Report

Consultative Meeting for Developing a Roadmap for Scaling-up of MedTech Innovations

Indian Council of Medical Research

BCIL

Biotech Consortium India Limited

सत्यमेव जयते

प्रोफेसर (डा.) बलराम भार्गव, पदम श्री
एमडी, डीएम, एफआरसीपी (जी.), एफआरसीपी (ई.), एफएसीसी,
एफएएचए, एफएएमएस, एफएनएएस, एफएएससी, एफ.एन.ए., डी.एस.सी.
सचिव, भारत सरकार
स्वास्थ्य अनुसंधान विभाग
स्वास्थ्य एवं परिवार कल्याण मंत्रालय एवं
महानिदेशक, आई सी एम आर

Prof. (Dr.) Balram Bhargava, Padma Shri
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Secretary to the Government of India
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Ministry of Health & Family Welfare &
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भारतीय आयुर्विज्ञान अनुसंधान परिषद
स्वास्थ्य अनुसंधान विभाग
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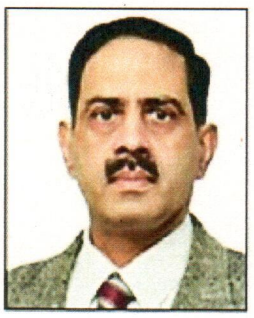
FOREWORD



I am delighted to write this foreword for the report on "Consultative Meeting for developing a Roadmap for Scaling-up of MedTech Innovations" organized by ICMR and BCIL in consultation with Niti Aayog. The Medical device sector under the "Make in India" initiative of the Government is often recognized as the "Sunrise sector" with immense growth potential.

The Start-up India initiative of the Government and holistic support provided by various programmes has catalyzed development of numerous frugal and innovative medical devices waiting to scale-up and penetrate the market for societal impact. However, there are challenges faced by Start-ups and innovators to leapfrog this canyon. ICMR as the apex medical research institution realized that there was need for a consultative meeting with all key stakeholders from Government, Industry, Academia, Start-ups & industry associations for deliberating on some of these challenges and suggest possible policy frameworks that could be carved and implemented for Scaling-up of MedTech innovations in the country for the societal impact and patient benefit.

This report is an attempt to provide key challenges and solutions to scale-up medtech innovations in the country through inter-ministerial intervention. Several experts have contributed immensely towards finalization of this report. The philosophy behind this activity is to develop *"More for less for more"* with a mandate to promote Global Affordable Need Driven Healthcare Innovation (GANDHI). Each expert deserves appreciation for their dedicated comments/ suggestions, revision and efforts towards successful completion of this report.

It is envisaged that this report will serve as a tool for promoting medtech innovations in the country on one hand and scaling-up of medtech innovations on the other. Not only this will it be a guide for policymakers in health and related fields, but will also be of interest to start-ups and entrepreneurs who require support in scaling-up their technology.

I wish the Indian Bioentrepreneurs in Medtech Sector a huge success!!

Balram Bhargava

(Balram Bhargava)

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Table of Contents

I. Background

The Medical Device sector in India is currently valued at $7-8 billion and is expected to grow to $20 billion by 2020 and $50 billion - by 2025 as per industry estimates. The sector is highly import dependent with about 75% of the requirements of the country being met through imports. Further, the imported medical devices are beyond the reach of about 80% of the Indian population who fall below poverty line. To bridge this gap and foster development of Make-in-India, frugal, world-class medical devices, Government of India through its various ministries and Departments has been providing support for infrastructure development, funding for technology development, fellowship programmes, fiscal policy initiatives etc. School of International Biodesign (SIB) is one of the flagship programmes of Department of Biotechnology (DBT) which has contributed significantly to the development of innovative medical devices as per the unmet needs of the country and has raised a number of start-ups for developing and commercialising these products. Although numerous medical device innovations have been developed with support from these government funding schemes, however, not many of these medtech companies have been successful in achieving scale-up and market access through Government channels for the societal impact and patient benefit.

ICMR recognized the need for deliberating on the challenges being faced by the innovative medical device developers specifically pertaining to Scale-up and market access to recommend possible solutions which could be taken-up by the Government for suitable policy interventions and called a consultative meeting with all key stakeholders from Government, Industry, Academia, Start-ups, industry associations for “Developing a Roadmap for Scaling-up of MedTech Innovations”.

This consultative meeting was held on July 26th2019 at ICMR Headquarters, New Delhi in collaboration with Biotech Consortium India Limited (BCIL), New Delhi. The meeting was specifically structured to hold discussions about the scale-up and market access related challenges being faced by the innovators for addressing the Valleys of Death in the Medical Devices sector.The details about the structure of the consultative meeting is placed at **Annexure-1.**

The consultative meeting was attended by senior representatives of the all key stakeholders including Niti Aayog, Ministry of Health, CDSCO, WHO, UNAIDS, DBT, BIRAC, DST, Start-ups, Medical device Associations, Embassy’s, Stanford University, FICCI, CII, AMTZ, ASSOCHAM, AiMED, MTal, AdvaMed etc.The list of participants who attended this meeting is placed at **Annexure-2.**

An exhibition was also put-up by the Start-up Companies at the ICMR headquarters showcasing their innovative products. The list of exhibitors who showcased their products during this meeting is placed at **Annexure-3.**

To start with, Dr. Balram Bhargava, DG, ICMR and Secretary, DHR welcomed all the delegates including member NITI Aayog Dr. Vinod Paul, Dr. Rajni Vaid, Executive Director National Health Systems Resource Centre, Representatives from UN agencies, National & International Research organizations, Academia and Industry associations like FICCI, CII, ASSOCHAM, AiMED, MTal, AdvaMed etc. He briefed the gathering about the agenda and

objectives of the meeting and highlighted some of the initiatives taken by the Central Government in this sector. Notable among them were- the Atal Innovation Mission, Andhra MedtechZone, School of International Biodesign etc. and conveyed ICMRs commitment in addressing some of the scale-up and market access related challenges faced by the innovators in accordance with the Council's mandate.

Prof Vinod K. Paul, Member, Niti Aayog congratulated ICMR for hosting such an important meeting. He stressed upon the importance of making India the global hub of Medical Devices sector. He was concerned that there was no formal mechanism to introduce a new innovation into the healthcare system even if it seems promising due to many challenges inherent in the system. He invited all the stakeholders to brainstorm on the challenges and opportunities surrounding this sector and come up with recommendations which would be taken forward by the NITI Aayog to create a conducive ecosystem in the country for fostering MedTech innovations.

Dr. Chander Shekhar, Addl. DG, ICMR made a presentation on ICMR's vision and role in Medical Diagnostics & Devices sector. He appraised the audience that the Innovations and Translational research division of ICMR has been working in the area of devices and diagnostics since 2014. A new vision of the division was to create the Medical Devices and Diagnostics Mission Secretariat (MDMS) which would support and catalyse research, development and indigenous manufacturing of cost- effective medical devices and diagnostics to strengthen healthcare sector in India and reduce import dependency through a Mission mode consortia approach.

Prof. Sandeep Singh, Executive Director, SIB shared the processes and outcomes of the School of international Biodesign- India's first centre to adopt Biodesign philosophy. He spoke about the decade long journey of SIB, its impact on the MedTech ecosystem and the need to scale up this philosophy. He explained in detail the various activities and outcomes of the Centre including training the next generation of MedTech innovators, identifying unmet healthcare needs, developing low cost medical device and in the process igniting the MedTech industry.

Dr. Suchita Markan, Asst. General Manager, BCIL made a detailed presentation covering the challenges faced by innovative medical device developers/ start-ups during the scale-up, pilots and market access through public channels. She covered the specific challenges faced by innovators while navigating through key public procurement channels including State level Public Health systems, Central Government procurements and tender based procurements. She also proposed the possible solutions/ policy interventions, which as per the innovative medical device companies may be considered for addressing these challenges.

This was followed by structured and very focused panel discussions on the following topics:

Panel.1 - Addressing challenges faced by Indian start-ups during scale ups

Panel. 2 - Facilitating market access through national Initiatives.

Panel 3. Challenges and opportunities for Global positioning of Indian MedTech Innovations

To wrap up the consultative process, Dr. Deepika Saraf who was moderating the event requested all the stakeholders to give their recommendations. A drafting committee was also formed to develop the roadmap for scaling-up the MedTech innovations by inviting volunteers from the audience.

The key challenges presented during the consultative meeting and the recommendations that emerged during the panel discussions are summarized in the **Section II and III** below.

II. Key Challenges faced by Medical Device Developers in Scale-up and Market Access

The key challenges include the following:

1. Unclear Health Priorities at States

- The health priorities of each state National Health Mission are not clearly defined at one place for ease of reference by the innovators.
- Health priorities of states/Center are very broad and are not quantifiable for the innovator to evaluate whether his technology would be of interest to State/ Central Government.

2. Clarity on Process for conducting Pilot Studies

- The pathway to approach State or Central Government for submission of pilot study proposal is not clear
- Clarity regarding Whom to Approach, Extent of Data generation for Government adoption needs clarity.

3. Lack of funding/ Accessibility of Funding support for Pilot Study

- Lack of funding support for conducting pilot study by state/ center.
- In a few cases where the funding for pilots is available at state level, accessibility of funds for conducting pilots by innovators is challenging due to lack of clarity.

4. Non-Allocation of Funding support at States for Innovative Technology Adoption

- The States relies on funding support from Central Government for procurements. Non-availability of allocated funding in state level budget for Innovative technology adoption impedes independent decision making for adoption of innovative technologies by State Health Systems.

5. Challenges in Direct Procurements through Tendering Process

- Procuring innovative medical device product through the Proprietary Product procurement as per General Financial Rules (GFR) 2017, Rule 166- Single Tender Enquiry is challenging for the Government to exercise due to issues associated in supporting a single company with proprietary product.
- Innovative Medical Device Technologies being unique are not able to meet the three quotation requirements of a standard tender based procurement process followed by the Government for procuring products for state hospitals.
- The specifications of innovative medical device being unique generally donot match the tender requirements for procurements.

6. The Government e-Marketplace (GeM) Portal

- The Government emphasizes on procuring goods including devices from one-stop Government e-Marketplace or GeM portal. The innovative medical devices find it difficult to get included into the GeM portal as their category generally does not exist.
- The process for new category introduction into the GeM portal is a challenging process, with not much clarity on the process to be followed.

7. Health Technology Assessment (HTA) for generating supportive evidence

- The process for selecting medical technologies for undertaking HTA needs to be streamlined.
- Limited capacities for undertaking HTA impede expeditious technology evaluation and their procurement through Government channels.

8. Uncertain Timelines for Decision Making

- Timelines for decision making by State/ Central Health systems regarding procurements are not clearly defined leading to long waiting time and uncertainty among the innovators.

9. Multiple Organization involved in Decision making with Overlapping Roles

- Multiple Government departments/ organizations have different overlapping roles and responsibilities for facilitating market access of products for adoption by public health systems leading to confusion among the innovators.

10. Regulatory Certification for Certifying Safety and Efficacy of Medical Devices for enabling Procurements

- The Medical device rules 2017 notified by the Government of India currently regulates notified medical devices only. In absence of regulatory certification

supporting the safety and efficacy of the non-notified medical devices, convincing the Government in evaluating and adopting such medical devices becomes challenging.

11. Clinical Validation of Innovative Medical Device Technology

- Convincing the healthcare provider (s) in facilitating clinical validation of innovative medical device technology is challenging considering lack of predicate devices and expected risks.

III.Recommendations

The key recommendations the concerned Ministrywhose support would be required to address these challenges are as follows:

1. Need for Funding Support for Pilots and Scale-up

Concerned Ministries/Departments: Niti Aayog, MoHFW, Central & State NHM, DST, ICMR, DRDO, DBT

- Ministry of Science and Technology, Ministry of Health or other ministries should initiate funding schemes for supporting pilots and scale-up for facilitating public procurements.
- State NHM (s) to clearly specify funding opportunities for supporting Pilots of technologies in their health priority areas and the mechanism to avail such opportunity by innovators.
- States National Health Mission (s) should be empowered to set-aside separate fund as “Innovation Fund” for procuring innovative medical device technologies as per their state health priorities.
- To create system of recognition and awards for states to encourage them to adopt innovative medical device technologies.

2. Streamlining Policies for Public Procurements through NHMs

Concerned Ministries/ Departments: MoHFW, Central & State NHM, NITI Aayog

- To develop a central system which specifies the health priorities of all the States.
- States and Central Government to specify quantifiable expectations from innovative medical device technologies for assuring procurements of products that qualify the criteria.
- To streamline the process of product evaluation by the Government for selecting them for pilots.

- Process for public procurement needs to be streamlined for Innovative Product Adoption in Public Health Systems.
- To streamline process and create clear SOPs for new product category introduction into the GeM portal for facilitating procurements.
- To make procurement decisions time bound and predictable
- To create a central system showing all departments, their functions, how they relate to each other, and how innovators can leverage them for market access.
- To create/empower an organization who can liaison with the innovative medical device companies and assist in navigating complex policy landscape.

3. Scaling-up Health Technology Assessment (HTA)

Concerned Ministries/ Departments/ Organizations:DHR, MoHFW, AMTZ, Niti Aayog

- To upscale number of technologies for undertaking HTA multiple folds considering the pipeline of innovative technologies awaiting market access.
- To specify the medical devices/areas which have been prioritized for undertaking HTA for innovators to apply.
- To streamline the process of HTA application submission by innovators and industry.
- To create an Open Forum for addressing any issues related to HTA.

4. Streamlining Procurements through Tendering Process and GeM Portal.

Concerned Ministries/ Departments: GeM, MoHFW, NITI Aayog

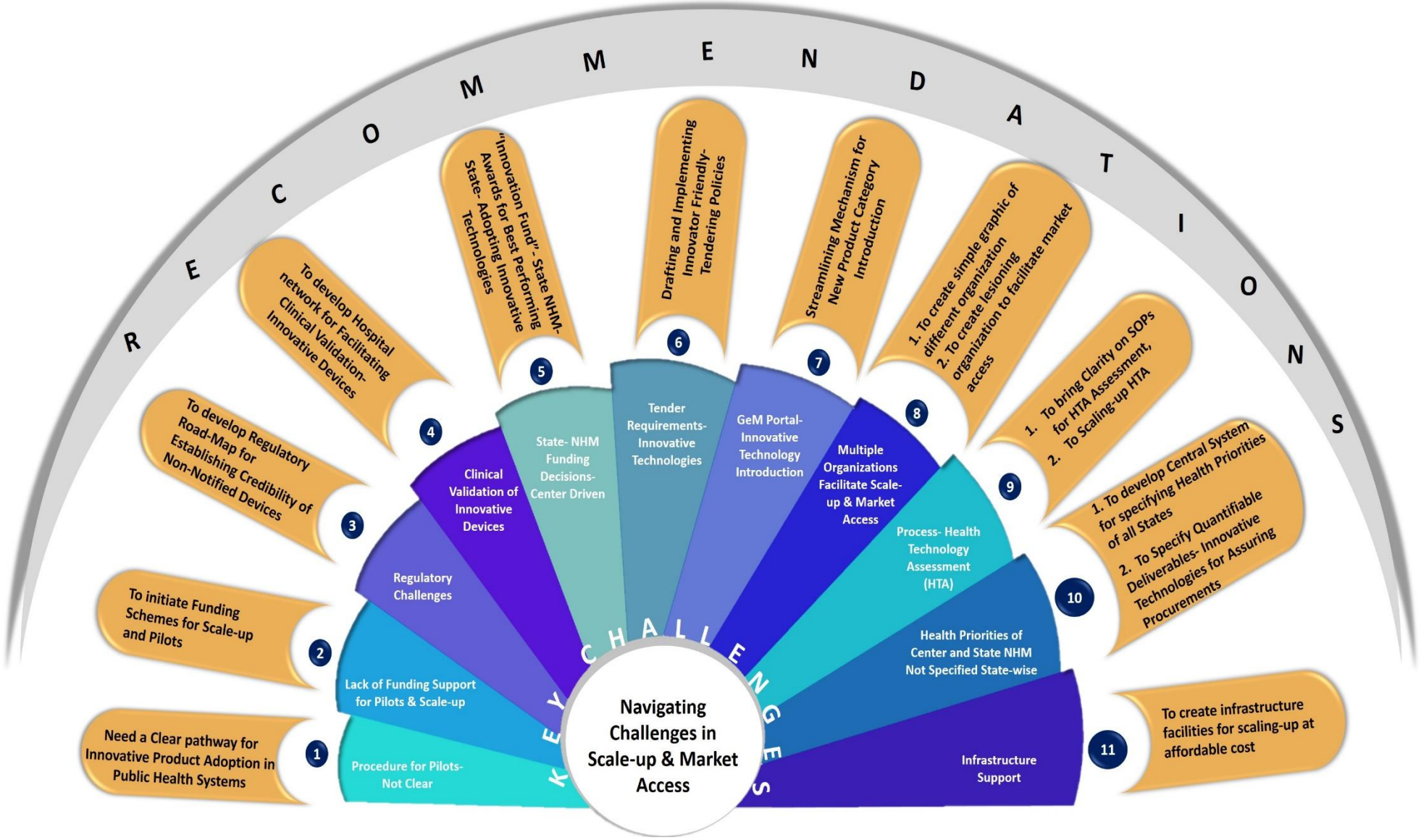
- To draft and implement Innovator Friendly Tendering Policies for facilitating direct procurements of Innovative Medical Device technologies through tendering process.
- To streamline process and create clear SOPs for new product category introduction into the GeM portal.

5. Facilitating Clinical Validation and Regulatory Certification

Concerned Ministries/ Departments: DHR, CDSCO, MoHFW, NITI Aayog

- To create a center driven network of hospitals across the country who can take-up clinical validation of innovative medical devices.
- CDSCO to develop and implement a regulatory road map for regulating all medical devices in the country in a phased manner to exude confidence in Government while making procurement decisions.

- An inter-ministerial Committee/ Committee of key users at Government hospitals can be constituted at the Central Government level for recommending pilots at states/ center based on the data generated by the innovator.
- To create mechanisms for information dissemination for providing advance guidance on changes in regulatory guidelines for timely adoption.


RECOMMENDATIONS
KEY CHALLENGES
Navigating Challenges in Scale-up & Market Access
1
Need a Clear pathway for Innovative Product Adoption in Public Health Systems
Procedure for Pilots- Not Clear
2
To initiate Funding Schemes for Scale-up and Pilots
Lack of Funding Support for Pilots & Scale-up
3
To develop Regulatory Road-Map for Establishing Credibility of Non-Notified Devices
Regulatory Challenges
4
To develop Hospital network for Facilitating Clinical Validation- Innovative Devices
Clinical Validation of Innovative Devices
5
"Innovation Fund"- State NHM- Awards for Best Performing State- Adopting Innovative Technologies
State- NHM Funding Decisions- Center Driven
6
Drafting and Implementing Innovator Friendly- Tendering Policies
Tender Requirements- Innovative Technologies
7
Streamlining Mechanism for New Product Category Introduction
GeM Portal- Innovative Technology Introduction
8
1. To create simple graphic of different organization
2. To create lesioning organization to facilitate market access
Multiple Organizations Facilitate Scale-up & Market Access
9
1. To bring Clarity on SOPs for HTA Assessment,
2. To Scaling-up HTA
Process- Health Technology Assessment (HTA)
10
1. To develop Central System for specifying Health Priorities of all States
2. To Specify Quantifiable Deliverables- Innovative Technologies for Assuring Procurements
Health Priorities of Center and State NHM Not Specified State-wise
11
To create infrastructure facilities for scaling-up at affordable cost
Infrastructure Support

6. Other recommendations for promoting Innovations

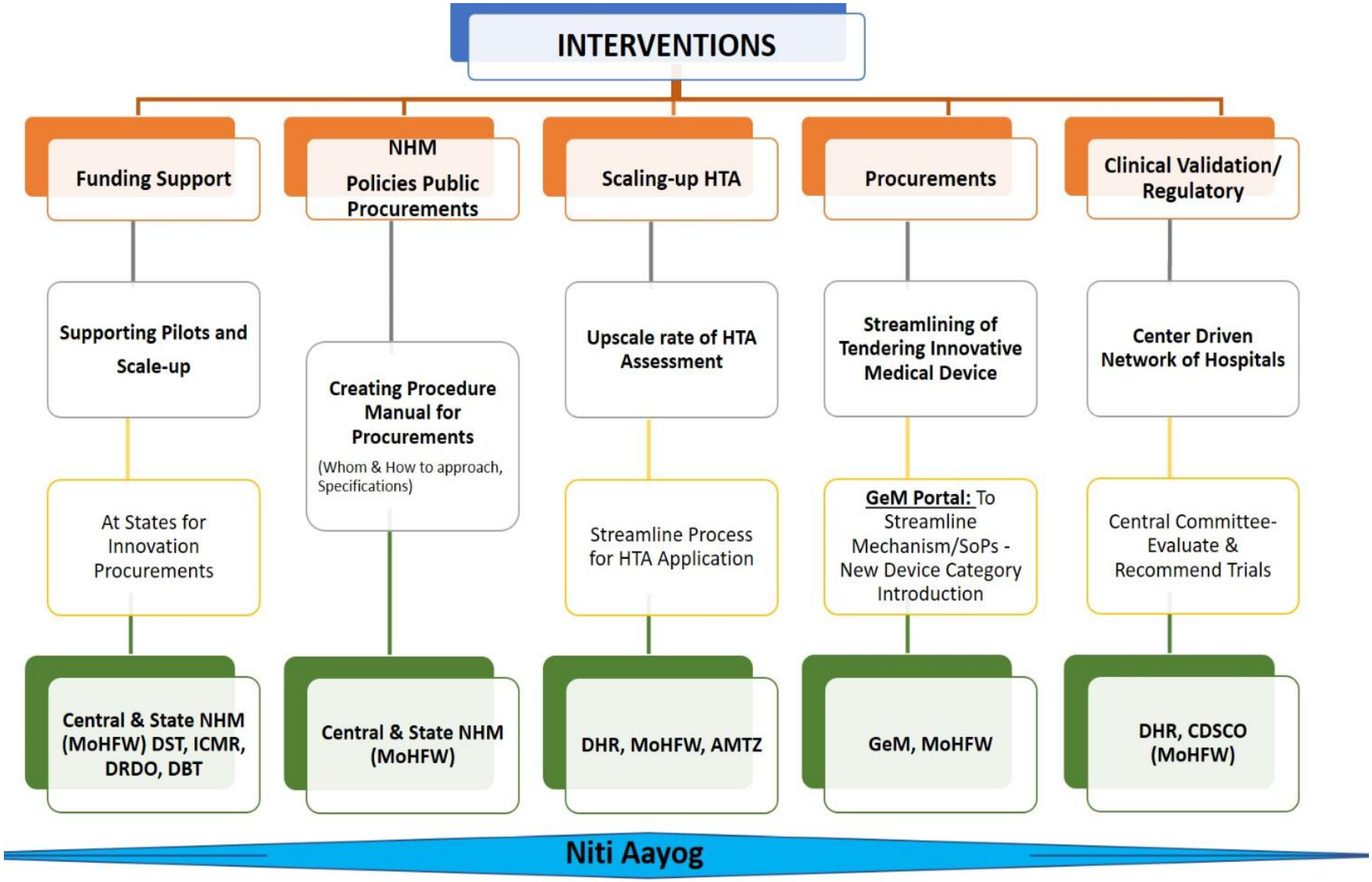
Concerned Ministries/ Departments: MoHFW, NITI Aayog

- Innovator should be made a part of the implementation team after successful market access through Govt. channel to ensure effective adoption for social impact.
- To promote innovation in the country, Government may set-up time targets and suitable mechanisms for bringing 10-15 innovative medical device technologies to market access through public procurement. This will ensure finding the bottlenecks and addressing them expeditiously which will open the channels for other products to follow.
- To consider introducing a Price Preference Policy for procuring innovative medical devices by the Government.
- In case of large public procurement tender, Government mayset aside about 5% funding for procuring innovative medical device products.

7. Recommendations for Global Product Reach-out

Concerned Ministries/ Departments/ Organizations: NITI Aayog, MoHFW, WHO, UN Organizations, DoC, Department of Foreign affairs and Trade

- Need for global positioning/branding of medical device products for procurements by global players- UN, WHO for establishing a global footprint.
- Need for wider publicity of the pre-qualification programme of the WHO for ensuring quality in the products for considering procurements by WHO/ UN and other international organizations.
- To create a separate entity who can provide thought leadership as a coordinator for positioning and facilitating market access of the technologies in India and globally. This organization can bring together all stakeholders for brainstorming and proposing solutions. The organization can also do research on key policy issues and flag them for deliberation among the stakeholders.
- To create a central mechanism to understand the allocation made by the Government of India through its embassies for making available health products in different foreign countries.



Strategies To Address-Scale-up and Market Access Challenges

IV. Way Forward

This report summarizing the key challenges in scale-up and market access of innovative medical device technologies for Government procurements with key recommendations to address the challenges is being submitted to Niti Aayog. Niti Aayog may organize a meeting with the concerned ministries for suitable interventions for adopting the recommendations made during the meeting for addressing the key challenges in scale-up and market access being faced by the innovators.

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Annexure 1

Consultative Meeting for Developing a Roadmap for Scaling-up of MedTech Innovations

Striving for Quality, Safety and Affordable Access

Organized by Indian Council of Medical Research (ICMR) in association with Biotech Consortium India Limited (BCIL)

Date: 26th July' 2019 (Friday)
Venue: Indian Council of Medical Research (Conference Hall-2nd Floor), New Delhi

Meeting Agenda

Opening Session		
Welcome Address	**About the Meeting and its Objectives** (Dr.Balram Bhargava, Secretary, DHR and DG, ICMR)	9:30 to 9:40AM
Special Address	Dr. Vinod Paul, Member, NITI Aayog	9:40 to 9:50AM
Presentation	**Scaling-up the Biodesign Philosophy in India** (Dr. Sandeep Singh, Executive Director, SIB and Professor, Dept of Cardiology, AIIMS)	9.50 to 10.00AM
Presentation	**Challenges in Scaling-up of Innovations by Medical Device Start-ups** (Dr.Suchita Markan, Asst. General Manager, BCIL)	10.00 to 10.10AM
Presentation	**ICMR Vision & Role in Diagnostic Device** (Dr. Chander Shekhar, Addl DG & Head ITR)	10:10 to 10:20 AM
Technical session –1	**Addressing challenges faced by Indian startups during scale-up**	10:20 to 11:00 AM
Panel Discussions	**Moderator:** Dr. Purnima Sharma, MD, BCIL **Panelists:** • Dr. Shirshendu Mukherjee, DBT • Dr. Jitendra Sharma, CEO, AMTZ • Dr. Eswara Reddy, DCGI • Dr. Anurag Mairal, Stanford University • Mr. Ajay Pitre, Pitre Ventures	
Tea Break		11:00-11:15 AM

Technical session – 2	**Facilitating Market Access through National Initiatives**	**11:15-12:00 Noon**
Panel Discussions	**Moderator:** Mr. Rajiv Nath, Founder and Forum coordinator, AiMeD **Panelists:** • Dr. Rajni Ved, Executive Director, NHSRC • Dr. Madhur Gupta, Technical Officer WHO, Country officer for India • Mr. AK Kamra, GeM Portal • Mr. Himanshu Baid, CII • Dr. Avijit Bansal, Windmill Health Technologies	
Technical session – 3	**Challenges and Opportunities for Global Positioning of Indian MedTech Innovations**	**12:00 to 12:45 PM**
Panel Discussions	**Moderator**: Dr. Manisha Shridhar, Regional Advisor, WHO **Panelists:** • Dr. Pradeep Kakkattil, Director, Programme Partnerships and Fundraising, UNAIDS • Dr. Anindya Chatterjee, Regional Director, Asia, IDRC • Dr. Rajiv Doshi, Adjunct Professor, Stanford University • Ms. Yashmin Zaveri Roy, Swedish Embassy	
Summing-up and Recommendations	Summarizing action items for way forward (ICMR/ BCIL)	**12:45 to 1:00 PM**
Lunch and start-up exhibition		**1:00 – 2:00 PM**

Annexure 2

List of Participants		
S.No.	**Name**	**Affiliation**
1.	Dr. Balram Bhargava	ICMR, New Delhi
2.	Dr. Vinod K. Paul	National Institution for Transforming India (NITI Aayog), New Delhi
3.	Dr. Sandeep Singh	Department of Cardiology, AIIMS, New Delhi
4.	Dr. Suchita Markan	Biotech Consortium India Limited, New Delhi
5.	Dr. Purnima Sharma	Biotech Consortium India Limited, New Delhi
6.	Dr. Shirshendu Mukherjee	Department of Biotechnology, New Delhi
7.	Dr. Jitendra Sharma	Andhra Pradesh MedTech Zone Limited (AMTZ) Andhra Pradesh
8.	Dr. Eswara Reddy	DCGI, New Delhi
9.	Mr. Rajiv Nath	Association of Indian Medical Device Industry (AIMED), New Delhi
10.	Dr. Anu Nagar	Department of Health Research, New Delhi
11.	Dr. Rajni R. Ved	National Health System Resource Centre, New Delhi
12.	Dr. AK Kamra	Government e-Marketplace, New Delhi
13.	Mr. Himanshu Baid	Confederation of Indian Industry, New Delhi
14.	Dr. Manisha Shridhar	WHO-SEARO, New Delhi
15.	Dr. Pradeep Kakkattil	UNAIDS, Switzerland
16.	Dr. Anindya Chatterjee	IDRC, New Delhi
17.	Dr. Rajiv Doshi	Stanford University, USA
18.	MsYashmin Zaveri Roy	Swedish Embassy, New Delhi
19.	Dr. Swarup Sarkar	WHO SERO, New Delhi
20.	Mr. Ajay Pitre	Pitre Business Ventures LLP, Pune, Maharashtra
21.	Mr. Avijit Bansal	Windmill Health Technologies, New Delhi
22.	Dr. Madhur Gupta	WHO Country Office for India, New Delhi
23.	Dr. Anurag Mairal	Stanford University

24.	Mr. Siddharth Bhattacharya	Healthcare Federation of India, New Delhi
25.	Prof. Harpal Singh	IIT Delhi, New Delhi
26.	Dr. Yogmaya Verma	Biotech Consortium India Limited, New Delhi
27.	Dr. Ayesha Chaudhary	AIM. National Institution for Transforming India (NITI Aayog), New Delhi
28.	Dr. Satya Prakash Dash	Impact Labs, New Delhi
29.	Mr. Amit Sharma	Consure Medical Pvt. Ltd., Delhi
30.	Mr. Nitin Sisodia	M/s. Sohum Innovations Pvt.Ltd, Bhopal
31.	Dr. Pankaj kumar Chhatrala	JC Orthoheal Private Limited, Gujarat
32.	Mr. Adarsha K	Ayu Devices Pvt. Ltd.
33.	Mr. Ratul Narain	M/s Bempu Health Pvt. Ltd., Banglore
34.	Mr. Habib Ali	BeAble Health Pvt. Ltd.
35.	Mr. Prabal Chakraborty	Confederation of Indian Industry, New Delhi
36.	Mr. Sanjay Bhutani	Confederation of Indian Industry, New Delhi
37.	Mr. Vibhav Garg	Confederation of Indian Industry, New Delhi
38.	Mr. Sudhakar Mairpadi	Confederation of Indian Industry, New Delhi
39.	Ms. Elizabeth Jose	Confederation of Indian Industry, New Delhi
40.	Mr. Deepak Sharma	Confederation of Indian Industry, New Delhi
41.	Dr. Atul Sardana	Association of Indian Medical Device Industry (AIMED), New Delhi
42.	Mr. Gaurav Agarwal	Association of Indian Medical Device Industry (AIMED), New Delhi
43.	Mr. A Manickam	Association of Indian Medical Device Industry (AIMED), New Delhi
44.	Dr. Siva Kumar	Association of Indian Medical Device Industry (AIMED), New Delhi
45.	Mr. Pavan Mocherla	Medical Technology Association of India (MTaI), New Delhi
46.	Mr. Pavan Choudary	Medical Technology Association of India (MTaI), New Delhi
47.	Mr. Diwaker Rana	Medical Technology Association of India (MTaI), New Delhi

48.	Mr. Amit Singh	Medical Technology Association of India (MTaI), New Delhi
49.	Ms. Sahjogita Kathuria	Medical Technology Association of India (MTaI), New Delhi
50.	Mr. Nadeem Anam	Medical Technology Association of India (MTaI), New Delhi
51.	Mr. Shirish Ghoge	FICCI, New Delhi
52.	Mr. Anirudh Sen	FICCI, New Delhi
53.	Ms. Sadhana Sheth	FICCI, New Delhi
54.	Ms. Shubhra Thakur	FICCI, New Delhi
55.	Mr. Rishi Dev Sharma	FICCI, New Delhi
56.	Mr. Ravi Praful Valia	FICCI, New Delhi
57.	Mr. Amit Kumar Singh	Advamed, New Delhi
58.	Mr. Gaurav Mendiratta	Advamed, New Delhi
59.	Mr. Rajeev Nandan	Advamed, New Delhi
60.	Mr. Arnab Basumallik	Advamed, New Delhi
61.	Mr. Asok Kumar	Advamed, New Delhi
62.	Mr. Pavan Mocherla	Advamed, New Delhi
63.	Ms. RanjitaSood	ASSOCHAM, New Delhi
64.	Mr. Anuj Mathur	ASSOCHAM, New Delhi
65.	Ms. Tanu Arora	AMCHAM, New Delhi
66.	Dr. Shalini Singh	NICPR, Noida
67.	Dr. Ehtesham	NIOP, New Delhi
68.	Dr. Chander Shekhar	ICMR, New Delhi
69.	Dr. Sadhana Shrivastava	ICMR, New Delhi
70.	Dr. Deepika Saraf	ICMR, New Delhi
71.	Dr. Neeta Kumar	ICMR, New Delhi
72.	Dr. Kavitha Rajashekhar	DHR, New Delhi
73.	Dr. Showket Hussain	NICPR, Noida
74.	Dr. Prakamya Gupta	ICMR, New Delhi

Annexure 3

List of Exhibitors		
S.No.	**Name & Designation**	**Affiliation**
1	Dr. Avijit Bansal	M/s Windmill Health Technologies Pvt. Ltd., New Delhi
2	Dr. Pankaj kumar Chhatrala	M/s JC Orthoheal Private Limited, Gujarat
3	Mr. Ratul Narain	M/s Bempu Health Pvt. Ltd., Banglore
4	Mr. Amit Bhatnagar	M/s Accuster Technologies Pvt Ltd
5	Mr. K. Chandrasekhar	M/s. Forus Health Pvt. Ltd., Bangalore
6	Dr. Abhishek Sen & Dr. Yogesh Patil	M/s. Biosense Technologies Pvt. Ltd.
7	Mr. Chandrasekhar K.	M/s. Forus Health Pvt. Ltd.
8	Mr. Arun Agarwal / Ms Priyanka	M/s. Janitri Innovations Pvt. Ltd.
9	Mr. V. Gnanasekar & Mr. K. Puhazhendi	M/s. Perfint Healthcare Pvt. Ltd.
10	Mr. Sidhant Jena	JanaCare
11	Mr. Nandakumar Subburaman	Perfint Healthcare, Chennai
12	Mr. Vinay Joshi	D-Rev
13	Prof. Rohit Srivastava	IIT Bombay
14	Dr. D. S. Nagesh	SCTIMST, Trivandrum

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