

1st India MedTech Expo 2023

Date: 18th to 20th August 2023

**Venue: Helipad Exhibition Center,
Gandhinagar, Gujarat.**

Objective of the Expo

Visibility of MedTech ecosystem in India, creating opportunities to network and explore collaborations both for the sector's growth in India and its potential contribution globally

- Creating separate brand identity for Medical Devices Sector
- Showcasing India's MedTech journey and opportunities in the sector
- Baseline demand and growth for Vision 2047
- Accelerate investment into MedTech sector by both global & domestic companies
- Connecting stakeholders for growth of ecosystem- Supplier, Infrastructure, Manufacturing, R&D, Start-up, Academia and Skilling

KEY COMPONENTS

Knowledge

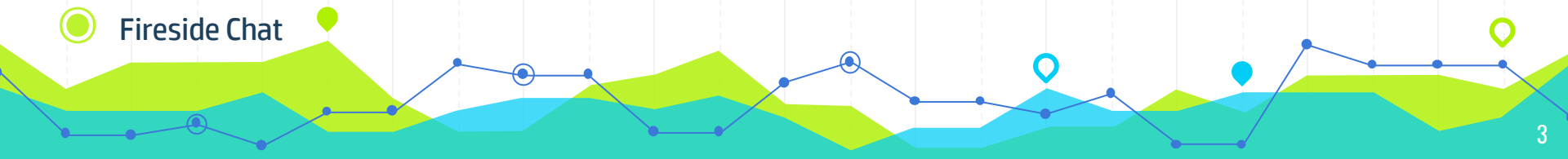
- Inauguration by Hon'ble Prime Minister*
- Brainstorming Session with Hon'ble Union Commerce and Industries Minister*
- Valedictory by Hon'ble Union Finance Minister*
- Thematic Conference Sessions
- States Session
- Fireside Chat

Experience

- Exhibition showcase
- Indian MSME Showcase
- Future, R&D, Startup Pavilion
- Government Pavilion
- States Pavilion
- Startup feedback & recognition

Networking

- Buyer Seller Meet
- Open house with Regulators
- Networking Dinner with Embassy Officials
- Networking Dinner with Startups & other Stakeholders



India MedTech Expo 2023: Exhibitors' Profile

- Medical Equipment & Devices
- Diagnostics & Imaging
- Home Medical electronics
- Physiotherapy & Orthopedic Devices & Technology
- Laboratory Equipment
- Patient Aids
- Hospital Equipment, Furniture & Supplies
- Waste Management Plants And Equipment
- Medical consumables and disposables
- Component and Raw Material Supplier

Visiting Stakeholders

- Center and State Procurement Agencies- HLL, CMSS, PMBI, Railways, HITES, ESIC, AFMS, TNMSC etc.
- Health Care Providers & Diagnostic Labs (AIIMS, Military Hospitals, Command Hospitals, Pvt. Hospitals)
- Representation from identified buyer regions i.e Africa, Gulf, SAARC etc.
- Potential Investors for MedTech Sector
- Multilateral & Bilateral agencies – World Bank, JAICA, ADB, USAID etc.
- Officials from relevant Central Dept. and States: Resident Commissioner, Industries and Health.
- Minister Counselors of various foreign missions in India.
- Clinical and Healthcare Associations

KEY TAKEAWAYS

- Footfalls – Business & General
- Inquiries generated
- Number of B2Bs, B2Gs, G2Gs
- PR and Media Coverage
- Making the event last longer- Launch of online business enquiry portal to be managed for next 6 months
- Major announcements by Government & Stakeholders



औषध विभाग
Department of
Pharmaceuticals

सत्यमेव जयते

ORGANISER

**Department of
Pharmaceuticals,
Government of India**



PARTNERS FOR EVENT

- Ministry of Health & Family Welfare
- Ministry of Commerce & Industry
- Ministry of Micro, Small & Medium Enterprises
- Dept. of Higher Education
- NITI AAYOG- ATAL INNOVATION MISSION
- BIRAC Department of Biotechnology
- Department of Science and Technology
- Ministry of Electronics and Information Technology
- DRDO, CSIR & ICMR
- Identified Partner States
- Partner Associations

PARTNER ASSOCIATIONS



AdvaMed
Advanced Medical Technology Association



Confederation of Indian Industry



INVEST INDIA
NATIONAL INVESTMENT PROMOTION
& FACILITATION AGENCY



PHD CHAMBER
OF COMMERCE AND INDUSTRY



U.S.-India
Business Council





THEME OF THE EXPO

India : The Next Global MedTech Hub

Future of Devices, Diagnostics & Digital

Exhibition – Over 500 exhibitors

Area – 15000 sq.mtrs (gross area)

The Expo will witness a large exhibition showcasing the services and products of Companies from the best of Medical Devices Sector

- 200+ Start-ups
- 150+ Indian & International Medical Device companies
- 100 MSME units
- 50 Research Institutions
- Government Pavilion –DoP, NPPA, CDSCO, DPIIT, GeM, DBT, MoEFCC, BIS.
- States participation

Gold Sponsors



Silver Sponsors



GE Healthcare



Session Sponsors



Medtronic

Registration Desk Sponsors

Medtronic

Badge & Lanyard Sponsor



PARTICIPATION CHARGES

Participation Charges for 9 sq. mtr. Regular exhibition booth- Rs.50,000/-

MSMEs-

- Micro- Rs.15,000/-
- Small- Rs. 20,000/-
- Medium- Rs.25,000/-

Start-Ups registration- Rs.5,000/-

*Extra space available on Pro-rata basis

*Above rates are applicable for 18% GST

GOLD SPONSORS

● Rs.30 Lakhs

SILVER SPONSORS

● Rs.15 Lakhs



Future Pavilion

The world is experiencing a rapid technological change in Medical Devices, aiming towards providing efficient & quality Healthcare.

Future Pavilion will present and showcase the concept of Precision Healthcare, AI, Point of Care, Robotics and IoT, etc. in MedTech that will be useful in the future.

INDIAN PHARMACEUTICALS PAVILION WILL PRESENT GEN-NEXT TECHNOLOGIES

Keychain-sized ECG devices to monitor mattress health trackers

With digital tech, Indian ventures create innovative medical devices

Akhil.George@timesgroup.com

“Watching people gasp for breath can be terrible. And it’s something that Ashok Patel had to come face to face with again and again during the early 1990s. During those days, Ambu bags were used to provide artificial respiration during surgeries. These bags were hand-held self-inflatable bags used to force-feed air into patients’ lungs. They are incredibly useful for short durations, but were impractical for continuous long-term use.

“In the early 1990s, a senior director of Baroda Hospital came to us and asked for a solution to the complicated procedure of Ambu bags, and after working for around six years, we were able to make a mechanical ventilator,” says Patel, founder & CEO of Max Ventilator. The Vadodra-based company hasn’t looked back since, but it was a massive challenge then to build and manufacture a complicated med-tech device like a ventilator in India.

The situation, luckily, is very different now. Max recently launched a non-invasive ventilator that is intelligent (automatically adjusting to patient’s needs), and costs only a quarter of a traditional ventilator. And they aren’t the only ones making breakthroughs in the med-tech space. A host of local startups have entered the sector over the last few years, bringing a gust of fresh air into the crucial field. Global med-tech giants like GE

SENSORS, SOFTWARE, MINIATURISATION ARE REVOLUTIONISING HEALTHCARE



“Ours is the only device in the world to capture 12-Lead with touch and are creating ripples in the world ECG market, as 12-Lead is the ECG trusted by doctors and gives meaningful data to detect a disease. We have global patents and have also won multiple national and international awards. Our product has touched more than 1 lakh lives.”

Neha Rastogi | CO-FOUNDER & COO, AGATSA | **Neha is holding the device**

We initially developed Dozee to be used over the mattress. When we saw the sensor working, Mudit Dandwate (co-founder) and I went out to celebrate, but in order to protect the sensor from our mischievous puppy, Pi, we hid the sensor under the mattress without realising that the data acquisition was on. On returning, we found that Pi was sleeping on the mattress directly above the region where the sensor was, and the captured data had his heartbeats. This is how we figured that the sensor actually works even from underneath the mattress.

Gaurav Parchani | CO-FOUNDER & CTO, DOZEE

Healthcare, Philips, and Siemens Healthineers also do substantial R&D and product development out of India, and have been instrumental in creating an innovative ecosystem in the country.

Advanced tech like AI and health intelligence algorithms have also been crucial in creating non-invasive med-tech devices, says Gaurav Parchani, co-founder & CTO of Dozee, a contactless remote health monitoring company that tracks heart health, respiration, sleep quality and stress levels with 99.4% accuracy compared to standard medical devices in this space. Its flagship product is a small device eponymously named Dozee that you place under the mattress and works on a technol-



Dozee's sensor under the mattress

Whole genome and exome sequencing of a patient using next-generation sequencing techniques can give rise to genetic variants in the range of 60,000 to 4 million. Identifying the disease-causing variant(s) out of several million is like finding a needle in a haystack. Our machine learning enabled platform, VarMiner, identifies the disease-causing variants rapidly and accurately.

Ravi Gupta | VP, BIOINFORMATICS, MEDGENOME LABS



ogy called ballistocardiography (BCG), a non-invasive method that tracks vibrations from every heartbeat, respiration, and the smallest of body movements. This makes it ideal to capture data without any additional effort from patients or caretakers. Dozee has been installed in over 7,500 beds in over 300 hospitals covering 40 districts across India to monitor patients continuously. Parchani says this has helped over 1 lakh patients and has saved over 2 lakh nursing hours.

Medtech devices made in India are also winning accolades abroad. Medtech venture Agatasa recently won the India government-supported Aegis Graham Bell Award, as also many other accolades. The

company’s flagship product, called SanketLife, is said to be the world’s smallest 12-Lead (a medical-grade used by professionals) ECG device that works just by touch.

The company’s founders, Neha Rastogi and Rahul Rastogi, were spurred to make the device after a heart disease scare in the family. “We wanted to build a device that anyone could use to check their ECG to find out if everything was ok with their heart,” says Neha. The keychain-sized device ended up being so medically accurate (98-99%) that doctors even started using it for quick diagnosis and to remotely monitor their patients at home or in far-off rural camps.

We have previously written about the success of products from

Niramai and Forus Health. Geetha Manjunath and Nidhi Mathur’s Niramai has developed a radiation-free, non-touch, accurate, breast cancer screening product. It has 26 granted international patents, and one of its devices received US FDA clearance earlier this year. K Chandrasekhar and Shyam Vasudevarao’s Forus Health’s low-cost, portable eye-screening device, Shethra, screens the cornea and retina for four eye diseases – cataract, diabetic retina, glaucoma and cornea issues. It takes just five minutes, works without dilating the eyes, and has been used in mass eye screenings in countries from South East Asia to Latin America.

Another non-invasive portable medtech device making waves is a wellness gadget that can measure and monitor six key body vitals including blood glucose, ECG, heart rate, blood pressure, SpO2, and HbA1c in less than 60 seconds just by a touch. Called EVO and designed by Hyderabad-based startup BlueSemi, they leverage sensor-fusion, AI and smart IoT to bring their vision to reality. The gadget even got a place at this year’s CES event in Las Vegas, the world’s top annual trade show for the consumer electronic industry.

Sunil Maddikatla, founder & CEO of BlueSemi, says building the device required expertise in the field of electronics, sensors, communications, signal processing, algorithms, full stack development, frontend development, bioelectronics, user experience, mechanical designs, mechanical development, industrial design, and a host of other areas. He adds that they also spent a lot of time making sure the app interface that connects with the device on the user’s phone was unique. “That’s why we built an interactive and immersive world called ‘Anthea Realm’ that was heavily inspired by the movie Avatar.”

Future Pavilion Concept: Improving Patient Journey AND Enabling Health Care Systems & Providers

aligned with **ABDM/NDHM Strategy**

Improved Patient Journey

PREVENTIVE CARE & EARLY SCREENING



- e-Sanjeevani
- ABHA App (PHR)/ (PHN)
- Health Wearables
- Smart Pills
- Point of care
- Remote monitoring

PRECISION DIAGNOSIS



- AI/ Software aided diagnostics
- Robotic Endoscopy
- 3D modelling of scans & pre-op planning
- Liquid Biopsy

TREATMENT FOR FASTER RECOVERY



- AI enabled/ Robot assisted surgical systems
- 3D organ printing/ 3D-printed prosthetics
- Precision medicine
- Smart Implants
- Big Data for Rare Diseases



Enablers of Healthcare System

MANUFACTURING & SUPPLY CHAIN



- Additive manufacturing
- Trace & Track- RFID/ Digital Fingerprinting
- Smart Factories
- Robotic Automation in warehouses
- Supply Chain control Towers

PROCUREMENT



- GEM
- E-commerce

FUTURE READY HOSPITALS

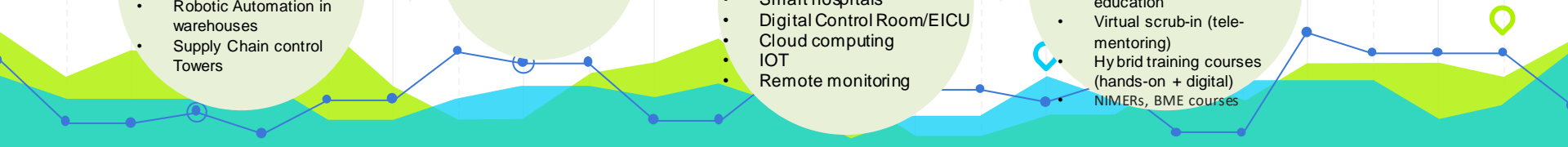


- HFR/HPR- Integrated digital health infrastructure
- HIMS/ LIMS
- Smart hospitals
- Digital Control Room/EICU
- Cloud computing
- IOT
- Remote monitoring

SKILLING



- AI-enabled/ peer-review surgical training platforms
- VR/AR in medical education
- Virtual scrub-in (tele-mentoring)
- Hybrid training courses (hands-on + digital)
- NIMERs, BME courses





R&D Pavilion

- Platform for facilitating Industry and Academia engagement in Research.
- R&D Pavilion will serve as an ideal platform for IITs, IISC, IIITs, NIIT, DRDO, CSIR, and projects funded by DST & BIRAC to present their continual efforts in R&D.
- The pavilion will be an ideal platform for networking between Researchers and Industry.

R&D / Innovation Pavilion Proposal : "India-A Global MedTech R&D Hub"

जय जवान, जय किसान, जय अनुसंधान

Industry/Academia (IITs/IISc/NIPERs/...) / Research (SreeChitra/..)

1

Product R&D Life Cycle

Ideation to Early Stage

- Idea screenings and SWOT analysis
- Team of Exploratory engineers
- Business case alignment with country need/corporate strategy

Development to POC to Pilot

- Simulation laboratories for technology development and testing
- 3D Printers for prototype
- Testing softwares and tools

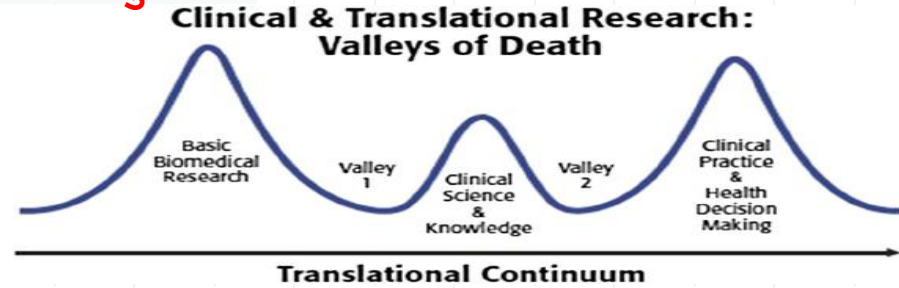
Pre-Clinical/Clinical Market Development

- Regulatory and legal/compliance support team
- Clinical trial program and experts
- Marketing/Sales personnel for commercialization

Govt initiatives supporting each of these phases

India Innovation Journey (via "Journey Wheel")

A large wheel installed outside the booth to encourage visitors to spin the wheel. Each segment of the wheel signifies a year. On spinning wherever the pin stops information about the particular year can be displayed on the adjoining screen with a voiceover as to how medtech R&D shaped each year.



MedTech Design Thinking Lab

3

Interactive Robot for general R&D Q/A and engagement

4





Make in India Pavilion (Indian MSMEs Showcase)

MSME Pavilion to showcase the competencies of Indian MSMEs excelling in MedTech. The pavilion will focus on striving growth of MSMEs by providing a platform to capture market opportunities.

Pavilion will be an ideal platform for MSMEs to connect with industry leaders to explore collaboration.

GOVERNMENT PAVILION

- Government Pavilion will include participation from DoP, DPPIT, CDSCO/MoHFW, NPPA, MeitY, BIS, GeM, ICMR, DST, DBT and BIRAC.
- Key driving policies, regulations and financial aid provided by Indian Government to strengthen the Medical Device Sector will be showcased.
- Ideal platform for focused B2G & G2G interactions.



States Pavilion


Various States in India which have Medical Cluster will also be showcased through their dedicated State Pavilion. They will showcase their prowess in the field of MedTech.

International Buyer- Seller Meet

- International Buyer Seller meet with delegations of medical device is planned with the objective of developing strategic partnerships in the medical and holistic healthcare sector between India and focus countries .
- The summit will help to bring together Medical Device industry and the International audience to enable interactions and discussions to enhance existing synergies in the sector.



Start-up Evaluation Session



Start-ups in the area of Medical devices and potential research projects would be given an opportunity to showcase their work during the event.

The summit would be a great platform where they can connect to the business delegates and promote their idea for potential business linkage and collaboration.

The session will give them opportunity to be evaluated.



Open House with Regulators

Regulator's Open House Session with Industry will be organized during the summit to :

- Update on Regulatory Practices
- Way forward on Industry issues related to regulatory practices restricting Import/ Export between nations
- Clarity on changing regulatory scenarios among participating countries
- Initiate extended dialog between regulators for improving knowledge sharing and Skilling

Thank you

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