

Cutting Edge Medical Devices Pvt. Ltd

SCINTIGLO

A portable device for early detection of kidney diseases and High-risk pregnancies.



Business Summary

CEMD is a Med-Tech startup Company from India, working to democratize healthcare by developing accurate, affordable and smart healthcare devices and using AI based deep-tech for predictive healthcare. The first product in the line is SCINTIGLO

Customer Problem - In India

- More than 340 million people in India with Diabetes & Hypertension and other conditions are vulnerable to kidney damage.
- Presently the early kidney damage is missed more often
- More than 50000 women every year die because of complications in pregnancy
- All this because of inadequate diagnostic solutions available

Our Solution

- **SCINTIGLO** A portable device for early detection of kidney diseases & High-risk pregnancies by a non-invasive urine sample.
- It Generates 'Clean healthcare data' for our 'Cloud based' AI applications for predictive healthcare.

Target market

- We have a B2B business model.
- Target to acquire 5% of the 1 Million Doctors' Clinics/ diagnostic pathology labs in next 5 years.
- Have presence in around 1% of the 200,000 Public Healthcare centres in the next 5 years
- Perform around 10 million tests in next 3 years

Competitors

- Semi-quantitative dipsticks (high chances of errors and storage issues)
- Auto-analysers (very costly to own, operate and maintain. High cost/test, long Turn-Around-Time)

Competitive Advantage

The device is very fast, portable, affordable and very accurate in giving quantitative results of even very small quantities of proteins in urine, at a fraction of the prevailing costs and in a matter of just 2-3 seconds.

Customers & Partners

- Pathology labs/small hospitals and nursing homes.
- Clinicians' offices
- Public healthcare centres
- Digital Healthcare companies

Revenue Model

1. Conventional sales of the device and continuous sales of consumables
2. Device as a Service – Pay per Test (We already have around 38 installations post lockdown till 4th Nov 2020)
3. 5 more 'Point of care' devices being developed
4. AI enabled Predictive healthcare services.
5. Hyper-targeted advertising to customers through the phone apps.
6. Data – High-quality, clean, hyper-local relevant data.
7. Utilising this technology into PET HEALTHCARE Market in UK & INDIA as NO similar solution available till date

Exit Strategy

Acquisition by larger players in the same sector

Financials

	Year 1	Year 2	Year 3
Units installed	250 units	2000 units	5000 units
Revenue	250,000 USD	3.6M USD	12M USD

Management

Founder: Dr. Pankaj Parashar
Co-Founde: Mr. Rishi Sharma
Director: Dr. Ankita Parashar

Achievements

- Royal Academy of Engineering London- LIF Advance fellowship
- 04 Grants from Government of India.
- 18 awards - National & International
- Around USD 300,000 raised

General information:

SECTOR: Medical Technology- Diagnostics & Artificial Intelligence based Predictive healthcare
Stage: Early revenue
Year Established: 2014
Number of staff: 12

Country of origin



India



Contact

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