BioSpectrum
the business of Bi
24 years of leveraging the business of Bio
www.biospectrumindia.co

#startupoftheday 4- UnivLabs Technologies Pvt Ltd

06 September 2021 | Features

Designing and manufacturing medical technologies indigenously

UnivLabs
Care for all

Inception- 2015

Location- Gurugram

Segment/ Domain- Medtech (Endoscopy)

Founder- Sunil Singh

Total team strength- 30+ (70 % in R&D; 20% in manufacturing; 10 % in sales)

Total funds raised- Rs 6 Cr

Investors/Mentors- Department of Biotechnology (DBT) grant, debt fund from banks, individual patrons

Revenue generated since inception- Rs 7 Cr

Key Highlights-

- Developed world's first Cloud Connected 4K Endoscope Tower
- 11 applied patents in total with 2 granted
- Products installed in more than 2000 hospitals in India and abroad
- Received patent for world's smallest syringe-based Insulin Patch Pump
- To install 5000 4K endoscope towers in the next 3 years in India
- To set up a facility in US to anchor Urology products manufacturing
- To make R&D facility operational in Lille (France) by end of 2021
- Targeting to generate more than Rs 2500 Cr by 2026

Founder Speaks-

"India's central government and state governments have an important role to play in the growth of MedTech in India. While there is a lot being done in the direction, we'd like to suggest a few more steps. They must provide appropriate regulatory framework in line with international standards and support industries to qualify for that. GOI agencies must also diligently check and identify spuriously imported products that erode the effort put in by medical devices companies following strict quality guidelines. The government must also make government procurement more supportive of local products and less supportive of imported devices. There is also a need to enforce guideline for hospitals for medical device procurement so that quality is rewarded across the value chain."

- **Sunil Singh, Founder, UnivLabs Technologies, Gurugram**