

**India Medical Device Conference**  
**Day 3: Wednesday, 27<sup>th</sup> April 2022**  
**Dr Ambedkar International Centre, New Delhi**  
***Theme: "Transforming Healthcare through innovation and integrated services"***

DAY 3: 27 <sup>th</sup> April 2022 (Wednesday)	
10:00-11:15	<b>Session 1: Theme Session: "Transforming Healthcare through innovation and integrated services"</b>
11:15-12:00	<b>Session 1B: Precision Healthcare (Knowledge Sharing Session: Case Studies)</b>
10:00-11:15	<p><b>Session Brief:</b></p> <ol style="list-style-type: none"> <li>1. Healthcare moving from experiential to evidence-based care.</li> <li>2. MedTech companies are constantly using innovative measures to manage data lakes, carrying out big data analytics, churning software solutions to improve diagnosis and prognosis for continuous upgradation to be deployed in remote monitoring and tele ICU and <i>Nuclear Medicine</i>.</li> <li>3. Technological advancements like minimal invasive surgeries, transcatheter, wearable technologies, robotics surgery have led to reducing overall cost of care and better treatment outcomes. Similarly, innovation in IVDs has led to a better understanding of genomic sequencing and a shift from open to fully automated closed systems improving the speed of test outcomes and ensuring safety of the users and service providers.</li> </ol> <ol style="list-style-type: none"> <li>1. Digital technology is transforming the future of healthcare delivery as we march towards precision health.</li> <li>2. To adopt to these changes, clinicians/ health care professionals require, diversified skill sets and not just clinical acumen e.g., newer sets of clinical data analytics, understanding full scope software/ hardware and adoption of new surgical techniques. Hence, product innovation to be coupled with integrated services.</li> </ol> <p><b>Key Takeaways:</b></p> <ol style="list-style-type: none"> <li>1. How can technology innovation foster better clinical and patient outcome with optimal resources?</li> <li>2. How prepared we are for the Transformation?</li> <li>3. How can we see more adoption by clinicians?</li> <li>4. How can policy facilitate this transformation?</li> </ol>

	<p><b>Keynote Address:</b></p> <ul style="list-style-type: none"> <li>Mr Amitabh Kant, CEO, NITI Aayog. *</li> </ul> <p><b>Session Chair:</b></p> <ul style="list-style-type: none"> <li>Ms S Aparna, Secretary, Department of Pharmaceuticals Ministry of Chemicals and Fertilizers, Government of India.</li> </ul> <p><b>Session Moderator:</b></p> <ul style="list-style-type: none"> <li>Dr Rana Mehta, Partner and Leader Healthcare, PwC India. ©</li> </ul> <p><b>Government Panellists:</b></p> <ul style="list-style-type: none"> <li>Dr Randeep Guleria, Director, All India Institute of Medical Sciences, New Delhi. *</li> </ul> <p><b>Industry Panellists:</b></p> <ul style="list-style-type: none"> <li>Mr Rishi Suri, Director - Strategy &amp; Business Planning, Tata Medical &amp; Diagnostic Ltd. *</li> <li>Mr Chhitiz Kumar, Co-Chair, FICCI Medical Devices Committee and Business Head - Precision Diagnosis &amp; Connected Care, Philips India Ltd. ©</li> <li>Dr Arun P. Jose, Deputy Director - Centre for Digital Health, Public Health Foundation of India (PHFI). ©</li> <li>Dr Yatin Mehta, Chairman, Medanta Institute of Critical Care and Anaesthesiology. ©</li> <li>Mr Kalyan Sattaru, General Manager, Abbott Diabetes Care, South Asia. ©</li> <li>Mr Ayan Choudhury, VP, Imaging system software, GE Healthcare ©</li> <li>Ms Rashi Garg, General Manager, Cepheid Danaher Corporation. ©</li> </ul>
	<p><b>Session 1B: Precision Healthcare (Knowledge Sharing Session: Case Studies/Patient Stories)</b></p>
	<ul style="list-style-type: none"> <li>Skanray Technologies Limited (Ventilator) ©</li> <li>Poly Medicure Limited (Polymed) (Blood management and COVID care) ©</li> <li>Edwards Lifesciences (India) Pvt Ltd (Cardiovascular &amp; Patient Monitoring) ©</li> </ul>

12:15-13:45	<p><b>Session 2: <i>Establishing Patient-Centered Outcomes of Care for Promoting Value based Procurement</i></b></p> <p><b>Session Brief:</b></p> <p>In Indian healthcare system, both the public and private sector have different models of MedTech procurement. In the public sector, qualification is based on technical specifications and the final decision is based on the lowest commercial quotation. However, procurement in the private health care sector is clearly moving away from traditional lowest price procurement strategies and product buying to quality, integrated services, entire life cycle of the equipment, entire episodic and long-term cost benefit as well as societal benefit. True Value-based procurement, however, remains in its initial stages of practical implementation as the level of understanding differs among stakeholders and health care providers are still struggling with practical implementation hurdles.</p> <p><b>Key Takeaway:</b></p> <ul style="list-style-type: none"> <li>• This session objective is to create a viable model that produces optimal Value-Based Healthcare Results; It would be engaging Physicians, Policy Makers, Patients, Tender and procurement agencies and MedTech players.</li> <li>• How patient affordability can be ensured through TMR and Universal Health while implementing Value Based Procurement.</li> </ul> <p><b>Session Chair:</b></p> <ul style="list-style-type: none"> <li>• Shri. Anurag Jain, Secretary, DPIIT, Government of India *</li> </ul> <p><b>Keynote Address:</b></p> <ul style="list-style-type: none"> <li>• Sh. Vikas Sheel, Additional Secretary &amp; MD (NHM), Ministry of Health and Family Welfare, Government of India *</li> </ul> <p><b>Session Moderator:</b></p> <ul style="list-style-type: none"> <li>• Mr Tushar Sharma, Co-Chair, FICCI Medical Devices Committee &amp; Managing Director-GM Abbott Vascular. ©</li> </ul> <p><b>Government Panellists: *</b></p> <ul style="list-style-type: none"> <li>• Sh. Prashant Kumar Singh, CEO-GeM</li> <li>• Shri Kanwal Preet, Director, Public Procurement Division, Department of Expenditure</li> <li>• Mr. Mahesh Desai, Chairman, EEPIC India</li> </ul>
-------------	---

	<p><b>Industry Panellists:</b></p> <ul style="list-style-type: none"> <li>• Dr Shyam Vasudev Rao, Co-chair, FICCI Medical Device Committee &amp; Founder and Director, Forus Health, Renalyx and Rx DHP ©</li> <li>• Mr Narendra Varde, Managing Director Roche Diagnostics *</li> <li>• Mr Pavan Choudary, CEO &amp; Managing Director, Vygon India Pvt. Ltd. ©</li> <li>• Meenakshi Nevatia, Managing Director – Stryker India Pvt. Ltd. ©</li> <li>• Mr Sanjay Bhutani, Managing Director – India &amp; SAARC, Bausch &amp; Lomb India Private Limited. ©</li> </ul>
14:30-1600	<b>Session 3: Manufacturing, Demand &amp; Global Supply chain of Medical Devices</b>
	<p><b>Session Brief:</b></p> <ul style="list-style-type: none"> <li>• Opportunities in the medical devices sector are immense, but to be able to position itself strongly in the post-pandemic world, India needs to continue its efforts to create an encouraging environment for domestic manufacturing of medical devices.</li> <li>• Presently, per capita usage of Medical Device is 7.8 USD compared to global average of approx. 60 USD.</li> <li>• Enhancing Health insurance coverage as per National Health Policy 2017, developing healthcare infrastructure as per National Infrastructure Pipeline 2020, Ayushman Bharat aspiration of creating 150000 primary healthcare/diagnostic center can significantly increase demand.</li> <li>• It will be vital for India to re-strategize a long-term roadmap to promote this industry. The first focus should be on enhancing competency of the sector through skilling, upskilling and reskilling, in alignment with the medical and technological advancements. The second target should be expanding access and opportunities through collaborative policy support for both demand and supply side of the medical devices industry.</li> <li>• The thrust of Government revolves around an attempt to make India Self Reliant and an export hub in the future. However, the medical device industry is at a nascent stage to be scaled up as a global exporter. Medical Device landscape is complex, the need of the hour is to attract more investments in the form of R&amp;D and scientific manufacturing in the country. Upcoming Medical Device Parks in UP, MP, Tamil Nadu and Himachal Pradesh.</li> <li>• Need of a Resilient supply chain.</li> <li>• Creation of Conducive Environment for manufacturing (Ease of Doing Business with favourable &amp; predictable manufacturing policies).</li> <li>• Enhancing the tertiary healthcare infrastructure in metros and tier 1 cities and development of new primary healthcare infrastructure in Tier 2 &amp; Tier 3 cities, supported by circulatory economy.</li> <li>• Need Policy facilitating private participation to provide an impetus in strengthening the overall healthcare infrastructure and accessibility to healthcare service which will create demand.</li> <li>• As per the Union Budget 2022, the Circular Economy transition is expected to help in productivity enhancement as well as creating large opportunities for new businesses and jobs. The action plans for ten sectors including electronic waste, are ready. Need</li> </ul>

to explore the scope of Circular Economy for medical electronics to meet the demands of the tier 2 and tier 3 cities.

**Key Takeaways:**

- Demand Management: How to increase per-capita Expenditure on Medical Devices.
- Industry's suggestions and view for making India as manufacturing hub for quality Medical Devices.
- Policy Support to boost acceptability of Indian Medical Devices in Global market.
- Investment opportunities in MedTech.
- How integrated Medical Device Park help manufacturing end to end Medical Devices inclusive of ancillary equipments and testing labs.
- As per aspiration of Union Budget 2022, can a regulated circulatory mechanism meet the aspirations of tier 2 and tier 3 cities.

**Session Chair:**

- Ms S Aparna, Secretary, Department of Pharmaceuticals Ministry of Chemicals and Fertilizers, Government of India. ©

**Session Moderator:**

- Mr Sandeep Makkar, Co-chair, FICCI Medical Devices Committee and Managing Director, Johnson & Johnson Medical India. ©

**Government Panellists: \***

- Shri Vikas Sheel, Additional Secretary & MD (NHM), Ministry of Health and Family Welfare, Government of India
- Dr. V G Somani, Drug Controller of India, CDSCO
- Shri Santosh Kumar Sarangi, Director General, DGFT
- Principal Secretaries Industry (Madhya Pradesh/Tamil Nadu/Andhra Pradesh/ Gujarat/ Maharashtra/ Telangana)

**Industry Panellists:**

- Mr Vishwaprasad Alva, Chair, FICCI Medical Devices Committee and Managing Director, Skanray Technologies. ©
- Mr Himanshu Baid, Managing Director, Poly Medicure Ltd. ©
- Mr Rajiv Nath, Managing Director, Hindustan Syringes & Medical Devices Ltd. ©
- Mr Indranil Mukherjee, Managing Director, B Braun Medical (India) Pvt. Ltd. ©
- Mr Pavan Kumar Mocherla, Managing Director, Becton Dickinson & Co. ©
- Mr Sashi Kumar V, Managing Director, Phoenix Medical Systems (P) Ltd. ©
- Mr Peeyush Kaushik - Business Leader - Global Mobile Surgery and Head of Healthcare Innovation Center, Philips India Ltd. ©

16:15-17:30	Session 4: R&D and Innovation in MedTech
	<p><b>Session Brief:</b></p> <p>The MedTech ecosystem is witnessing a paradigm shift and achieving rapid advances in technology that can be experienced both in incremental and disruptive ways. Some of these breakthrough technologies are focusing on augmenting features to make a product more useful while others are evolving completely new ways to meet the challenges in the emerging MedTech sector.</p> <p>With the increasing cost of health care, more focus on value-based products and better access to newer offerings, it is imperative that the MedTech industry also equips itself with technology and digitization. Undoubtedly, these transformations are creating newer and better opportunities for innovation in the MedTech industry but also creating bigger challenges for the times to come.</p> <p>In such a scenario, incentivizing investment in research and development (R&amp;D) becomes imperative for developing capabilities for the future. This emphasizes the need for non-traditional partners to help the industry drive their innovation agendas and opens the door for adopting hybrid operating models along with creating Centre's of Excellence.</p> <p>In recent times we have observed a plethora of Unicorns emerging as innovators to create improved solutions. Centers of Excellence, Start-up accelerators programs, Start-up innovators program, innovate in India, new innovation and R&amp;D policy are all significant steps in this direction that offers the MedTech industry with the rare opportunity to make India emerge as the hub of innovations in future.</p> <p><b>Key Takeaways:</b></p> <ul style="list-style-type: none"> <li>• How can the incubators/start-ups and unicorns take advantage of the emerging opportunities in the R&amp;D and innovation sector?</li> <li>• Are these Incubators/ Accelerators well- equipped to meet the emerging challenges in the MedTech sector?</li> <li>• What steps are currently being taken and what more needs to be done?</li> <li>• What role can the industry/policy makers/ academia play together?</li> </ul> <p><b>Keynote Address:</b></p> <ul style="list-style-type: none"> <li>• Dr Vijay K Raghavan, Principal Scientific Advisor, Government of India *</li> </ul> <p><b>Session Chair:</b></p> <ul style="list-style-type: none"> <li>• Dr Balram Bhargava, Director General-ICMR, Government of India *</li> </ul>

**Session Moderator:**

- Dr Jitendra Sharma, Managing Director & CEO, Andhra Pradesh MedTech Zone Limited (AMTZ) ©

**Government Panellists: \***

- Shri Kamlesh Kumar Pant, Chairman, NPPA
- Dr N Yuvaraj, Joint Secretary, Department of Pharmaceuticals Ministry of Chemicals and Fertilizers, Government of India.
- Shri Amitesh K. Sinha, Joint Secretary, Ministry of Electronics and Information Technology.
- Dr Alka Sharma, Sr Advisor and Managing Director, BIRAC.
- Dr Ravi Kant Sharma, Deputy Drugs Controller (India) at Ministry of Health & Family Welfare, Government of India.\*

**Panellists:**

- Dr. S K Guha, Honorary Professor, IIT Delhi. \*
- Dr. Santosh Kumar Misra, Assistant Professor, Biological Sciences & Bioengineering Department, IIT Kanpur ©
- Some Indian Startups success stories to be included.

From Indian Institute of Technology (IIT), Kanpur:

- Mr Nikhil Kurele, CEO and Founder, Noccarc Robotics.
- Mr Nishant Agrawal, CEO and founder, LifeNLimb.

From Indian Institute of Science (IISc), Bangalore:

- AI Health Highway – Founder Dr. (Maj) Satish.
- Shanmukha Innovations – Founder: Arun B