

Medical Technologist

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BD India manufactures a broad range of medical supplies, devices, laboratory equipment and diagnostic products used by healthcare institutions, life science researchers, clinical laboratories, industry and the general public.

CEO: Ram Sharma
Revenue: Rs 133 crore
Start-up Year: 1994-1995
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US-based Becton, Dickinson and Company (BD) is engaged principally in the manufacture and sale of a broad range of medical supplies, devices, laboratory equipment and diagnostic products used by healthcare institutions, life science researchers, clinical laboratories, industry and the general public. It operates in India through a wholly-owned subsidiary, BD India.

BD India registered a total biotech income of about Rs 133 crore as compared to Rs 113 crore in FY 05-06. The total turnover also increased to Rs 262 crore in FY 06-07 from Rs 218 crore in FY05-06. BD India's procytometer, a new device for the dynamic stem cell research market, has been one of the best selling products this year. Twelve institutes have purchased the instrument including Rajiv Gandhi Center for Biotechnology, Trivandrum, National Center for Cell sciences, Pune, CMC Vellore and LV Prasad Eye Institute to name a few. Customised flow cytometer is also something that is unique to BD.

BD takes the role of an educator whether in the field of science, research and clinical services. The entire AIDS monitoring in India is done on BD systems. BD also does a lot of work on TB on the culture side and is collaborating with a lot of government institutions towards this end. The company has been registering a 30-35 percent growth in this segment per year and sees a lot of potential in the area.

Its blood collection system, called the vacutaner is used by NACO and CROs and minimizes the incidence of blood borne pathogens in both the patient and the paramedics. It has been a BD domain worldwide. In an effort to educate, BD has also set up a training center with an investment of Rs 2 crore for procytometer analysis and a one-year program along the same lines in its Gurgaon premises.

The biosciences and pharmaceutical systems have been the major growth drivers. The drug delivery division mainly consists of prefilled devices and has almost doubled in terms of its growth. BD Hypak has been the major revenue grosser, with Monovial and Preventis in the pipeline to be released commercially.