management and business leadership functions.

3M Healthcare in India has many innovative product offerings. The company has many firsts to its credit in the Health Care space, including wound management and infection prevention. The efforts undertaken by 3M in training the healthcare providers has considerably raised the standards of care in wound management and infection prevention and has been recognized in the industry in various forums. The company has R&D and manufacturing setup in India for increasing localization and customization of products.

Ninad Gadgil is an Electronics Engineer and MBA from the University of Mumbai.



Mr Vijayan Govindaraman

**General Manager
Cook India Medical Devices Pvt. Ltd.**

Mr Vijayan Govindaraman has 20 years experience in medical device industry. During this tenure he has held various positions in different organizations ranging from consumables to equipments. Currently, Vijayan is working as a General Manager for Cook India Medical Devices Pvt. Ltd. Vijayan has attended various national and international medical conferences, ethics and compliance meetings. He has also represented India in many strategic groups.

Dr Sammita Jagdish Jadhav

**MBBS, MD, PGDHHM, PGDMLS, CCCR,
D Director, Symbiosis Institute of Health Sciences (SIHS)**



With a vast experience of more than two decades in the Medical Technology industry after graduating from the prestigious B.J. Medical College, Pune; Dr Jadhav has contributed her expertise and added value to various Healthcare organizations, medical and paramedical training institutes to name a few the state of the art and landmark Quaternary care Healthcare facility in Pune - The Noble Hospital, Poona Hospital & Research Centre, Bharati Vidyapeeth Medical College, Microvision Diagnostic Centre and many others. She has been appointed as a resource person on the National task force of the National Initiative of Allied Health Services (NIAHS), Ministry of Health and Family welfare, Govt. of India. Following her successful stint in the industry, she heads the Medical Technology department at Symbiosis excelling in academic administration; she is presently the D Director of SIHS and serves on the elite Board of Studies and the Academic Council at Symbiosis International University (SIU), contributing to the development of niche, innovative and socially relevant academic programs in healthcare management, allied healthcare, biomedical, paramedical and nursing disciplines.

Her thrust on research has resulted in a number of research publications and her work on 'Clinico - pathological Co-relation in Dengue Fever: A case study of 200 adult patients', has won her the best paper award at the Mapcon Conference of the Indian Association of Pathologists and Microbiologists (I.A.P.M.).

Speaker's Profile

Mr Shravan Subramanyam Managing Director Roche



Dr Shravan Subramanyam, Managing Director for Roche Diagnostics (India & Neighboring Markets), is a proficient leader with a diverse and extensive knowledge of the healthcare industry. Since joining Roche Diagnostics in 2016, he has led Indian business of the Swiss company through many growth milestones.

Over the years, Shravan has built up considerable experience in leadership roles in global pharma and diagnostics organisations, including Novartis (USA, Hong Kong) and Siemens Healthcare Diagnostics (USA, India).

A physician, with a passion for diagnostics, he believes in promoting 'personalised healthcare' and the use of technology in medicine.

Shravan has received his MBBS from Madras Medical College and obtained his Masters' degree in Health Administration at Cornell University, where he also served on the alumni board. He is an active voice at several industry associations and trade bodies such as FICCI, CII and NATHEALTH. Recently, Shravan took over as the president of the Swiss Indo Chamber of Commerce (India).

Mr Gautam Gode Co-founder and Managing Director of Samara Capital



Mr Gautam is the co-founder of Samara Capital and leads the healthcare vertical. Samara has invested in all the sub-sectors of healthcare with companies such as Thyrocare Technologies, Asian Institute of Gastroenterology, Sahajanand Medical Technologies, Lotus Surgicals and Oaknet Pharma.

Mr Gautam graduated with honors from Princeton University, and followed it with an MBA from IIM Ahmedabad. Prior to co-founding Samara, he worked with Citigroup's Corporate & Investment Banking business in senior leadership roles. He's a native of Delhi and is an amateur middle distance runner



Dr Vidur Mahajan MBBS, MBA Associate Director and Head of R&D Mahajan Imaging

Dr Vidur Mahajan runs Mahajan Imaging, a chain of high-end medical imaging centres in North India. Apart from managing operations and growth at Mahajan Imaging, he runs CARING – the Centre for Advanced Research on Imaging, Neuroscience and Genomics – which aims at bringing cutting-edge products in the artificial intelligence space into clinical practice. He has done an MBA with dual majors in finance and healthcare management from the Wharton School of Business and did MBBS from Lokmanya Tilak Municipal Medical College, Mumbai.

Sponsors' Profile



Alcon is the global leader in eye care. As a division of Novartis, we offer a broad portfolio of products to enhance sight and improve people's lives. Our products touch the lives of more than 260 million people each year living with conditions like cataracts, glaucoma, retinal diseases and refractive errors, and there are millions more who are waiting for solutions to meet their eye care needs. Our purpose is reimagining eye care, and we do this through innovative products, partnerships with eye care professionals and programs that enhance access to quality eye care.

Our Purpose is Reimagining Eye Care.

Our Vision is to be the trusted leader in eye care.

Our Mission is to discover new ways to enhance sight and improve people's lives.

Fast Facts of Alcon India:

- 70 years of commitment to Patients and Customers
- Established in India in 1989
- Spread across 29 locations in India
- 500+ employees dedicated to meet the unmet needs of our patients and customers
- 5000+ happy customers
- Unmatched after sales support
- Touching more than 1.5 million lives year on year



Bausch + Lomb trace its roots to 1853, when John Jacob Bausch, a German immigrant, set up a tiny optical goods shop in Rochester, New York. When he needed more money to keep the business going, Bausch borrowed \$60 from his good friend, Henry Lomb, eventually leading to a partnership and formation of the company we know today as Bausch + Lomb. In their early years, Bausch + Lomb manufactured revolutionary rubber eyeglass frames as well as a variety of optical products that required a high degree of manufacturing precision. Throughout the 1900's, Bausch + Lomb continued to demonstrate its place at the forefront of technological innovation for optical products and went on to introduce the first soft contact lenses in 1971.

Today, Bausch + Lomb, a division of Bausch Health Companies Inc. (NYSE: BHC), is a multinational specialty pharmaceutical company that develops and markets prescription and non-prescription pharmaceutical products that make a meaningful difference in patient's lives.

Bausch & Lomb, India is solely dedicated to protecting and enhancing the gift of sight for millions of people – from the moment of birth through every phase of life. The company is one of the best-known and most respected healthcare brands in the world, offering the widest and finest range of Eye Health and Aesthetic products including Contact Lenses and Lens Care products; Cataract & Refractive Equipment and Intraocular lenses; Aesthetics Equipment and Cosmeceutical products.

Our highest priority is the well-being of the people we serve. By listening to our customers and patients, by constantly honing our innovation edge, by executing with integrity and excellence, we strive to earn the trust of our partners and stakeholders with a Vision to become the most admired and valuable health & wellness Company transforming lives positively. Although products and times have changed, Bausch + Lomb still adhere to the legacy of dedication to innovation, quality, and craftsmanship established by John Jacob Bausch and Henry Lomb.

Sponsors' Profile



B. Braun's operations in India started as a subsidiary in the year 1984. Since inception the company has made rapid strides in the Indian healthcare market.

B. Braun India has three manufacturing facilities in India at Chengalpet, Bhiwadi and Hyderabad and sales operation spread across the country with direct representation in more than 2000 hospitals. Through its expert sales force, B. Braun engages with more than 10,000 medical professionals in large corporate hospitals and many teaching colleges. B. Braun's nationwide presence with over 500 channel partners spread across the country, helps to service customers faster and in an efficient manner.

The company operates through four business divisions:

Hospital Care - Products include disposable syringes, needles, venous catheters, regional anesthesia, infusion pumps and parenteral nutrition.

Aesculap - General, orthopaedic, spinal & neuro surgery, equipment's for minimally invasive surgeries, a full range of surgical sutures, coronary balloons & stents incorporating latest technologies.

Out-Patient Market - Products include incontinence care, diabetic care, disinfection and hygiene.

Avitum - Provides products and medical services for extracorporeal blood treatment. It offers systems, dialysis machines and other consumables used in haemodialysis, manages dialysis centres and is engaged in a public private partnership (PPP) with the State of Andhra Pradesh and Bihar aimed to save thousands of lives every year.



BD is one of the largest global medical technology companies in the world and is advancing the world of health by improving medical discovery, diagnostics and the delivery of care. The company supports the heroes on the frontlines of health care by developing innovative technology, services and solutions that help advance both clinical therapy for patients and clinical process for health care providers. BD and its 65,000 employees have a passion and commitment to help improve patient outcomes, improve the safety and efficiency of clinicians' care delivery process, enable laboratory scientists to better diagnose disease and advance researchers' capabilities to develop the next generation of diagnostics and therapeutics.

BD has a presence in virtually every country and partners with organizations around the world to address some of the most challenging global health issues. By working in close collaboration with customers, BD can help enhance outcomes, lower costs, increase efficiencies, improve safety and expand access to health care. In 2017, BD welcomed C. R. Bard and its products into the BD family. For more information on BD, please visit bd.com



Boston Scientific transforms lives through innovative medical solutions that improve the health of patients around the world. As a global medical technology leader for more than 35 years, we advance science for life by providing a broad range of high performance solutions that address unmet patient needs and reduce the cost of healthcare.

Boston Scientific is a leading innovator of medical solutions that improve the health of patients around the world. Our products and technologies are used to diagnose or treat a wide range of medical conditions, including heart, digestive, pulmonary, vascular, urological, women's health, and chronic pain conditions.

We continue to innovate in these areas and are extending our innovations into new geographies and high-growth adjacency markets.

Sponsors' Profile



Founded in 1963, Cook Group Incorporated having headquarters in Bloomington, Indiana is one of the world's leading edge medical device providers to the global healthcare community. Cook Medical manufactures and distributes medical products to over 130 countries each year. Cook Medical is dedicated to improving people's lives around the world that see disease as its only competitor, hospitals and doctors as its partners and patients as the people who matter the most.

Today, the company integrates medical devices, drugs and biological grafts to enhance patient safety and improve clinical outcomes through our 10 Strategic Business Units – Aortic Intervention, Critical Care, Endoscopy, Interventional Radiology, Lead Management, Otolaryngology, Head and Neck Surgery, Peripheral Intervention, Surgery, Urology and Women's Health.



Edwards Lifesciences is the global leader in patient-focused medical innovations for structural heart disease, as well as critical care and surgical monitoring. Driven by a passion to help patients, the company collaborates with the world's leading clinicians and researchers to address unmet healthcare needs, working to improve patient outcomes and enhance lives.

We partner with physicians to innovate products designed to help patients live longer, healthier and more productive lives. We focus on medical technologies that address large and growing patient populations in which there are significant unmet clinical needs.



Johnson & Johnson spread its root into India 70 years ago. Over the past seven decades, J&J has improved patient care and quality of life for millions of people across the country by delivering surgical innovations, breakthroughs in medicine and iconic consumer products that have stood the test of time.

The Medical Devices business segment produces a broad range of innovative products and solutions, in the fields of Orthopaedics, Cardiovascular Disease, Coronary Artery Disease, Peripheral Vascular and Obstructive Disease, Neurovascular Disease, Arrhythmias, Diabetes Care, Bariatric and Metabolic Surgery, Cancer Surgery, Vision Care, General Surgery, Urologic Surgery, Hernia Surgery and Infection Prevention; and touches the lives of around 40 million patients every year. As the #1 medical device company in India, Johnson & Johnson Medical India is committed to work towards reaching our goal of providing accessible and affordable healthcare for one person at a time.

Sponsors' Profile



KARL STORZ Endoskope (A family owned company) is one of the world's leading suppliers of endoscopes and endoscopic equipment for all fields of application. In its 71 years of resounding market presence, the company with its headquarters in Tuttlingen (Germany) has evolved into a manufacturer known and appreciated worldwide for its quality and product innovations. A total of 8,000 employees in 52 subsidiaries worldwide cooperate with leading surgeons, university hospitals and research institutes to fulfill the vast needs of medical practice.

KARL STORZ India, is a wholly owned subsidiary of KARL STORZ SE & Co.KG, Tuttlingen, Germany. It was established in February 1998 and headquartered at New Delhi. KARL STORZ India works closely with the healthcare fraternity with its core guiding philosophy of "The future has tradition – and tradition has a future". The company today, boasts of a strong team of 200 employees and 50 channel partners across India & neighboring countries (Bangladesh, Sri Lanka, Nepal & Bhutan) that provide sales, marketing and service support to clinicians & surgeons across the healthcare value chain. The company's infrastructure also comprises of a World Class Service Centre with warehousing facility based out of Naraina (Delhi). The facility is equipped with modern technology, trained workforce, standby equipments and spare parts. The Service Centre meets all the specifications and quality standards as specified by the parent company in Germany. To enhance the skills & knowledge of the healthcare community, KARL STORZ has established a state-of-the-art Skill lab & hands-on Training Centre "CEMAST", located in the heart of Mumbai. CEMAST is an autonomous, not for profit body, run by surgeons for the surgeons. The facility runs in-house courses and specialized training programs with the help of renowned faculty and subject matter experts. In India, KARL STORZ offers quality endoscopy products for use across human medicine, veterinary medicine and industrial applications.



Medtronic began its operations in India in the year 1979. With over 1100 employees, India Medtronic Pvt. Ltd. is a wholly-owned subsidiary of Medtronic Plc. It is headquartered at Solitaire Corporate Park in Mumbai and has its offices at Ahmedabad, Bangalore, Chennai, Cochin, Dhaka, Gurgaon, Hyderabad, Kolkata, New Delhi, Pune and Vadodara and Colombo.

Our businesses primarily fall into four groups: the Cardiac and Vascular Group (CVG), the Restorative Therapies Group (RTG), the Diabetes Group and the Minimally Invasive Therapies Group (MITG). The Cardiac and Vascular Group encompasses Cardiac Rhythm and Heart Failure (CRHF), Coronary, Structural Heart and Arterial and Peripheral Vascular businesses; the Restorative Therapies Group includes Spine and Biologics, Surgical Technologies, Neuromodulation and Neurovascular businesses; the Diabetes Group offers Insulin Pump Therapy and Continuous Glucose Monitoring Systems (CGMS) and the Minimally Invasive Therapies group comprises of Early Technologies, Advanced Surgical Technologies and General Surgical Products, and Medical Supplies, Respiratory and Monitoring Solutions, and Venous Solutions.

India Medtronic has two Research and Development (R&D) centers, in Bangalore and Hyderabad respectively. The Medtronic India Development Centre (MIDC) – the R&D facility at Bangalore develops the key aspects of Medtronic's renal care solutions business and the Medtronic Engineering and Innovation Center (MEIC) at Hyderabad provides high quality, cost effective engineering services to Medtronic's Minimally Invasive Therapies Group (MITG) businesses' global and regional business units.

Sponsors' Profile



Mölnlycke is a world-leading medical products and solutions company that equips healthcare professionals to achieve the best patient, clinical and economic outcomes.

Mölnlycke designs and supplies medical solutions to enhance performance in healthcare – from the hospital to the home.

Mölnlycke has one purpose – to advance performance in healthcare across the world. So that healthcare professionals have what they need to achieve the best clinical, patient and financial outcomes.

Mölnlycke contributes to advancing performance in other ways too. By sharing knowledge about our specialist clinical area and by helping to shape healthcare policies and protocols to raise standards of care worldwide



Smith & Nephew is a 160-year-old organization, which supports healthcare professionals in more than 100 countries in their daily efforts to improve the lives of their patients. We participate in Orthopedics and Wound Management, with leading technology and products that delivery superior patient outcome. We believe in the importance of education in delivering superior surgical and patient outcomes. We do this by taking a pioneering approach to the design of our advanced medical products and services, by securing wider access to our diverse technologies for more customers globally, and by enabling better outcomes for patients and healthcare systems.

Smith & Nephew believe in the core values of PERFORMANCE, INNOVATION & TRUST

Our Portfolio of services includes:

- Orthopaedics Reconstruction - joint replacement systems for knees, hips and shoulders
- Advanced Wound Management - wound care treatment and prevention products used to treat hard-to-heal wounds
- Sports Medicine - minimally invasive surgery of the joint
- Trauma & Extremities - products that help repair broken bones

We have around 16,000 employees around the world. Annual sales in 2016 were more than \$4.6 billion. We are a constituent of the UK's FTSE100 and our shares are traded on the London Stock Exchange and through American Depository Receipts on the New York Stock Exchange (LSE: SN, NYSE: SNN)

Our values shape everything that we do as a business and form the basis of our relationships with all our stakeholders. Our values also underpin our approach to sustainable development where we continue to set challenging performance targets, particularly with regard to managing our environmental impact and increasingly in the area of social responsibility.

Smith & Nephew - India is led by Mr Badhri Iyengar, Managing Director



Smith's Medical is a leading player in the medical devices industry. Headquartered in the USA, the company decided to operate directly in the Indian market 5 years ago. Smith's Medical with a rich history of over 5 decades has been introducing products to global markets that have become synonymous with innovation and quality. Our brands are used in almost all corporate, private and public hospitals across India for critical and intensive care, surgery, post-operative care in recovery, as well as high-end home infusion therapies. Our mission is to partner with healthcare professionals to make interventions successful through the use of life-enhancing medical devices.

Sponsors' Profile



TERUMO, founded in 1921, with Corporate Headquarters in Tokyo, Japan, is a leading manufacturer of medical devices with over 20,000 Associates across the world (Website: www.terumo.com).

Terumo India Pvt. Ltd., was established in 2013 with headquarters based in Gurgaon, NCR Delhi. In India, Terumo has an expanding field force & distribution network including several acclaimed academic programmes.

'Contributing to Society through Healthcare' is both Terumo's starting point and unchanging corporate mission. To fulfil this mission, we strive to respond to India's health system skill requirements by working continuously in collaboration with our customers and our academic partners to contribute to skill enhancement.

Our global vision - 'Innovation at the speed of life' inspires us to relentlessly stay committed to our work - to bring new value to the ever-changing medical settings, and to patients who await vital care.

Terumo contributes to society through three business areas – Cardiac and Vascular products, Blood Management products, General hospital products.

Each of our Associates are charged with producing innovation not only in product development and production, but also in each of our work processes as well.

It is with this 'Associate Spirit' that we will continue our pursuit of new value to realize our vision. We are proud that we touch 10000 lives every day. (Website: www.terumaindia.com).



Vygon is a French Multinational dealing in Single Use Sterile Disposable Products. It was established in 1962. In its initial years it was only a European and American company. These were continents where many doctors from all over the world were coming to study. Many of them returned to their native countries and asked for Vygon products which they had used in the West. Vygon responded to their demands by expanding its geographical reach. As a consequence, today Vygon operates in 110 countries. In fact, in fifteen of these countries, Vygon chose to open full-fledged subsidiaries. Vygon India is fortunate to be one among them and is in fact Vygon's only subsidiary in Asia. Vygon markets 100 million products every year. In fact, a Vygon product is used somewhere in the world every three seconds. What are the reasons that what started as a small shop in 1962 has worldwide operations today:

1. Thoughtful designs.
2. A very wide range catering to almost every department in a hospital.
3. Uncompromising quality – Every company talks about quality. But there are only a few companies whose quality doctors vouch for. Vygon is fortunate to be one such company.
4. Vygon's belief in the credo – that the taste of success of success is sweet but the secret of success is sweat.
5. Vygon's strong code of corporate governance

These are the reasons why Vygon is trusted across the world and why even doctors often say that, "Vygon is Vygon". Though Vygon manufactures more than 11000 products, its core strengths lie in the following areas: Neonatology and Paediatrics, Intensive care, Anaesthesia (Neurostimulation), Management of postoperative pain, vascular access and Surgery. These are high-tech areas and Vygonians take pride in being able to offer many such products to the patients, which are critical to their recovery and lifesaving in nature.

About Medical Technology Association of India (MTal)

Medical Technology Association of India (MTal – pronounced as Em-tai) is a not-for-profit organisation duly registered under sub-section (2) of section 7 of the Companies Act, 2013 and Rule 8 of the Companies (Incorporation) Rules, 2014.

MTal is an association of research-based medical technology companies who have made remarkable investments by setting up a large number of R&D centres and manufacturing plants in India. MTal represents a wide spectrum of the medical device and equipment industry with global experience in innovation and manufacturing.

All the time stressing on the three hallmarks of healthcare – Quality, Consistency and Patient Safety, we want to be a responsible voice of the industry. We are committed to improving access to affordable and quality healthcare for patients.

MTal collaborates with the government, healthcare professionals and other stakeholders for creating innovative solutions provided by the medical technology industry. We are also committed to find a space for all the medical technology companies commensurate to their contribution to improving healthcare in India.

MTal looks to partner with the Government of India in setting a roadmap for growth of medical devices industry by bringing in even bigger investments, through technology upgradation and knowledge dissemination in the provider space, through members who can contribute towards furthering FDI and the government's 'Make In India' initiative.

MTal has been actively involved with all the key stakeholders such as Ministry of Health and Family Welfare, Department of Pharmaceuticals, Ministry of Commerce and Industry, Niti Aayog and even the Prime Minister's Office. In a short period of time of our presence, we have made some strategic and path-breaking efforts.

We believe that the medical technology sector can create new jobs, skill India's talent pool on new technologies and help expand affordable healthcare through innovative solutions.

Notes



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Medical Technology Association of India

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