

COVER

STORY Medgate today

Medgate
today MagazineINDIA'S TOP
MEDICAL
EQUIPMENT
COMPANY

India's Fastest Growing Medical Equipment Company



Gaurav Agarwal

CEO & Director,
Innovation Imaging
Technologies Pvt. Ltd (IITPL)

Mr. Gaurav Agarwal is a Seasoned Entrepreneur who has a passion for bringing Cutting-edge technologies to India. He co-founded Innvolution in 2010 and has been instrumental in making Innvolution one of the fastest growing MedTech companies in the country.

Before venturing into his entrepreneurial journey, he has worked with some of the biggest names in Biomedical technology industry like Boston Scientific, Abbott Vascular and 3M in various leadership roles.

He has done his B.Tech. in Biomedical Engineering from Manipal Institute of Technology and has an executive MBA from IIM Kozhikode.

With innovation as a core strength, his vision is to provide for Cardiac healthcare in remote, rural, tier-II and tier-III cities to minimize over 2 million deaths caused by Cardiac causes in the country. Mr. Gaurav Agarwal is working towards making Cardiac Care more accessible for a wider segment of the Indian Society.



About IITPL:

Founded in year 2015, Innovation Imaging Technologies Pvt. Ltd (IITPL) is India's Fastest Growing and most awarded Medical Equipment Company. Promoters of the company have combined experience of over 200 years in MedTech industry, having Held Leadership roles in Philips, Abbott and J&J.

IITPL has Won many prestigious National and International awards for the revolutionary Cath Lab "PINNACLE"

Mr. Gaurav Agarwal is the Co-Founder and Managing Director of Innovation

Imaging Technologies Pvt. Ltd. (IITPL), an Innvolution JV Company. Innvolution currently employs over 200 people, has two world class manufacturing facilities one each in Faridabad and Bengaluru with manufacturing capabilities spanning in Drug eluting Stents, Catheters, Coronary guide wires, Dental Implants and medical X-ray imaging equipment including Cath Labs and has a group turnover in excess of 150 crores.

IITPL has their R&D facilities in Pune and Cath Lab manufacturing setup in Electronic City, Bengaluru.

Promoters

IITPL is backed by US based VJ Imaging technologies Pvt. Ltd. (VJT) led by Mr. Vijay Alreja, Alpha X-Ray Technologies (I) Pvt. Ltd founded by Mr. Vikram Mordani and Mr. Naresh Alreja and Innvolution Healthcare Pvt. Ltd. (IHPL), Co-founded by Mr. Gaurav Agarwal, Mr. Ashvini Suthar, Mr. Atul Sharma and Mr. Sachin Garg, who worked with large MNCs before quitting their lucrative jobs.

VJT: Based in New York, VJT is one of the global Leaders in Non-destructive testing, X-ray Source and Nuclear testing. They have Clients ranging from Tesla, BMW and Boeing.

Ex-Alpha Group: Built the first Cath Lab out of Japan in Asia in the year 2003 and the first DSA in 2001. They were eventually merged into Philips, Netherlands and went on to build the segment Internationally.

Innvolution: One of India's Fastest Growing Medical Device Companies with Promoters Having Held Leadership roles in Abbott, J&J.

Since IITPL is a manufacturer of Cath labs, please let us know about unique features and latest advances in Cath lab?

Pinnacle – The Cath Lab

Pinnacle is the catheterization laboratory manufactured by IITPL. Its technology is developed indigenously and brings many first-in-industry innovations such as:

- ✓ High Definition Flat Panel Detector Technology (1344x1344 resolution against industry standard of 1024x1024)
- ✓ “Optimized Radiation”, using a 65 kw X Ray Generator against conventional 80 kw or 100 kw thereby reducing harmful effects of radiation
- ✓ Uses medical grade “Tablet” as the “Controller” of the Cath lab
- ✓ First Cath lab in the segment to use a single large 55-inch, high definition monitor display
- ✓ Entire IP rests in the company, and the mechanical design, electrical integration and software is all in-

house, making it a unique R&D company in medical equipment space

- ✓ Started a dedicated R&D center in Pune in June 2018.

Awards and Recognitions

- ✓ WBR Award in December 2017 for “Most Innovative Medical Equipment”
- ✓ Times Now Award in January 2018 for being an “Outperformer”
- ✓ International Red Dot Design Award in July 2018 in Germany for “Design Excellence” (for the Cath lab). The Red Dot Award is considered the OSCARS for Industrial Design worldwide. Considered one of the best design awards globally and awarded to products with best in class industrial design concept.
- ✓ CII Design Excellence Award in November 2018 for “Design Excellence in Health and Personal Care”
- ✓ India Design Mark in March 2019 by India Design Council (Ministry of Commerce and Industry, Government of India) (for the Cath lab)
- ✓ Top Ten Fastest Growing Med Tech companies in India
- ✓ National Innovation Award by Ministry of Science to be given by the

President of India in August 2019 (for the Cath lab)

Please let us know about market share of IITPL in Cath lab sector & tell us about some happy customers of IITPL?

Market Share:

- ✓ In a short span of 1 year (2018) secured close to 15 % of market share in Indian Cath Lab Market
- ✓ Out of 175 Cath Lab sold in year 2018, IITPL finished the year with 25 machines.

What are the upcoming projects of IITPL?

Launch of new products in future

- ✓ 3rd Generation high end Cath Lab under Development – Prototype to be unveiled in Dec'19
- ✓ High end C Arm Systems
- ✓ Digital X-Ray System

Happy Customers

- ✓ Ashwini Hospital, Akluj
- ✓ Yashwantrao Chavan Memorial Hospital, Pune
- ✓ New life Heartcare, Latur
- ✓ Alpine Hospital (Jara Hospitals Pvt. Ltd.), Mumbai

