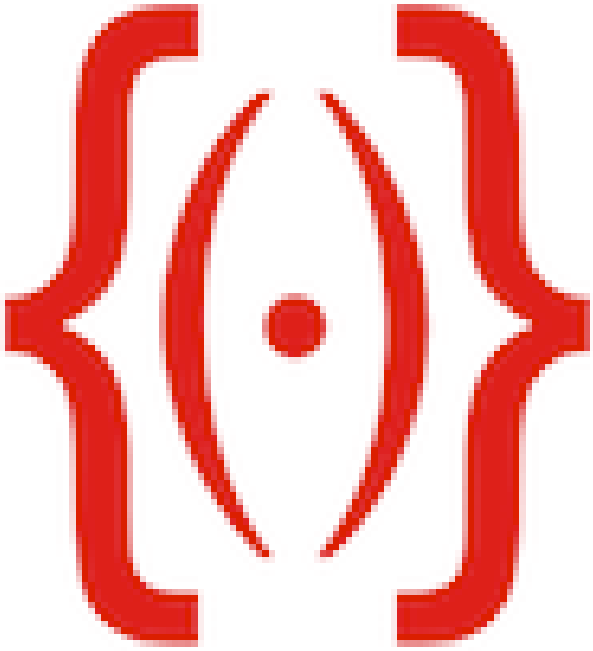
BioSpectrum
the business of Bi
24 years of leveraging the business of Bio
www.biospectrumindia.co

#startupoftheday 171- SigTuple Technologies Pvt Ltd

01 August 2022 | Features

Revolutionizing pathology through robotics and advanced AI



Inception- 2015

Location- Bengaluru

Domain- Diagnostics

Founders- **Dr Tathagato Rai Dastidar, Rohit Kumar Pandey and Apurv Anand**

Total team strength- 70

Total funds raised- Rs 323 crore

Investors- Sachin Bansal, Binny Bansal, Accel, Chiratae, Endiya, Pi, Axilor, Venture Highway, Trusted Insights.

Revenue generated since inception- NA

Key highlights-

- Combines the power of artificial intelligence (AI), robotics, microfluidics and cloud computing to create smart diagnostic solutions which make quality healthcare delivery affordable and accessible
- The USP of SigTuple is automating manual microscopy using robotics and AI and creating automated digital microscopy in India and worldwide for quicker diagnosis
- Partnered with HealthCare Global Enterprises to deploy Sigtuple's AI100 making HCG the first hospital chain to equip the Hematopathology labs across its network with AI-powered screening solutions for cancer detection and disease management
- 19 granted patents in the USA and India, one of the most robust IP portfolios among Indian startups (if not *the most* robust)
- Filed first application in early 2016, and the first patent was granted in 2019. The patents span across data science, microfluidics, optics and microscopy, etc.
- 31 publications in reputed journals and conferences, on topics ranging from data science, optics to medical studies
- Have the regulatory certifications to enter multiple markets all over the world, including Europe, Southeast Asia, Middle East and Africa. Both our AI products are CE certified
- In the process of filing for USFDA certification for our blood product (Shonit)
- The company is ISO 13485 certified

- Got numerous awards in the AI and innovation category, including: RAISE 2020 (government of India) in the AI healthcare category; ET Innovation Award in 2018; NVIDIA Inception top 5 global startups in AI in 2017

Founder speaks-

"We are targeting an annual revenue of $40M–$50M within the next 5 years, with a 70%+ gross margin, and ~35% operating margin. We are targeting 5000+ installations across the world in the next 5 years. We want to remain focused on our primary goal – automating manual microscopy. That said, we will create new products along multiple lines: Supporting multiple more tests through the AI100 hardware, like histopathology, microbiology, pap smears, etc.; Bringing in more automation to the hardware to make it appealing to the very large labs segment, which require very high throughput; Targeting the clinics, PHCs, etc. with a point of care device for blood and urine testing. This will significantly expand the market beyond traditional clinical laboratories and take us to scenarios and places where no critical disease screening is not possible today.

There is an overall lack of deep tech ecosystem in India. This needs to change if India has to emerge as a deep tech hub too, in addition to being a consumer tech superpower."

- **Dr Tathagato Rai Dastidar, Founder & CEO, SigTuple, Bengaluru**