



FIND 
Diagnosis for all

G20 PRESIDENCY OF INDIA: LEVERAGING DIGITAL HEALTH AND DIAGNOSTICS TO DRIVE UNIVERSAL HEALTH COVERAGE





FIND convened esteemed stakeholders from the private healthcare sector in India to gather perspectives on how research and development and digital health tools can improve access, availability, and affordability of diagnostics. It is clear that there is a dire need for partners to support the industry in assessing and providing technical support in creating solutions, that align adequately with current public health changes and government mandates.

Here are the highlights from the meeting:

How can India benefit from international expertise?

- International engagement should be leveraged to improve countrywide development and manufacturing practices to ensure confidence in product quality.
 - Standardized validation methodologies are required at all levels of development and manufacturing.
 - High-class, automated manufacturing technologies are needed to produce reliable, consistent, and high-quality diagnostics.
 - Capabilities at the tertiary care level must be strengthened.
- Expertise on how academia and industry can partner to facilitate translational medicine can be gleaned from countries that have successfully built collaborative models.

How can the Government of India facilitate access to diagnostics?

- Skilled manpower is required to create an ecosystem in which sophisticated technologies can be expertly manufactured.
- Investment in infrastructure is essential to create an integrated system of central hubs and tertiary care centres to allow supply of quality diagnostics and other health services at the community level.
- Centralized procurement can be useful in ensuring access to quality reagents.
- Simplification of process and policy is needed, both to attract global manufacturers and to facilitate decentralized access to quality diagnostics.
- Capital to enable domestic diagnostic companies to up-scale is lacking.

How can digital health tools be effectively implemented to drive India’s universal health coverage?

- Implementation of electronic health records across the public and private sectors is essential for public health responses and surveillance.
 - Education of healthcare professionals on the importance of data acquisition is needed.
 - Targeted incentives are necessary to encourage involvement of all relevant stakeholders.
- De-fragmentation of data is essential.
- With stakeholder support, digital health tools can be used to acquire patient data and support access to diagnostics and other health services at a primary care level.

The Indian offering:

- India has driven down costs in critical market sectors that are important for public health across the world and is in a position to offer substantial cost benefits if quality of products can be assured.
- The heterogeneous population and diversity of disease in India is unparalleled and provides opportunities to obtain well-characterised samples for widespread, standardised validation of diagnostic tests.

India’s design-to-value capabilities are strong and should be utilized to optimize product development.

To conclude: with effective collaboration and commitment from all relevant stakeholders, India can take steps to becoming a renowned player in the development, manufacturing and distribution of quality diagnostic tools, supported by digital solutions.

Participant Bios - Industry roundtable:

Shobha Ghosh

Director & Head, Govt Affairs & Policy, India & South Asia

Experienced policy expert currently working as Assistant Secretary General in FICCI, India's apex industry chamber with a demonstrated history of working in the social sector including education, skill development, healthcare, health insurance, medical technology.

Arpan Malhotra

Senior Vice President, Zone India- Siemens Healthineers

Nearly 20 years of work experience, with the past 8 years in Diagnostics, Siemens Healthineers India. Thereof first 4 years as the Finance Head for In-Vitro Diagnostics (IVD) business; and the next 4 years as the Country head for IVD Business, India and neighbouring countries. Have recently moved into the role of overall Healthcare Strategy and Business Development within Siemens Healthineers India, covering the complete portfolio including Imaging Diagnostics besides IVD. Prior to that, spent 4 years in Siemens Audit function, that included assignments across different business divisions like Energy, Industry Automation, Metals and Building technologies, involving multiple Factory engagements as well as Project reviews. Before that, spent 5 years at KPMG India, Advisory services. Have worked on engagements across countries like Germany, Austria, Czech Republic, Switzerland, Australia, Japan, Korea, ASEAN Turkey, Egypt and Dubai.

Chhitiz Kumar

Vice President-Health Systems, Phillips

Chhitiz Kumar has over 2 decades of experience cutting across healthcare industry and Financial Services. In his leadership journey, he has worked extensively across Indian Subcontinent, Singapore, Middle East and Turkey, crossing multiple geographies & cultures. He has been credited with creating several new business models for putting businesses on rapid growth trajectory and the turning around under-performing businesses. Chhitiz was the founder director of HealthMaP Diagnostics Pvt. Ltd, a unique start-up Healthcare venture in diagnostics business in India. He successfully scaled up the business

and exited the business in 2019. At Philips, Chhitiz is responsible for driving 2 business clusters of Precision Diagnosis and Connected Care. Prior to Philips, he worked at Johnson & Johnson and GE Capital. Chhitiz is B.Tech from IIT, Dhanbad, MBA from IIM, Kolkata and Advanced Management Program (AMP) from INSEAD, France. He is Institute of Director (IOD) certified "Independent Director" and a certified Six Sigma Green Belt.

Srinath Venkatesh

President of Danaher India

He took over this role in January 2020. Prior to that, he led the India and SEA business for Cepheid, a Danaher company. Venky joined Danaher in 2015 as the Danaher Business System (DBS) Leader, for India Prior to joining Danaher, he spent more than 20 years with GE, in various roles. His last role at GE was the Country Leader for GE in Bangladesh. In his 29 plus years of work experience, Venky has led businesses and teams in both the industrial and financial services space, across markets in India, and Southeast Asia. Venky has a Civil Engineering degree from BVM, and an MBA from IISWBM, Kolkata.

Amrita Shekhar

Senior Program Officer, Innovative Health Tools at the India Country Office of BMGF

In her role, she supports the innovation ecosystem for medical devices and diagnostics in India in line with the country's public health priorities in the focus areas of the Foundation. Prior to this she worked as a consultant at the Translational Health Science and Technology Institute and the Christian Medical College in Vellore where she worked on vaccines and infectious disease policy as well as initiatives to strengthen the clinical research ecosystem in India. She has a strong interest in strengthening the health innovation ecosystem in India. Amrita has a PhD in Biology from the National Centre for Biological Sciences in Bangalore and is passionate about public health, science, and technology. She has published papers related to fundamental science, public health, and policy issues.

Abhay Dixit

Associate Director-Abbott Diagnostics Medical Private Limited

He is a commercial business leader in charge of Government & Policy Affairs, Market Access for the Public Institution business unit vertical, bringing cutting-edge technologies to the Indian market to facilitate test-and-treat access right up until the last mile in primary and secondary healthcare settings. creating GTM models with a strategic focus on new business development. I lead the efforts to educate and engage policymakers, regulators & policy influencers, government officials, Key Opinion leaders at the State & Central levels, trade associations, professional societies, NGOs & Patient support groups and other key stakeholders across India's health policy & reimbursement ecosystems.

He is also responsible for developing and implementing short-and long-term government business strategies that will support ARDX's commercial and policy-oriented objectives in India; and leading engagement and liaising with external stakeholders relevant in the government, policy & market access arenas.

Shirshendu Mukherjee

Mission Director, Grand Challenges India jointly supported by Department of Biotechnology (DBT), Ministry of Science & Technology (MoST), Govt. of India – Bill & Melinda Gates Foundation (BMGF) – Wellcome Trust and BIRAC

Shirshendu Mukherjee, trained as Medical Microbiologist and has Global and national exposure with more than two decades of high level work experience in top organisations, which helps to bring to fore cumulative perspectives on issues related to healthcare (especially public health issues and unmet medical needs), food and nutritional challenges in India as well as across the globe, he has devised and formulated strategies for mitigating challenges and bridging gaps through impact funding. He has worked independently as well as with multitudes of partners (both national & international) for a complete oversight of cutting-edge translational research and deep understanding of issues that impinge up on national and global translational research. He has deep knowledge in pharmaceuticals,

biopharmaceuticals and med tech industry globally.

Dr.Mukherjee holds Ph.D. in Microbiology, Law graduate, Advance Course in Strategy Management form IIM Kolkata and management and leadership course form Said Business school university of Oxford.

Diwakar Mittal

Director of Market Access, Public Affair & Corporate Communication at Novo Nordisk India

He is responsible for developing and executing strategies to ensure access to Novo Nordisk's products and services in India and to ensure that the organization's policies and positions are communicated effectively to the public Diwakar has over 15 years of experience in the healthcare industry, with a focus on market access, pricing, and reimbursement. Prior to joining Novo Nordisk, he held various positions at leading healthcare companies such as, Sanofi, Pfizer and BD. Diwakar holds a bachelor's degree in Electronics from the Chaudhry Charan Singh University and a Master's degree in International Public Health from Liverpool School of Tropical Medicine.

Madhav Joshi

Chief Executive Officer - India Health Fund (IHF)

IHF is an initiative of Tata Trusts and the Global Fund which aims to help accelerate the control and elimination of communicable diseases by de-risking the development of technology-led solutions which can help improve outcomes in diagnosis, treatment and prevention, and strengthen primary care. India Health Fund has led the development of several collaborative initiatives to further this goal. Madhav was previously Pfizer where he led the Primary Care business in India and has also led global innovation for Abbott Nutrition with a focus on emerging markets. Madhav has extensive global experience with Nestle where he had senior commercial leadership roles in India, Africa and in Europe. Madhav is an alumnus of Shri Ram College of Commerce, University of Delhi and IIM, Calcutta.

Richa Singh

Dy. General Manager & Domain Expert- JIO, Reliance Industries

Dr. Richa is a professional with 15 years of experience across CSR, healthcare, social entrepreneurship, and consulting domains. Richa has worked as Senior Manager Patient Advocacy, in the Market Access team at Roche Pharma. She currently is the DGM at Jio Health, the Digital Health business under Jio Platforms. Previously, worked at GE Healthcare as the Strategic Initiatives leader, South Asia. She led the 'Development' vertical which focuses on social sector projects and affordable medical devices for CSR clients and international development agencies.

She was engaged previously at CRISIL, S&P Global company, as the lead for CSR & Sustainability, India. In the past, she has managed the implementation and strategy on programs supported by the Gates Foundation (BMGF). She also led the consulting assignment on the application of AI (artificial intelligence) for social sector projects. Richa was instrumental in getting funding support from UNICEF India, for her social impact venture CACR, where she led a large team of 250 master-trainers for urban interventions in WASH including Menstrual Hygiene in low-income schools & communities.

Hasmukh Rawal

Managing Director and Co-founder of Mylab Discovery Solutions

Hasmukh is biotechnologist-turned-entrepreneur and holds a postgraduate degree in medical biotechnology. At Mylab, Hasmukh helms cutting-edge innovations and development of pioneering diagnostic solutions to provide increased access to diagnostics at affordable pricing. Hasmukh has vast experience in the commercial development of applied molecular diagnostics solutions and has close association with major industry players and academic and research institutes in the country.

In 2011, he conceived the idea of starting Mylab along with the co-founder, Shailendra Kawade with a vision of bringing high-end diagnostics at affordable prices to masses and making a social impact.

Chandrashekhar Nair

Co-founder of bigtec Labs and Molbio Diagnostics

His interests are in the development of rapid, low cost, high quality affordable diagnostic platforms. He was the

recipient of the prestigious Infosys Prize in the Engineering and Computer Sciences category in 2022 for his role in development of the Truenat platform.

Sriram Natarajan

Founder-Director and Chief Executive Officer of Molbio Diagnostics

The makers of Truenat(R) - the renowned point of care molecular diagnostic platform. With over 35 years of experience in developing and commercializing diagnostic devices and kits, Sriram has been instrumental in creating world-class testing devices for the Indian and international markets. He has won several awards for his efforts and contribution to the healthcare industry over the years.

Bhaskar Guha

Managing Director & Country Manager, India- Fresenius Medical Care

20+ years of demonstrated expertise in delivering profitable growth, business turnaround, strategy development & execution and developing high performing teams. Extensive experience in medical devices, Lifesciences industry in both B2B and B2C settings.

Taslimarif Saiyed

CEO and Director - C-CAMP

His initial training has been in neurosciences, where he received his PhD from Max-Planck Institute for Brain Research, Germany and followed it up by postdoctoral training at University of California San Francisco (UCSF). At the same time, he also underwent training in management for Biotech and Innovation from QB3 at UC Santa Cruz, UC Berkeley and UC San Francisco. He has also completed a biotech management program for biotech executives at Wharton School of Management. In the Bay area, he served as a Management Consultant with QB3 New Biotech Venture Consulting and in an individual capacity, he also consulted for many biotech firms in the US.

Dr Saiyed is an Adjunct Faculty at Indian Institute of Technology (IIT) Madras and also Amrita Institute - School of Biotechnology. He also heads the Discovery to Innovation Accelerator program at C-CAMP. He is actively involved in promoting innovation in lifescience / healthcare by supporting translation of discoveries to application, entrepreneurship, and technology development.

Neetha Joy

Director at ACT where she heads the ACT For Health portfolio

She works closely with innovators, non-profits and the public sector to accelerate the adoption of private innovations in public health. Prior to ACT, she has about 10 years of experience in investment banking and her most recently held position was as an Executive Director at Goldmans Sachs in the Securities division. Prior to GS, she worked at UBS as a fixed income salesperson in Mumbai and Singapore. Neetha has completed her post-graduation from Indian Institute of Management, Calcutta.

Manu Kapila

Senior Vice President in Corporate Development, CSR & Asset Protection - Fortis Healthcare

He has been in the healthcare industry for two decades plus. By education he is a Mechanical Engineer and MBA (HR). Prior to joining Fortis in 2001, he worked with a NGO in Punjab for 4 years. In addition to this he is active in Sports administration and presently is President of Haryana Fencing Association and also is Executive Member of Fencing Association of India (FAI). The foundation of his career has been based on his various experiences and learnings over the years, which have led him to become the versatile professional that he is today. Over the years, handling various assignments, he has gained expertise in interacting with the Government for policy advocacy and other activities related to business. Today's nature of business necessitates long-term relationships based on collaboration, trust, and respect. Through his professional career, he has closely seen the challenges the organisations face and how they mitigate these challenges, with agility and a proactive approach to the business environment. He has over time, with experience, expanded his abilities around building and managing relationships, effective crisis management, customer care & handling, designing new processes and managing teams & peer relationships to achieve maximum effectiveness.