

ANNUAL
EDITION

TRIVITRON
HEALTHCARE
speaking your language

SMILES

2019

**CUTTING EDGE
INNOVATION**

Driven by

CUSTOMER OBSESSION

07 TRIVITRON HEALTHCARE AFRICA,
JV BETWEEN TRIVITRON GROUP
& IFHA

69 TRIVITRON BOME
SCREENS EVERY BABY
BORN IN TURKEY

91 AWARD - INNOVATIVE BUSINESS
MODEL - MEDICAL TECHNOLOGY

A Very Happy, Healthy & Prosperous New Year 2019

Dear Customers & Associates,

Your belief in Brand Trivitron has given us confidence to dream Big! TRIVITRON is because of YOU! I thank you for your consistent support and Wish all of you a very Happy New Year.

Year 2018 was another remarkable year for us in all aspects of organic growth for all our business verticals. This year was also instrumental in expansion of our product basket and we remained focused on developing, emerging and developed markets. Our continuous investments in R&D remained our top priority and we will continue to bring latest, greatest and newest technologies in the market. Launch of Customer Obsession Program has helped us to move closer to our customers who remain the focus of everything we do. Belief and Positivity among Trivitronians and our associates has made Year 2018 one of the most productive and satisfying year so far. I am happy to share few highlights of year 2018 with you:



Dr. GSK Velu
Chairman & Managing Director
Trivitron Group of Companies

- Successful launch of Trivitron Healthcare Africa, a joint venture between Trivitron Healthcare Group and Investment Funds for Health in Africa (IFHA) which aims to impact lives of people by making advanced medical technologies accessible and affordable in Africa.
- Kiran, Radiology Brand of Trivitron, Launching new range of X-Ray & C-Arm Products with upcoming launch of our own manufactured Digital C-Arm, Digital X-Ray and Digital Mammography.

**9 MANUFACTURING
& R&D FACILITIES**

**100+ YEARS OF COMBINED
MANUFACTURING EXPERIENCE**

**EMPOWERED EMPLOYEES
FROM 20 NATIONALITIES**

PRESENCE IN 180 COUNTRIES

- Entry in Dental RPA segment in USA was significant market share gain.
- Labsystems Finland, launching six new products in their Newborn Screening Portfolio, making us a comprehensive solution provider in NBS segment; capturing big market shares and successes in NBS product segment in many countries including India, Turkey, Peru & Brazil.
- India IVD segment grow more than 50% compared to previous year.

As we move into Year 2019, we will focus on few unfinished tasks and we will also start strategizing our action plan for achieving our Vision of becoming “World's No 1 Radiation Protection company and one of the two world leader in Newborn Screening segment”. In addition to enhancement of our product offerings, we plan to fast track our growth through few more inorganic acquisitions and JV's in Europe, China and USA. We will become more agile & active, we will adapt new ways of working using all the modern business methods available including Artificial Intelligence, will also become more active and innovative in digital media and we will be constantly improving & innovating our products & services in our focus segments and markets.

We are humbled by what we have achieved over past 21 years and a big thanks to each one of you. The fact that we have almost nil attrition in our customer base makes me proud of my team and my associates. I am sure with all of us together the coming years will make us one of the Best HealthcareTechnology Providers Globally.

Wishing you and your family a Happy, Healthy and Prosperous New Year 2019.

Best Wishes,
Dr. GSK Velu





Ms. Chandra Ganjoo,
Executive Director &
Group CPO

Customer obsession as an ideology has become the core of our existence. Every Trivitronian across the Globe has committed themselves to this philosophy and it has become their everyday job to improve customer experience in their own special way. I am honoured to have a dream team who is committed and believe in the power of oneness. I am proud to have them with us and every success of our organisation is dedicated to every Trivitronian and also to all our associates who have been supporting us tirelessly.

I wish a very Happy and a Healthy New Year to All of You.



Mr. Partha Sarthi De,
Executive Director &
Group CFO

Financial Year 2018-19 is a year of growth and productivity enhancement for Trivitron Group. We are expanding our business presence in many new markets, thus giving us a path for exponential growth. Trivitron's Brand reputation is our most treasured asset and the foundation on which we have been working. We have laid the huge technology infrastructural foundation and automation, to deliver best-in-class experience to our customers. Healthcare industry needs a lot of care, and our business processes ensure the ease and care for our customers. I highly appreciate the efforts put by all the members of Trivitron family, to deliver "World Class" products. I am confident that we will win as a team for this year and also years to come.



Mr. Perianayagam P,
Group COO

We live in an interconnected world in which effective partnerships have never been more important. And that's exactly what Trivitron will continue to focus on – facilitating exchanges as well as promoting direct co-operation between various international businesses. This focus has – without doubt – spurred the impressive success of our organization. We, at Trivitron are devoted to provide best in class healthcare solutions to our customers and partners. All our business verticals strictly adhere to our business value of providing customer satisfaction, business compliances and delivering highest lifecycle value.

We have our aim set on consistent long-term growth.

SMILES 2019

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CORPORATE DESK - NEWS & EVENTS

Estonian Minister met TN CM, discussed trade ties along with Dr. GSK Velu Honorary Consul of Republic of Estonia

Republic of Estonia, Minister of Entrepreneurship and Information Technology, Ms. Urve Palo called on Tamil Nadu Chief Minister K Palaniswami, Minister for Information and Technology M Manikandan and senior government officials at the Secretariat and discussed "strengthening of bilateral ties between Tamil Nadu and Estonia". Senior officials from Estonia including the Ambassador of Estonia to India, Riho Kruuv were also present. Later, the Minister and her delegates met industrialists and members of CII to discuss bilateral cooperation in Information and Communication Technology sectors, Cyber security, e-Governance and Smart Cities". Trivitron Group of Companies, Chairman and Managing Director, G S K Velu was appointed Honorary Consul of the Republic of Estonia in Chennai.



Shri Edappadi K Palaniswami inaugurates special amenities at ICH

Chief Minister Edappadi K. Palaniswami launched a newborn screening facility on the occasion of Children's day at the Institute of Child Health and Hospital for Children Egmore on Wednesday. As part of the newborn screening initiative, around 500 newborn screening tests can be performed at the lab in a day. Around 77,000 newborns were screened in Vellore district in the first year as a pilot study for this program and the number of newborns to be screened at the lab will be increased as per government instructions.



Finland Ambassador met Dr. Velu and Senior Management of Trivitron

A memorable meeting and interaction with her Excellency Vani Rao, Ambassador of India in Finland. Amazed to see her enthusiasm in promoting Indo-Finnish collaboration. Indian entrepreneurs can gain immensely by working with the embassy to access Finnish technology and startups.



Portable life sciences Industry could bolster home healthcare in India

Developing portable health products could deliver quality solutions to the existing challenges in the healthcare industry and offer affordable healthcare services to the customers. These innovations are primarily targeted at healthy aging populations, on par with the changing needs of care.

Trivitron's Kiran launches complete portfolio in Imaging & Radiology

Kiran Medical Systems, the radiology division of Trivitron Healthcare has launched a complete portfolio of Advanced Digital X-Ray Systems, DSA C-Arm, Modular Smart OT Solutions and Satin Touch Radiation Protection Products at Traumacon 2018, Mumbai. The radiation protection portfolio of Kiran now features the antimicrobial Satin Touch fabric with the choice of 3 core materials - Leadlite, Ultralite and Zerolead.



Trivitron Healthcare Developing Affordable Medical Technology

To ensure access and affordability of a better healthcare for all, the Government should provide free healthcare services to BPL people. The lower, middle and rich class people should be covered by insurance, says Dr. G S K Velu, Chairman and Managing Director, Trivitron Healthcare, in conversation with Dipen Pradhan of Elets News Network (ENN).

Trivitron's Labsystems Diagnostics launches high quality products in newborn screening panel

Trivitron's Labsystems Diagnostics Oy, a leading brand that develops and manufactures high-quality diagnostic tests for clinical laboratories and physicians, has now expanded its portfolio on advancing newborn screening (NBS) by launching six new high-quality NBS products at ISNS 2018, Slovakia (from October 14 to October 17, 2018). With this introduction, the brand continues its journey to become the world's leading service provider in the field of Newborn Screening.



An Expanding Healthcare Landscape

A rising demand for cost-effective quality healthcare services, the emergence of telemedicine, penetration of health insurance companies, mergers and acquisition along with various Government schemes have become the driving force behind the growth of Healthcare Industry, explore Dipen Pradhan and Rajbala of Elets News Network (ENN).



Needed: Strengthen Indian Businesses

Over the past few years, a persistent buzz has intensified among Indian corporations. The Union government seems to be projecting the country as a great destination for foreign investors. There's a lot of talk about FDI (foreign direct investment), and several initiatives have been floated to facilitate overseas investments in our economy.

ARAB HEALTH, DUBAI

The Arab Health 2018 was the largest gathering of healthcare professionals which was held in between 28th Jan to 31st Jan at Dubai, UAE. We displayed our C-Arm Machine, Ultysis DR, Radiation Protection Apparels and Ultrasound Machine at the event. We also announced about our new Joint Venture with IFHA for distributing our products in the African region "Trivitron Healthcare Africa". Over 300 international delegates have visited the Trivitron Booth and experienced our range of products.



Trivitron Healthcare Africa, JV between Trivitron Group & IFHA

Domestic medical technology company, Trivitron Healthcare is joining hands with private equity firm, Investment Funds for Health in Africa (IFHA) to float a joint venture focused on the African continent. The PE firm supported by key investors like International Finance Corporation manages two funds with \$200 million invested in healthcare, along with Trivitron, will form a 50:50 venture, Trivitron Healthcare Africa BV (THA).



Self-Care in Hemodialysis - Health Files by Dr.GSK Velu | ET HealthWorld

Increased incidences of diabetes, obesity, and hypertension have led to an increase in kidney related disorders. When of the chronic type, renal or kidney diseases often need an organ transplant. In the absence of sufficient number of donors, and due to the lack of suitability, many patients opt for dialysis care to prolong life and lead normal lives. Between hemodialysis that uses a filtering hemodialyzer machine, and peritoneal dialysis that works by diffusion, the former is more commonly adopted by patients with chronic kidney diseases.



MEDLAB, DUBAI

Medlab 2018 is an event which was held in between 5th Feb 2018 to 8th Feb 2018 at Dubai, UAE. Trivitron Healthcare has taken part in the event and has showcased In-Vitro Diagnostics range of products Nanolab 700, Elite Electrolyte Analyzer and Cellenium 3 part Hematology, Baebies Seeker. Over 250 international delegates visited the Trivitron booth and experienced our products.



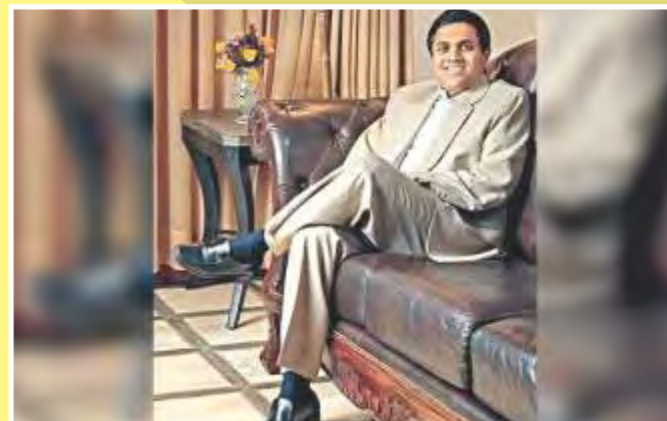
India medical firm lists Kenya in Sh1bn Africa expansion plan

An Indian medical equipment firm plans to expand into Kenya and three other African countries in a Sh1 billion project that is partly financed by the International Finance Corporation (IFC).



Dr. GSK Velu at Vannangal DISCON 2018

Dr. GSK Velu was invited at Vannangal DISCON 2018 as a key note speaker. He spoke about his three decades journey in the healthcare industry and highlighted many other industry updates at the event. India is one of the fastest developing countries in the world that has significantly progressed across all sectors, particularly in the healthcare industry. The growth of the healthcare sector is forecasted to be on a surge due to higher demand among patients, increasing medical experts in the country, infrastructure advancements, therapeutic and technology developments and affordability for international medical tourists.



Trivitron banks on global markets for healthy growth

Trivitron Healthcare, a medical devices company that has entered its 20th year, is betting big on international operations. And it has good reason too – half of the company's \$100 Million revenue and nearly two-thirds of its profits come from key global markets like the Middle East and Africa.

Thoughts on boosting healthcare

Medical technology companies are extensively investing in technological innovation to enhance low cost digital and device solutions.



The healthcare industry is placing AI to undertake the task of diagnosing patients more quickly and efficiently - Dr. Velu

The 21st century has witnessed many disruptive medical marvels due to the influx of new technologies which has enabled the healthcare sector to emerge as the sunshine sector globally. Artificial Intelligence has played a significant role in the healthcare sector and contributed towards multiple medical practices. From utilizing AI based systems for routine clinical situations to receiving intelligent decision support for interpreting diagnosis, Artificial Intelligence (AI) has evolved to provide real time medical solutions for health related problems.

Triviron Healthcare setting up new facilities across India

Dr. GSK Velu, CMD, Triviron Healthcare Group, told Telangana Today, "We will be adding two more manufacturing facilities, one in Chennai to make operation room equipment with an investment of Rs. 15 crore".



Dr. G S K Velu, Chairman & Managing Director of Triviron Group in Peasum Thalaimai

Dr. G S K Velu, Chairman & Managing Director of Triviron Group speaks in Peasum Thalaimai News 7 Tamil TV show.

Data Analytics is transforming the healthcare matrix: Dr. GSK Velu, Triviron Healthcare

Data analytics is playing a key role in the progress of healthcare practices and research. It is extensively supporting the current healthcare structures in accumulating, managing, analyzing, and assimilating a huge quantum of unequal and unorganized data. Data analytics has swiftly grown as a field and has recently been implemented to support the process of care delivery, diagnosis, and disease assessment. The trend of rapid digitization has stemmed through the evolution of healthcare and enhanced the potential for quality healthcare delivery at a reduced cost. Digitization of data has expanded the range of medical and healthcare functions extensively.



GSK Velu-backed dental labs chain Leixir

Dental labs firm Leixir Resources Pvt. Ltd, which is backed by serial healthcare entrepreneur GSK Velu through his private equity fund Stakeboat Capital as well as his family office, has hired an investment bank as it looks to raise fresh capital, VC Circle.

30 Years in Healthcare in India & Counting, This Veteran Bats for Academia - Industry Alliance

The health care needs of a developing country like India are immense. Does India have enough number of diagnostic centres? Or does it have enough number of startups working on making healthcare accessible? Entrepreneur India caught up with industry veteran Dr. GSK Velu to know more about what the future of healthcare looks like in the country.



Global investors' interest in 'Make in India' initiative to spur job avenues and revenue growth: Dr. GSK Velu

Global investors are working out strategies to maximize the Union government's Make in India initiative. The move would accelerate job openings and revenue generation, said Dr. GSK Velu, chairman and managing director, Triviron Healthcare.



Triviron Healthcare eyes Rs. 750 crore revenue in FY19

Domestic medical devices maker Triviron Healthcare is looking to clock revenue of around Rs. 750 crore in the current fiscal year, as it mulls inorganic growth in key focus areas, a top company official has said.



Consolidation is the way forward for healthcare: Dr. Velu at VCCircle Summit

New government policies such as health insurance scheme Ayushman Bharat, regulatory changes, and thinning margins may trigger greater consolidation among hospitals and firms running preventive healthcare businesses, said panellists at News Corp VCCircle's Healthcare Investment Summit 2018 on Tuesday.



Ensure use of domestic devices in healthcare

The Medical Technology Association of India (MTAI) states that more than 75% of medical devices and more than 85% of critical care medical devices are currently imported in India.



The Vital Elements of Strength

Ms. Chandra Ganjoo, Executive Director & CPO - Triviron Group, in conversation with Human Capital Magazine. Talent Management is the assured business strategy that will ensure the attraction of top talent in competition with other employers.



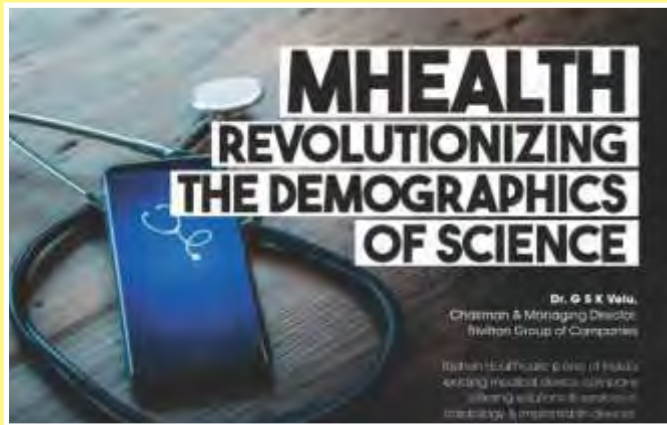
ISNS 2018

Triviron's Labsystems Diagnostics participated in "International Society of Newborn Screening 2018" on 14th – 17th Oct'18 at Bratislava, Slovakia. There was a series of lectures and presentations about the Neonatal Screening delivered by the KOLs from across the globe. Labsystems launched six new high quality NBS products to expand their portfolio.



Need For Transparency In Healthcare

Transparency in any business is a quality that a company must possess. We are living in a time where people can avail information at the tip of their fingers, in just a few seconds. People can now share feedback through reviews and ratings, comment on your social media platforms and share their data online, within minutes. With this type of power being given to people, maintaining transparency seems pretty critical, especially in the healthcare industry.



MHealth revolutionizing the demographics of science

Dr. GSK Velu sharing his views on mobile health over an interaction with CEO Insights India Magazine.



Medical devices maker Trivitron Healthcare plans IPO in 2 years

Trivitron Healthcare, one of India's largest medical devices maker, may consider an initial public offering within two years to provide an exit to private equity (PE) investors.



We need to come out of 80% import dependency in medical devices : Dr. G.S.K. Velu

Sahid Akhter, editor, ETHealthworld spoke to Dr. G.S.K. Velu, Founder and Chairman of Trivitron Group of Companies, to know more about the Indian Medical Device Market and the challenges that still dominate.



Mr Vishal Bali & Dr Ravindranath – Session with Trivitron Leadership Team

At Trivitron Group's Global Leadership meet on 11th May 2018 at Chennai, Mr Vishal Bali, Partner & Healthcare Head, TPG Growth & Dr Ravindranath, Chairman, Glenegales Global Hospitals were guest of honours. They delivered talk on their healthcare industry experience with the leadership team. It was truly inspirational for the team to listen the leaders like them.



LABSYSTEMS DIAGNOSTICS FINLAND



Mr. Sameer Saral,
COO – LabSystems
Diagnostics

Every new year offers new avenues and beginnings for business growth and innovation. The year 2018 has been by far the most exciting in terms of new products brought out by the young and dynamic team of LabSystems which led to the launch of SIX new products in one year – Neomass AAAC Plus LC- MS/MS Kit, NS 496 Plus Four Plate Disc Puncher, SCID-SMA PCR Kit, GalT Kit, T4 Kit and the Second Tier Confirmatory CAH kit! Impressive and dedicated efforts by the Team deserve appreciation and applause.

Business growth continued in Latin America with business expansion in Brazil and Peru and opportunities knocking in Chile, Columbia, Honduras, etc. After a long hiatus, business in the Americas is beginning to look up, thanks to the sales efforts of Sesh and great team work by the CS Team. Also thanks to the sales team efforts, big breaks expected in the Middle East Region, CIS Countries and East Europe. China business is all set to leap with a new Joint Venture between LabSystems and Yin Sheng, Jinan, Shandong Province forging ties for local manufacturing in China to support business growth there. A very stable Product Management Team handholding the enthusiastic Sales Team for implementing the Sales growth strategy.

The 510k clearance submission in the US in 2019 for the Neomass Plus AAAC kit is underway and will set the base for LDx entry into the US market. Concerted efforts by Sesh and Mani with support of other Team members has paved the way for this big step forward to penetrate the US market.

Leadership change at LDx has been seamless and support from Corporate has been extraordinary and quick to ensure this. Efficiency in production including POC production transfer to India has led to operational excellence and higher GM. Credit to the Production Team under Timo Hietala who is now promoted to VP Operations for LDx for his unstinted contribution at LDx. With so much positivity around, we feel confident that Good times await LabSystems.

Divisional News



Trivitron's Labsystems Diagnostics launches high quality products in newborn screening panel.

Trivitron's Labsystems Diagnostics Oy, a leading brand that develops and manufactures high-quality diagnostic tests for clinical laboratories and physicians, has now expanded its portfolio on advancing newborn screening (NBS) by launching six new high-quality NBS products at ISNS 2018, Slovakia (from October 14 to October 17, 2018). With this introduction, the brand continues its journey to become the world's leading service provider in the field of Newborn Screening.

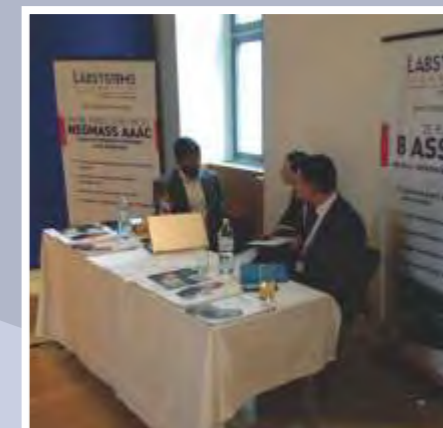


Screening of newborn helps flag diseases the child may be prone to.

Newborn screening has not been a priority among Indian parents, but if it is done, it can help detect diseases which the child may be susceptible to later in life, said doctors.

Events, Workshops & Conferences

Labsystems Diagnostics Team Participated in several exhibition & events that put together spanned in Europe, Dubai, India and USA. Attracting several eminent healthcare dignitaries at every event, team displayed variety of products to the participants. At 'International Society of Newborn Screening 2018' Bratislava, Labsystems launched six new products under NBS portfolio. There was series of lectures and presentations about the Neonatal Screening delivered by the KOLs from across the globe.



PIONEERING NEW BORN SCREENING IN THE WORLD'S MOST POPULATED COUNTRY.

LABSYSTEMS
D I A G N O S T I C S

speaking your language

A TRIVITRON ENTERPRISE



Our Finnish subsidiary Labsystems Diagnostics OY has a significant presence in China, occupying the number 2 position in New Born screening. With a birth rate of over 20 million children per year, this is no easy task. Thanks to additional support from the government, over 90% of all babies born in China are screened with our Neonatal Testing Panel.

To ensure smooth error-free operations in a demanding environment, Labsystems created the NS 2400 - a fully automated platform, that can perform various assays with high throughput of 2400 samples per run. Thereby reducing the huge workload of new born samples testing in stipulated time period without any hitch and with highest accuracy levels.

Currently, we have 6 NS 2400 installations across China and expanding, where we test around 4 million babies annually.

Innovative New Products

Committed to build a healthy future, LabSystems Diagnostics Oy once again with high quality and advanced research are able to add some more feathers on their NBS cap. We have launched several new products which would either complement the existing testing or provide further flexibility in confirming some positively screened samples. Below are details of the newly launched products with some brief description.

1. **Neomass AAAC Plus kit** - Expanded newborn screening panel for quantitative determination of 15 Amino acids, free Carnitines, 12 Acylcarnitines, Argininosuccinic acid (ASA) and Succinylacetone (SUAC) under the same extraction method and single injection/single run step without using any toxic compounds, on Tandem MS.
2. **CAH MASS - Second Tier test kit** - First to have an assay which measures 17-Hydroxyprogesterone, Androstenedione, Cortisol, 11-Deoxycortisol and 21-Deoxycortisol in dried blood spots samples. CAH-Mass LC-MS/MS quantitative kit is a second tier test for detecting congenital adrenal hyperplasia, and can be used as a confirmatory diagnostic test for CAH.
3. **SCID-SMA Multiplex PCR kit** - Intended for the rapid and simultaneous detection of severe combined immunodeficiency (SCID) syndrome and Spinal muscular atrophy (SMA) in newborns by using DNA samples either from whole blood or dried blood spots, after DNA extraction.
4. **NS496 Plus DBS Puncher** - The NS496 Plus DBS puncher with Air humidification system and clean punch mechanism designed to automate laboratory sample preparation and is used to punch dried blood spots samples into a 96 wells microtitre plates for subsequent analysis.
5. **Neonatal T4 FEIA kit** - Fluorescence based NBS kit intended for screening of congenital hypothyroidism (CH) by the quantitative determination of total Thyroxine (T4) from dried blood spots, providing further flexibility to detect congenital hypothyroidism.
6. **Neonatal GALT Kit** - Fluorescence based NBS kit intended for screening of Classic Galactosemia by the quantitative determination of galactose-1-phosphate uridyl transferase (GALT) from dried blood spots providing additional information to detect classic galactosemia.



GALT



NeoMass AAAC Plus



NS 496 DBS Puncher



SCID-SMA



T4 - FEIA

Product Portfolio



NS 2400 - Fully Automated NBS Instrument



NBS QPCR



Modular NBS System



Celiac



NBS FEIA Kits



H. Pyroli



Neomass AAAC Plus



ELISA

Customer Testimonials



This is to confirm that we, REBAGLIATI MARTINS HOSPITAL - Peru are users of the NS 2400 fully automated system from LabSystems Diagnostics Oy, Finland for the last 2 years, and we routinely test TSH, PKU, Galactose and 17 OHP on this system for the Peruvian Newborns under the National Newborn Screening. We are satisfied with the performance of the Analyser and the assays. We are very satisfied with the support extended by LabSystems for this instrument and the assays.

Yours Sincerely

Dr. Jorge Yupanqui Sandoval
Head of



KIRAN



Mr. Satyaki Banerjee,
CEO- Kiran Medical Systems

A Very Happy New Year 2019!

The year gone by has been a year of excellent all round growth for the Kiran Strategic Business Unit. Kiran is gradually emerging as a global leader in the field of Radiation Protection Products, a business that has grown at the rate of 25% in the current fiscal year. Kiran has established itself as a comprehensive Radiology Organisation with a broad range of products encompassing Radiation Protection Products, Imaging Accessories, Contrast Media, Surgical C-Arm Systems, Analogue and Digital Radiography Systems and now, Analogue and Digital Mammography Systems.

Kiran has witnessed a 25 % growth in Anti Scatter Grid Business driven by new generation high density grids, 33% in Radiology Equipment Business and a remarkable 104% growth in Ultrasound Gel Segment.

The C-Arm strategy has been a great success; Kiran has achieved more than 650 installations in India and select countries across the globe. In just a span of 3 years, Kiran has established itself as the 2nd largest C-Arm manufacturer in India. This growth has been driven by developing C-Arm systems that offer the ultimate value to the end users.

Placing itself as a prominent player in the C-Arm industry, Kiran is now moving into full digital technology C-Arm equipment with Dynamic Flat Panel Detector that offers consistent high quality image with 16B image processing, optimized dose function to reduce exposure, road-mapping feature to help plan the surgery and storage of more than 100,000 images.

Breast Cancer is the No.1 cause of Cancer deaths among Women Worldwide. Studies have shown that, when detected early, the chance for successful treatment of breast cancer is nearly 100%. Addressing this need, Kiran has taken an initiative to develop a Digital Mammography System with highly optimized image processing at the lowest possible ownership cost to the medical centres.

Kiran's vision is to become the global leader in Radiation Protection and a full portfolio Radiology Organization in the years to come. To that effect, the Kiran team has been working actively in developing new products keeping the customer need in mind and incorporating cutting edge technology, Kiran product are trusted by medical professionals in 168 countries across the world and over the past one year Kiran team is working in a focused manner towards establishing a presence in the USA for Radiation Protection products. Kiran has recently entered into sizable business collaborations with leading dental companies in the USA for supply of dental aprons. Moving forward, Kiran intends to establish the Sales and Marketing joint venture in USA for focussed promotion of its Radiation Protection range for Radiology.

Divisional News



ARAB HEALTH, DUBAI

Arab Health 2018 was the largest gathering of healthcare professionals which was held in between 28th Jan to 31st Jan at Dubai, UAE. We displayed our C-Arm System, Ultysis DR System, Radiation Protection Apparels and Ultrasound Machine in the event. We also announced about our new Joint Venture with IFHA for distributing our products in the African region "Trivitron Healthcare Africa". Over 300 international delegates have visited the Trivitron booth and experienced our range of products.



Doctors wary of scatter radiation

Hyderabad: Medical professionals are exposed to a large quantum of radiation exposure now as image guided procedures have increased manifold increasing their risk and also that of the patients. Scatter radiation is a concern where the rays deflect from the main patient's body to other parts.



Innovation and Technological Advancements Transform the Face of Imaging During Surgical Procedures

The use of X-rays is indispensable in diagnostic imaging and image guided procedure and X-rays play an integral role in planning effective treatments in the medical industry. The annual worldwide number of X-ray procedures is reported to be around 3.1 billion and is rising exponentially. Previous studies on X-rays recognized that exposure to higher levels of radiation causes tissue damages. Additionally, chronic exposure to lower levels of radiation may result in deadly diseases like cancer.



Advancement in Image Guided Surgeries- An Article by Mr. Satyaki Banerjee.

Real time imaging is changing the paradigm of surgical procedures in almost every field, enabling surgeons to operate with superb precision, writes Satyaki Banerjee.

New Technology Changes the Way C-Arm Generators Work

Fluoroscopy examines moving body structures with a continuous X-ray beam being passed through one or more parts of the body. The monitor connected to the source then displays the body parts in detail. One can say that it serves as an imaging tool enabling physicians to gain access to the many body systems.



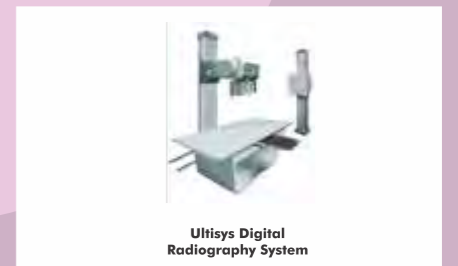
Trivitron's Kiran launches complete portfolio of Advanced Digital X-Ray, DSA C-Arm, Modular Smart OT Solutions

Kiran Medical Systems, the radiology division of Trivitron Healthcare has launched complete portfolio of advanced digital X-Ray systems, DSA C-Arm, Modular Smart OT Solutions and Satin Touch Radiation Protection Products at Traumacon 2018, Mumbai. The radiation protection portfolio of Kiran now features the antimicrobial Satin Touch fabric with the choice of 3 core materials - Leadlite, Ultralite and Zerolead.



Transition from Analogue to Digital X-ray Imaging results in enhanced Diagnostic Confidence

Digital Radiology Solutions have brought in a radical transformation over the last three decades in the field of medical imaging. Accuracy of diagnosis is at the core of the healthcare sector and digital X-ray imaging plays a cardinal role, significantly enhancing diagnostic confidence.



How Radiation Exposure Has Been Causing Cancers In Cardiologists and Other Medical Professionals

The prenatal stage of any pregnancy is an extremely crucial phase. Abnormalities in the cardiac function in the fetal health during the first trimester of the pregnancy may cause miscarriage, congenital heart disease, and twin to twin transfusion syndrome. To diagnose abnormal cardiac function, it is essential to fully assess the healthy fetus in the first trimester.



Events, Workshops & Conferences

The Kiran team participated in multiple events last year that spanned India, Dubai, Europe & USA.

The events served as a convergence point for eminent radiologist, radiology KOLs and eminent doctors and specialists. The team displayed a range of products including C-Arm Machine with our wide Range of Radiation Protection Apparel, Contrast media products.

This served as a great platform to enhance Trivitron's reach to leading Radiologists and Specialists and also to enhance the brand visibility in the industry.



KIRAN IN USA

Kiran has a very strong legacy, going back several decades, of establishing successful OEM and private label partnerships with large US multinationals. Starting with products such as cassettes and screens, we have now expanded successfully to OEM partnerships for radiation protection products and accessories with leading medical and dental companies.

In addition to private label solutions, we are keenly focused on expanding our Kiran branded products in North America, which remains the world's largest radiation protection market. In 2019 we intend to explore both organic and inorganic growth options, including manufacturing in the US.

Kiran remains steadfast in its commitment to become the largest and finest radiation protection company in the world in the near future.

Kiran – setting new standards in Quality & Regulatory Certification

Our Quality System are assessed and certified as per the guidelines of ISO 9001:2015 and ISO 13485:2016

Our products conform to the stringent quality norms of CE, as specified by European Council's Medical Device Directive(MDD) Contained in 93 / 42 / EEC, as well as Regulation (EU) 2016 / 425.

Most of our Radiation Protection Products meet or exceed EN 61331 - 1 : 2014, EN 61331 - 3:2014, IEC 61331 - 1 : 2014, ASTM F 2547, EN 388:2016, EN 420 : 2003+A1:2009, DIN & IS Standards. Our manufacturing facilities are registered with USFDA.



Apparel with Satin Touch Fabric

Kiran with its experience of over three and a half decades in Radiation Protection, has developed a multi-coloured anti-microbial fabric with a super smooth satin like feel. The fabric has a coating of silver nano particles and is resistant to water and alkali-solvent.

Addition in designs of Apparel range

All the Kiran Apparel for Interventional / Radio-technicians use are now available in three core-materials; i.e Leadlite, Ultralite and Zerolead.

In 2018, Kiran expanded its Radiation Protection Apparel portfolio to include a wide range of designs in Dental and Panoramic Aprons. Dental Aprons from Kiran are now available for both adult and child with an option of attached thyroid shield (With Velcro/Magnetic closure)

Addition in Accessories

Other unique additions to Kiran's product portfolio includes Rad Hat (Disposable Lead-free Head Protection), Ultraslimline Thyroid Shields (More comfortable design – also available with magnetic closure), option for RFID tag insertion for Aprons and Lead curtains.

In contrast media; K-scan (Iopamidol Injection) was also introduced.

Equipment

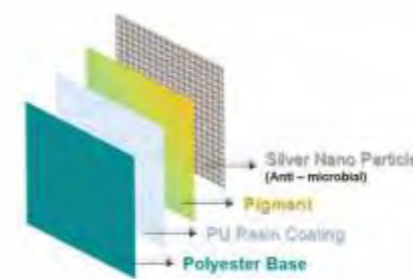
Kiran now has a very wide range of Radiology Equipment that includes:

- Ultisys Digital Radiography System available with generator options from 20 kW to 82 kW.
- Mobile Radiography System for use in clinics, nursing homes, ICU, OT, Trauma centres, etc.
- C-arm that offers DSA (Digital Subtraction Angiography) with a unique feature of Road-Mapping for surgeons to plan the surgery.

Comprehensive Modular OT Solutions

Kiran is now a one-stop solution to design your Modular Operating Room. We analyse the unique requirements of each OT carefully and provide the most customisable state-of-the-art solution.

Innovative New Products



Development of New Apparel Designs with improved multi-coloured anti-microbial fabric (Satin Touch)



Range of Dental Apron Designs



Rad Hat (Disposable Lead-free Head Protection)



Thyroid Shield Ultra-Slimline



LEAD Curtain



Washable Aprons with RFID Tag



Mobile Radiography System



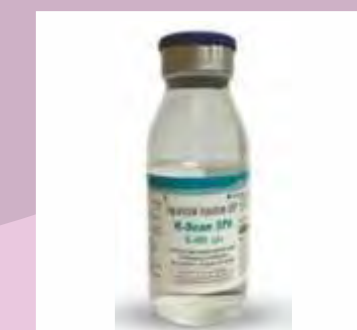
C-arm with DSA (Digital Subtraction Angiography)



Comprehensive Modular OT Solutions



Ultisys Digital Radiography System



K-Scan Iopamidol Injection

Product Portfolio



Mobile Radiography System



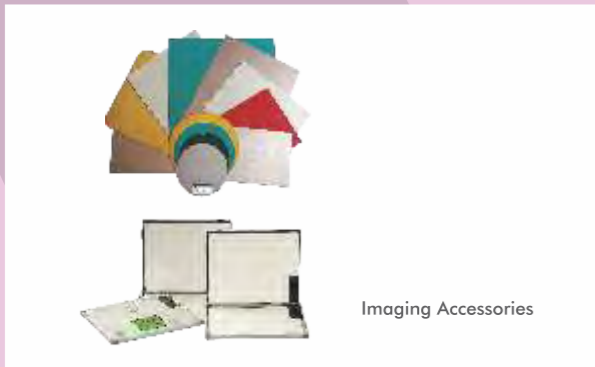
Ultrys DR



Elite C - Arm



DR Retrofit



Imaging Accessories



Radiation Protection Apparel



Digital Mammography



Contrast Media

Customer Testimonial



We have been purchasing Kiran Radiation Protection Products for over 10 years and our rating for the company is very high. Not only is the quality of the products but the support we receive second to none. Our customers are happy with the quality of the Kiran apparel and are very impressed with the lightweight Zerolead and Ultralite variants. The staff is very approachable and highly knowledgeable making them a pleasure to deal with.

We hope our companies continue to thrive and our business relationship continues for many years to come.

Mel Braithwaite, A. Somerville Ltd, UK



"I've been using C-arm by Kiran and I'm very happy with the quality of the images we are getting. The feature of Laser pointer helps a lot to decrease the radiation. We are very happy with Kiran coming into this field and we are very much satisfied. I've already been using it at three places."

Dr. Sampat Patil, Noble Hospital, Pune

IN-VITRO DIAGNOSTICS INDIA



Mr. Nitin Sawant,
President – IVD (India)

Happy New Year 2019 and warmest Greeting to All.

This bright New Year is promising for the Diagnostics Division. After a serious setback in the first half of the year 2018, In the second half of last year, Diagnostics division is back on track after taking some corrective actions. Recent few months performance reflects the reinstalled confidence of our Team. Our Team is now prepared and hunting for capturing bigger opportunities.

Last year we continued to be front runner in NBS segment. Kerala NBS Program is running smoothly with more and more parents getting advantage of this screening program offered by Kerala Government. In addition to this, we also are now involved in NBS programme in Tamil Nadu through Neuberg Ehrlich Lab and in Goa through Neogen lab. We are also conducting NBS pilot project in UP which is running smoothly. We are expecting NBS program to start in 2-3 more states this year.

Our IVD factory in Chennai started manufacturing Elisa kits for 5 parameters for NBS with photometric/colorimetric detection. These kits can be used on normal Elisa Reader and Washer available in any lab. These kits are available in strip format in 192 Test pack size. Thus, now any lab can start offering services for NBS and contribute in making our society healthy through healthy babies.

We also expanded our product profile for our own manufactured reagents. We launched kits for special clinical chemistry assays, Elisa & Rapid Tests. These products are now being used by many of our valued and satisfied customers.

We are continuing our activities to share the Knowledge related to new technologies, new products through workshops, CME's and symposiums focused on NBS, Cytology and Electrophoresis. These activities are well appreciated by our customers.

This year, we are launching a new product range named as NGT-Next Generation Technologies. This includes Analytical instruments like LCMS, HPLC, Next Generation Sequencing, Microarray, Real Time PCR and Digital Microscopes. All these high end products are with most advanced technologies. We are recruiting talented and experienced people to handle this product line.

With wide product range suitable for each laboratory in our country , with own manufactured products, with products with latest and advanced technologies across the world and with close to customer approach and loyal & humble team, I have no doubt that Diagnostic division is on the move now and will achieve big growth this year. After some serious mutations last year, our Triviron DNA is back to its original structure with building blocks of our Core Values of Self Discipline, Integrity, Determination, Continuous improvement, Team Work and Customer Centric. Now, this will keep replicating.

Divisional News



Challenges of HIV testing in India

The Human Immunodeficiency Virus (HIV), - the diseases it causes and its prevention and cure are widely discussed at symposiums, health conferences, and in doctors' visiting rooms.

Single Point Solution Provider for all Your Diagnostic Needs!



Trivitron Healthcare is one of the leaders in IVD segment in India and has always been a pioneer in this modality. With the R&D and manufacturing strength of Labsystems, Finland, Trivitron's portfolio includes a wide range of proprietary and high quality clinical diagnostics products. Trivitron is strongly committed to Make in India program and the state-of-the-art Labsystems Diagnostics manufacturing facility which is located in Trivitron Medical Technology Park, Chennai, is a comprehensive factory which manufactures ClinReact clinical chemistry, hematology reagents, Labsystems ELISA kits, Biocard PoCT kits, molecular diagnostics kits along with mass spectrometry reagents under one roof.



Capillary Electrophoresis: New And Most Advanced Technology For Precise And Accurate

Hemoglobinopathies, multiple myeloma (MM), and diabetes are major diseases. Diagnosis and monitoring of these diseases require technologies that can separate and quantitate complex molecules of Hb variants, protein, and immunoglobulins and HbA1c. Precise and accurate quantitation of these molecules is important. Many instruments in clinical laboratories used for this quantitation are based on old technologies of the last century.



Digital Pathology – The Next Big Wave in Medical Technology- An Article By Mr. Nitin Sawant

By Nitin Sawant, President IVD, Trivitron With the new digital scanners and computer software, activities like process analyses and sharing of digital images of tissues electronically

Events, Workshops & Conferences

IVD India Team participated in multiple events, attracting several eminent healthcare dignitaries at every event, the team displayed a variety of products including ClinReact clinical chemistry, Hematology reagents, ELISA kits, Biocard POCT kits, Molecular diagnostics kits along with Mass spectrometry reagents and more.

Beside showcasing the brand, these events also highlighted Trivitron's focus on manufacturing and R&D, a strength that will be the focal point for the future.





SUCCESS STORIES

PROUD TO SCREEN BABIES, BORN IN GOD'S OWN COUNTRY.

With a population of 35 million and about 525 thousands babies being born every year, Kerala has set an example for the rest of the country to follow, by ensuring that over 98% of births happen in Hospitals only.

We are proud to partner the Government of Kerala in setting another benchmark for the rest of the country. While less than 2% of babies across India are screened in the NBS program, the Kerala Government has engaged Triviron to screen 110 thousands new born babies free of cost. We have installed four NS 2400 fully automated systems and will scale up as the Government pushes to reach its target of India's FIRST state to achieve 100% new born screening.

As it was a pilot project, there were many errors in sample collection as of some samples got wasted. We did training in 8 Locations across Kerala and NHM and District health administrations are very happy with training. Triviron technical team met Dr. Sreehari last week and he personally appreciated us for completing this training successfully.

Product Portfolio



NBS: Fully Automatic NS2400



Labmate



Nanolab 500



Cellenium 380



Elite



LC MS/MS Kits



ClinreactTM



BiocardTM Celiac Kits

Customer Testimonials

"M/s Triviron Healthcare Pvt. Ltd. INDIA" has supplied Fully Automated Capillary Electrophoresis System, Model: Minicap Fleax Piercing manufactured by Sebia, France to our Department of Biochemistry, Tata Memorial Hospital, Parel, Mumbai

Installed equipment is working well.

Instrument performance is very good.

After sales support for Service, Application & Product from Triviron Team is excellent.

Dr. Nitin A. Inamdar

Professor & Officer-in-Charge, Tata Memorial Hospital, Mumbai

This is to certify that we are using Cell 21 automated Blood analyzer (Sr No. 3020ET01188) supplied by Triviron Healthcare Pvt. Ltd., at Chennai manufactured by Orphee from Switzerland.

We are satisfied with the Performance of the instrument and getting best service support from customer service support Team and your service Engineer of Triviron Healthcare Pvt. Ltd. at Bihar.

Vinod Kumar Mahto

Lab Owner, Surya Diagnostics Center, Bhagalpur

This is to certify that we have been using the Diasorin Liaison Chemiluminescent immunoassay Analyzer with S/N-222900853 since 2013. My experience with the machine is very satisfactory.

The service and application support is provided by local system specialist Pankaj Kumar Umarao, is Pleasant and Positive.

Gurcharan Singh

Apollo Lab, Moga

We are happy to certify that Sakura's Automatic Tissue Processor VIP6 instrument having serial No – 60320220-0510 was installed on 01-07-2010 in our histopathology department lab. The performance of the instrument is very good. The services provided by Triviron Healthcare Pvt Ltd. are very good and we are satisfied with their services and support

Dr. Lopamudra Deka

HOD of Histopath

IMAGING



Mr. Brahadeesh M,
President - Imaging

At Trivitron Healthcare, Customers are at the core of everything we do. We are driven by our Corporate Vision of "Customer Obsession". Our ultimate aim is to provide maximum value to each of our customers. In 2018, we broke new grounds and reached new heights through new Products, new customer segments and the most important of all customers focused initiatives. We had continuous engagements with our customers through CMEs, Workshops, Clinical Webinars, Case Studies, etc. We look forward to take these engagements forward in a big way in 2019.

2018 was a significant year for Trivitron's Imaging division with significant breakthrough in Speciality Ultrasound segment and immense growth in Mammography. In Speciality Ultrasound segment, we had key installations which include; KDAH – Mumbai, Saifee Hospital – Mumbai, Ruby Hall Clinic- Pune, and Chennai Urology Centre. We look forward to dominate this segment in 2019.

Digital Mammography market is growing at a rapid pace in India and we witnessed major success in this segment in 2018. Hologic Selenia Dimensions was installed in reputed institutions like Bangalore Baptist Hospital, Manipal Hospitals – Bangalore and Ganga Hospital – Coimbatore. Trivitron Hologic is now a market leader in 3D Mammography segment in South and West Region.

Another important milestone for Trivitron was the launch of Hologic 3 Dimensions in India. With its first installation in Chennai Breast Centre, we see a positive and continuous growth for Trivitron Hologic in the coming years with this advanced next generation Mammography system.

We also witnessed significant Growth in Value & Mid-end segments through F31 & F37 Ultrasound models. In 2019, we plan to introduce new Ultrasound Models in Mid-High End and Super Value Segments which help us reach new customer segments. Mammography market in India is at an inflection point and this year we will be launching Kiran's Mammography range and we are proud about the fact that it will be a "Made in India" Product.

In a Nutshell, Customers are the most important aspect in our Business growth and we look forward to a successful 2019 through our Customer first approach!

As we begin the New Year, Thanks a lot for your support and Wish you the best in 2019!

Divisional News



Surgical Robots have necessitated quantum jump in adoption of newer technology

Technology has emerged as a major driving force behind the drastic improvement in the world of healthcare today. Over the years, innovative medical developments have altered the face of the healthcare industry.



Ultrasound Scans During Pregnancy - Are They Safe?

It's a special moment for every expectant mother when she gets to see a life growing inside her. Doctors advise a mother to undergo at least five scans during pregnancy to ascertain the growth and development of the baby for both normal and high-risk cases.



Live Digital Microscope Technology

With live images, diagnostic tools like real-time annotations such as distances and area measurements can be used without any need to save the image first.



Mammography: busting myths, fears

Breast cancer is one of the major public health concerns that affect women across the world. Its occurrence is increasing globally, demanding an early screening and detection for its effective management and treatment. An increased awareness of breast cancer has led to a lot of conversations around the importance of mammography screening programme that detects breast cancer early in order to increase the chances of successfully treating the disease.

Trivitron Healthcare, Baptist Hospital unveil unique Digital Mammography Equipment in Karnataka

Breast cancer is one of the most common cancers affecting Indian women and early diagnosis of the disease is imperative for better survival rate.



Early screening must for foetal health - An Article by M. Brahadeesh

The prenatal stage of any pregnancy is an extremely crucial phase. Abnormalities in the cardiac function of the foetal health during the first trimester of the pregnancy may cause miscarriage, congenital heart disease, and twin-to-twin transfusion syndrome. To diagnose abnormal cardiac function, it is essential to fully assess the healthy foetus in the first-trimester.



Impact of Ultrasound in Cardiology applications

Cardiovascular diseases (CVDs) have become one of the leading causes of mortality in India. Nearly 10 percent of the urban adult population and 5 percent of the rural adult population suffer from some form of heart diseases. Around 20-30 percent of them require specialized investigation and treatment to prevent deaths due to heart ailments and coronary vascular diseases (CVD). According to a recent study published by Elsevier in the Journal of the American College of Cardiology, the death rate due to cardiovascular diseases (CVD) declined by a significant 41 percent in the US between 1990 and 2016 whereas in India it rose by around 34 percent from 1557 to 2091 deaths per one million population in the same period.



Events, Workshops & Conferences

Trivitron Healthcare has conducted 4 Corporate Road Shows and over multiple events across India.

Besides attracting over 25,000 visitors across all events, it also helped us showcase some of our cutting edge products.

Customers from key hospitals and diagnostic centres as well as industry specialists visited our stalls and helped in understanding the Trivitron brand's vision - speaking the language of care.



Breakthrough in Speciality Ultrasound

Speciality applications Ultrasound Segment is witnessing tremendous growth and is being adopted by Enterprise & Super Speciality Hospitals at a rapid pace. 2018 was a Breakthrough Year for Trivitron Healthcare's Imaging division as we had significant successes in Ultrasound segment in Speciality Applications. We have installed Hitachi's High-end Arietta models for Robotic and Urology Configurations in Prestigious Centres like KDAH, Mumbai, Saifee Hospital, Mumbai, Ruby Hall Clinic, Pune, Chennai Urology Centre etc. Superior Image Quality, Versatility to use in various clinical applications, Highly Responsive Services and Low Lifecycle cost are the predominant reasons behind our success in this Speciality segment which has huge potential in India. Hitachi's Arietta Series Ultrasound has a wide range of Clinical applications like Urology, Robotic Surgery, Surgical Oncology, Surgical Castro, Neurosurgery Surgery etc. With more New Projects in Pipeline, Trivitron Healthcare-Hitachi is well poised to become a major player and dominate this segment in 2019.



Innovative New Products

Hologic 3Dimensions™

The new 3Dimensions™ system is a next generation Mammography system designed to provide higher quality 3D images for radiologists, a more comfortable mammography experience for patients and enhanced workflow for technologists. 3Dimensions is designed to be the fastest, highest resolution breast tomosynthesis system, ever. Creating sharper images and smarter technologies that continue to help find invasive cancers – regardless of age or breast density.



3D-Mammography-Equipment

Product Portfolio



arietta S60



arietta S70



F37



F31



Prologue



Selenia & Selenia Dimensions

Customer Testimonials

It gives me immense pleasure to say few words about my favourite machine ARIETTA S60. I won't call it a 'machine'; it is my work-horse instead. A Perfect unit for mid-volume dedicated radiology set up like mine. Grey scale resolution is fantastic and I bet, it can easily out-perform any high end machines available in the market. Renal calculi detection is superb. 1-7 MHZ probe is simply too good for bowel pathologies, appendix detection, NT scan and for early anomaly scans.

Other applications like Auto FHR, DSD, etc. are in sync with most other modern machines which greatly aids in our day to day practice. Real time strain elastography is also good, which is worth mentioning. Overall its a good radiology machine which deserves 5 stars.

Dr. Pavan, Acura Diagnostic Centre and Healthcare – Bengaluru

I have been using Selenia Dimensions 3D Digital Mammography System for the past 2 years and I'm thoroughly impressed with the Equipment Performance, Clinical Value of 3D Tomosynthesis and the overall support from Trivitron Healthcare Team. There has been continuous engagement and Value addition from each of the functions like Sales, Application, Service and Marketing. This holistic and long term approach sets Trivitron Healthcare apart. My Best wishes to them.

Dr. Yojana Nalawade, Nutan Mammography & Sonography Centre - Mumbai

I am a long time user of Aloka's Ultrasound Equipments for my Practice. Earlier I had Aloka 3500 and have been using F37 with 4D for the last 2 years. I am extremely satisfied with the Clinical Performance of the machine. 2D Grayscale & 4D quality are excellent and the Service extended by Trivitron Healthcare is very good.

Dr. Abha Jyoti Parashar, Senior Consultant Radiologist, Delhi

Selenia Dimensions is a Patient & Technologist friendly Mammography machine producing high quality images. Stereotactic Biopsy is very accurate and easy. The support we have received from Trivitron & Hologic is amazing.

Dr. Rupa Ananthasivan, Consultant - Radiology - Manipal Hospitals, Bengaluru



We have been using Aloka USG Machines since last 25 years. The Aloka Machines that we have used in the past were extremely sturdy, user-friendly and had an excellent grey scale imaging and resolution. Since last 6 months, we've been using the Hitachi-Aloka Arietta S60 ultrasonography machine with 4 probes; a convex, 2 linear probes and a TVS probe.

We are extremely satisfied with the grey scale imaging, image resolution and the colour and pulsed Doppler imaging. Working on this machine is a pleasure. There is no fatigue or eye strain after working on this machine for hours together.

My transition from the earlier Aloka machines to my present machine was very easy, smooth and quick. My experience with Trivitron Healthcare's personnel, the engineers from the demonstration of the machine to sales and installation of the machine in my clinic, optimizing the machine and teaching me to use the machine to its optimum potential was extremely pleasant and very satisfying. They are very patient and answers each and every query. They are ever so ready to help me out with the proper working of the machine and image acquisition. I am very happy to be associated with this company, its personnel and the engineers.

I will highly recommend Arietta S60 or its higher version to all.

Dr. Kalpana D. Bhatt, UBM Institute & Dr. Bhatt Sonography Centre- Mumbai

INTENSIVE CARE, RENAL CARE & OPERATION ROOM SOLUTIONS



Divisional News

Self-Care in Hemodialysis

Increased incidences of diabetes, obesity, and hypertension have led to an increase in kidney related disorders. When of the chronic type, renal or kidney diseases often need an organ transplant. In the absence of sufficient number of donors, and due to the lack of suitability, many patients opt for dialysis care to prolong life and lead normal lives. Between hemodialysis that uses a filtering hemodialyzer machine and peritoneal dialysis that works by diffusion, the former is more commonly adopted by patients with chronic kidney diseases.

The case for self-care hemodialysis

Dialysis treatment delivered at hospitals, clinics, or extended care facilities by trained practitioners can now be done by patients themselves, or with the help of a caregiver – a practice commonly referred to as self-care hemodialysis. It encourages patients to take an active role in their dialysis treatment by performing some or all of the procedures involved, under a trained nursing staff when needed. Self-care hemodialysis is usually performed in-centre, but can also be done at home. Transitioning from dependent to assisted or completely independent hemodialysis treatment is done through training, which extends over multiple rounds, so that the patient and caregiver can gradually take more control over the treatment.

As per statistics from the National Kidney Foundation (India), over 90,000 kidney transplants are needed per year in the country. Of these, only 2.5% of patients with kidney failure receive transplants. The remaining who have healthy kidneys need to rely on dialysis for treatment; often having to shell out a sizeable amount (between Rs.1500 and Rs.2000 in private hospitals) towards every round of dialysis. Adding to these are recurring expenses for medicines and other accessories for the procedure. Self-care hemodialysis makes a difference in this regard with lowered costs owing to reduced need for manpower and hospitalization, along with advanced dialysis machines with affordable life cycle costs. Additionally, this procedure benefits patients by providing independence, better control over treatment, flexibility and time saving, the option to get back to work, and in the long-term, improved quality of life.

Overcoming challenges

Self-care therapies in hemodialysis are often under utilised. This stems from the fact that many patients undergoing treatment are not presented the choice of independent hemodialysis, or one with assistance from nursing professionals and caregivers. Lack of awareness is yet another reason why the potential for self-care hemodialysis remains partly untapped. By actively educating patients with chronic kidney diseases on the different dialysis options, doctors and medical professionals can determine candidates best suited for self-care hemodialysis. Furthermore, by incorporating education programs in pre-dialysis state, patients can make an informed choice towards self-care treatment. This will enable patients to initiate dialysis in the optimal state of health, and significantly increase the number of individuals who experience the benefits that self-care therapies offer.

With the emergence of Single-Speciality dialysis centres and Multi-Specialty hospitals emphasizing on home/self-dialysis care, this trend will pave the way for a bigger momentum in India. Indigenous innovation and manufacturing of dialysis equipment would enrich self-dialysis care sector and help in keeping dialysis costs low to benefit the people in the country.

Events, Workshops & Conferences

In 2018 Trivitron participated in the Annual Conferences across India. Trivitron displayed the DBB 27 Hemodialysis machine Renal care offerings. Also showcased its Critical Care and Diagnostics Products & Trivitron's Evolution 3e Ventilator & ivita Monitor were used in the Hands-on Workshop to over 1000 Delegates and was a good platform to showcase our capabilities.



Product Portfolio



Mobile Pendant



iBeat ECG Machine



Anesthesia Workstation



iVita Patient Monitor



Portable ICU Ventilator



Modular OT



eVent Ventilator



Hemodialysis Machine

Customer Testimonials

We have been using 55 numbers of Nikkiso DBB-27 HD Machines since ten years and found them working satisfactorily and are being supported by Triviron Healthcare.

- Dr. S. Vishwanath
HOD - Nephrology Manipal Hospitals, Bangalore

We have been using 9 Nos of Nikkiso DBB 06 in our centre for more than 3 years. DBB 06 has special features like UF monitoring, Conductivity & UF profile. DIP monitoring is very useful to monitor pre-clotting membrane tendency.

- Dr. R.S Vasanth Kumar
Sr. Consultant - Nephrology & Renal Transplantation APOLLO Hospitals. Bangalore Agra

We are using 2 Dbb 27 machines We are really thankful to Triviron's efforts to ensure smooth functioning of the units and great patient experience. We are satisfied with the equipment performance and Triviron's service.

- Nishant Bansal
Managing Head Shree Ram Hospital

Nikkiso's DBB 27 HD machine is technician friendly, easy to operate with accurate fluid removal. Service support provided by triviron Healthcare is excellent.

- Dr. V. Balaraman
Consultant Nephrologist Nephroplus, Chennai

With regard to our experience of using Nikkiso DBB 27 HD machine for nearly 10 years, we have found it to be a very sturdy & rugged machine. Our nursing & technical staffs find DBB 27 user friendly and they prefer it for ICU Dialysis due to its small footprint, easy portability & trouble-free dialysis.

- Dr. Sunil George
Associate Professor & Head of Nephrology MES Medical College & Hospital, Mallapuram

We feel DBB 27 HD machine is more user technician friendly and provides trouble free performance. Service support extended by Triviron Healthcare is good.

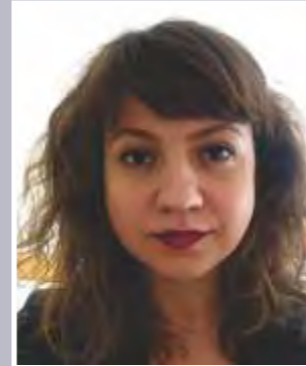
- Dr. S. Palanirajan
Medical Director Shastha Kidney & Multispeciality Hospital, Madurai

BOME

BOME

Sanayi Ürünleri Dış Tic. A.Ş.

A TRIVITRON ENTERPRISE



Ms. Gulsah Sonmez,
CEO – Bome

I write this as we enter the last few hours of 2018. We still have three months until the end of the current financial year, but we are happy to share that Bome Triviron is well on target with the annual plans and should be able to deliver on promises that were made. I would like to thank all of you for the continuous efforts and great support that you have provided that has led to the success of Bome Triviron's growth strategy.

In 2018, due to the Turkish economical volatility, second half of the year forced us to downshift. But bad days give us experience. It was an opportunity for us to breathe, focus on the 'inside' and work to increase operational efficiency. We have started to work on simplifying our company, simplifying processes with clearer understanding and increased internal communications. I see so many more action possibilities ahead to optimise our operations.

In 2018, we have celebrated the 10th anniversary of our NBS services. The first few babies we had screened are now 10 years old, including my own son. We are proud to bear the responsibility of having screened 15 million babies..... and, I am happy to share with all of you that the Turkish Ministry of Health has renewed our contract for the NBS services for the year 2019 as well. So, another year with the same passion and dedication lies ahead of us.

In 2018, it was more evident that we are moving forward on the course we set 2.5 years ago with the partnership of 2 companies. Integration to the Triviron group is increasing at various levels. As Henry Ford simply said;

Coming together is a beginning,

Keeping together is progress,

Working together is success.

Happy New Year!

Training & Audit

First Aid.. First Step for a Healthy Future at Bome

As famous motto says "First Aid is the First Right Step for a Healthy Future" ; we have taken this step and organized a Training Programme. First-aid training is a crucial element in industries as part of Occupational Safety and Health Safety legislations. We scheduled a 2 days training with attendees from production, quality control and quality management departments. Our team had the chance to do first aid in case of choking, bleeding, asphyxia, as well as CPR. After the completion of the courses, participants had an examination led by Ministry of Health, Local authority and all had succeed and awarded with First-Aid certificates, valid for two years.

Trimaris Neonatal IRT Demo

Trimaris Neonatal IRT FEIA Kit has successfully passed the demo tests in T.C. Ministry of Health Public Health Agency of Turkey, satisfying National Newborn Screening Program demands fully. The demo studies took place between 13th-24th March, 2018 where 3256 babies were tested with Trimaris Neonatal IRT FEIA kit. Studies of accuracy, intra-assay precision and inter-assay precision were carried out. All examinations were completed with great success, and routine screening with Trimaris Neonatal IRT FEIA Kit has come into effect as of 26th March, 2018.

BC ASS Training

In first quarter of 2018, Bome's technical support team has participated in another round of trainings held by Beckman Coulter. We have completed trainings for Immunochemistry and Urine Analyzers. Installation of all the systems for GATA project were completed and all the systems are now functional.

Quality System

Bome went through ISO 13485:2016 transition audit, along with the surveillance audit for IVD in December 2018 and both were completed successfully with valuable learnings.

Training

Occupational Health and Safety training was the first scheduled training in the year 2018; composed of basic occupational health training, first aid training and fire fighting drill.

13485:2016 QMS training was another remarkable session for new joinees, as well for old colleagues to raise awareness to the changing ISO standard. Bome team had 2 days training from reputable certification body, BSI where the main focus was on the gaps between the old and new standard.



Pioneering 100% NBS program with the Government of Turkey



We are delighted with the fact that our subsidiary Bome Triviron screens every newborn baby in Turkey. This is conducted through two laboratories in Istanbul & Ankara in a Public-Private Partnership model. Through this strong partnership that has a yearly contract of 5.4 million tests, Triviron Bome will be supplying products and services to three major public health institutions including Ankara Ataturk Chest Diseases and Chest Surgery Training and Research Hospital specialized in Pulmonary Diseases, Kecioren Training and Research Hospital and Ankara Occupational-Vocational Diseases Hospital.

Following the launch of 25-OH Vitamin D3/D2 HPLC Kit, Bome has signed a contract with Gulhane Training and Research Hospital for two consecutive terms, first contract in January 2018 for 35,000 tests and second contract in September 2018 for 45,000 tests.

As per the Expanded Newborn Screening Project introduced by Public Health Institution of Turkey, we have signed a contract in April 2018 for total 200.000 tests and offered local manufactured CAH LS-MS Kits in combination with 17-OHP Kit from Labsystems, Finland.

Innovative New Products

Bome Chromatography R&D team achieved its 2018 departmental targets and developed HPLC and LS-MS kits which resulted with the successful launch of two CE marked products in year 2018, 25-OH Vitamin D3/D2 HPLC Kit and CAH LS-MS Kit.

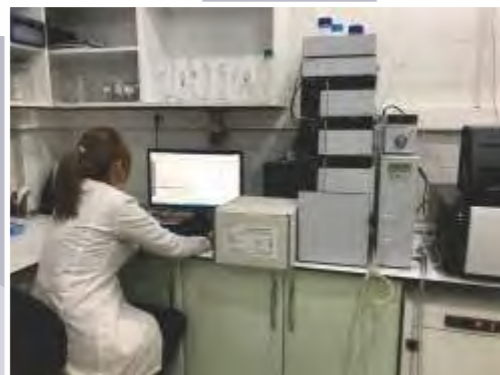
Bome offers high quality tailor-made control materials for Internal Quality Control and External Quality Control Assessment of medical laboratories. The QCM R&D team is almost finished with the validation studies for Clinical Chemistry line controls and about to complete the CE Technical files and planning to exhibit CE-marked products at Medlab 2019.



1-4 Vitamin D - Trimaris



Kah sampling



Kah process

Customer Testimonials



We have been cooperating with Bome for a year now and the products & services provided by them were more than satisfying. Mr. Kemal Delican, the logistics and technical support on site, provided outstanding performance and was awarded by a thank you letter by Gulhane administration.

Chief Technician, Husnu Capur
Gulhane Training and Research Hospital

TRIVITRON HEALTHCARE MIDDLE EAST



Mr. Madhur Bomb,
General Manager –
Trivitron Healthcare
Middle East

The U.A.E. healthcare sector is expanding rapidly to meet both the evolving needs of a growing population and the nation's ambition to become a regional medical tourism hub. This rapid expansion is challenging the ability of the U.A.E. to both provide adequate medical personnel and contain costs.

The U.A.E. government entities have adopted a series of long-term initiatives, above all "U.A.E. Vision 2021", to address these challenges and guide the nation towards sustainable growth in this sector.

To drive and achieve Vision 2021, the UAE witnessed massive consolidation of healthcare service providers in 2018. These consolidations had a direct impact on medical devices & equipment suppliers as healthcare service providers focused on completion of the M&A processes which directly impacted investments in buying new equipment & renewal of existing service contracts.

From a branding perspective, Star Trivitron undertook an initiative to change its name to Trivitron Healthcare Middle East. THME will continue to focus on growth in UAE and would in parallel also work with channel partners in ME to increase its footprint in the region.

Year 2019 will continue to present its own challenges, that said, TMHE is poised for growth as it has an extremely good opportunity to foray into key government hospitals.

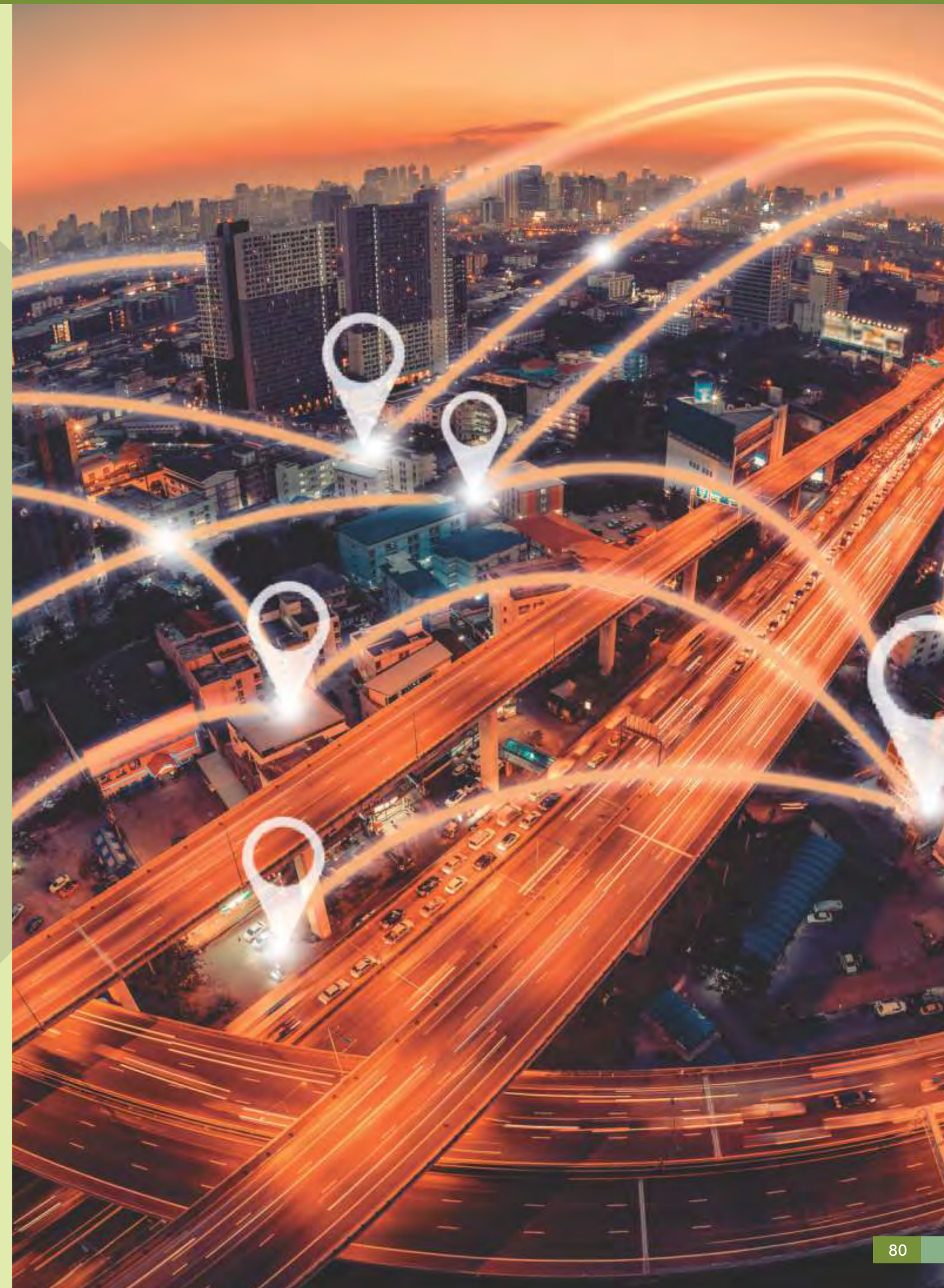
Freshness index - Over the past one year, THME has increased its product portfolio across all verticals by partnering with companies like Diversey (for consumables), Tekna (Lab equipment) and HOB (Lab).

Marketing initiatives - Besides participating in leading national conferences, THME will participate in two most prestigious global healthcare forum, Arab Health & MedLab which will be held in Dubai in Jan & Feb 2019. During these conferences, Trivitron will proudly showcase its products & unique solutions to visitors & clinicians across the globe. THME specifically has also planned several new principal meetings with an aim to engage & partner with companies which manufacture unique healthcare products and / or offer unique solutions.

I am proud to be a part of the team which has shown resilience & stood together during these trying times. With a strong funnel, new principals & a rock solid team I strongly believe that THME will be the star team to look out for in 2019. Improving product freshness, customer obsession, increased principal engagement, increasing foot print in the region will be our priorities (or focus) for 2019

Events, Workshops & Conferences

The Arab Health 2018 & Medlab 2018 was the largest gathering of healthcare professionals which was held in between 28th Jan to 31st Jan at Dubai, UAE. We displayed our C-Arm Machine, Ultysis DR, Radiation Protection Apparels and Ultrasound Machine also on the In-Vitro Diagnostics range we displayed Nanolab 700, Elite Electrolyte Analyzer and Cellenium 3 part Hematology Analyzer.



TRIVITRON HEALTHCARE AFRICA



Dick Oranja
Country Manager
Kenya

2018 was the year for laying a firm foundation for the THA dream of conquering Africa. The vision of making healthcare affordable and accessible in Africa started with the setting up of Kenya country operations by October 2018. The set up activities, which entailed getting registration documents with the relevant authorities, were accompanied almost simultaneously, with winning of several complete hospital projects thereafter from key hospitals in Nairobi. This was a culmination of sustained joint sales and marketing campaigns by both the THPL product specialists and THA teams. Once Kenya operations had been set up, THA team undertook a successful market feasibility study in the neighbouring Uganda with the goal of setting up direct operations there. I am confident that soon THA will have foot prints in the whole of Africa with direct operations in Uganda, South Africa, Nigeria and channel partners in several other parts of the continent. Indeed 2019 is the year for actualizing this dream. Happy and prosperous 2019 to all.

Divisional News



Trivitron Healthcare and IFHA Launch an Innovative New Medical Technology Joint Venture Focused on the African Continent

Trivitron Healthcare, India's leading medical technology company, together with the Investment Funds for Health in Africa (IFHA), a leading private equity investor in the healthcare sector in Africa, launched Trivitron Healthcare Africa B.V. (THA), a new medical technology company focused on the African continent. THA is providing high-quality medical devices and instruments with reliable after-sales service support across Africa, thereby improving access and affordability of medical equipment across the continent.

In its first phase of operations, Trivitron Healthcare Africa is headquartered in Dubai, United Arab Emirates, with a direct presence and sales and service infrastructure in four major hubs: Nairobi, Kenya; Johannesburg, South Africa; Lagos, Nigeria. THA is leveraging these hubs to support neighbouring countries and manage an extensive channel partner network across the African continent.

THA's offering include a complete range of products and after-sales service support in laboratory medicine, medical imaging, critical care, operating room and renal care. THA not only distribute and support products manufactured by Trivitron in their nine USFDA, CE certified factories in India, Finland and Turkey; but also distributes and support products from other leading multinational corporations



India medical firm lists Kenya in Sh1bn Africa expansion plan

An Indian medical equipment firm plans to expand into Kenya and three other African countries in a Sh1 billion project that is partly financed by the International Finance Corporation (IFC).

Events, Workshops & Conferences

In 2018 Trivitron Healthcare has taken part in 2 Big events in the healthcare segment Medlab 2018 & The Arab Health 2018 at Dubai, UAE. And has showcased In-Vitro Diagnostics range of products & C-Arm Machine, Ultysis DR, Radiation Protection Apparels and Ultrasound Machine. Over 600 international delegates visited the Trivitron booth and experienced our products. An Indian medical equipment firm plans to expand into Kenya and three other African countries in a Sh1 billion project that is partly financed by the International Finance Corporation (IFC).





CE/US FDA certified Kiran facilities at Mumbai, manufactures and exports Radiology accessories, components & Radiation Protection Products.



LabSystems Diagnostics facility in Finland manufactures and exports CE certified Newborn Screening and Diagnostics kits for Gastro, Cardiac Panel and Infectious Diseases.



CE Certified manufacturing facility in Chennai inaugurated by the Honorable Prime Minister of India, Shri. Narendra Modi and Prime Minister of Finland, Mr. Juha Sipilä manufactures and exports a wide range of IVD products



AERB approved manufacturing facility at Kiran Mumbai & Pune manufactures and exports imaging products like X-Ray, C-Arm & Mammography to various countries.



Biosystems & Trivitron joint venture facility located at TMTP manufactures & exports a wide range of Biochemistry Regents.



CE certified Trivitron facility manufactures and exports Operating Room products like Ultraclean Modular OT, Pendants, Bed Head Units, etc.



CE certified manufacturing facility exports products like ECG Machines, ICYU Ventilators, Patient Monitors and Defibrillators.



CE/JGMP Certified ATMT manufactures and exports over 1000 Ultrasound Machines every year.



Bome Sanayi Urunleri Dis Tic A.S. at Turkey is Involved in research and development of newborn screening tests, hematology solutions, clinical reagents and Quality Control Materials.

With 9 manufacturing facilities, Trivitron occupies an enviable position in the healthcare industry by producing a wide range of equipment, laboratory reagents, diagnostic kits and even protective apparel for radiology departments. The products are used in health care setups and hospitals across the world.



REACHING OUT TO GIVE CUSTOMERS AN EXPERIENCE

In 2018 Triviron had a successful year with 5 roadshows all across India, The Event witnessed excellent participation of Doctors & Distributors. The Roadshow witnessed Tremendous customer footfall was a good platform to connect with KOLs & Key decision makers in the region and also helped in generating leads for all the divisions of Triviron.



Ensure use of domestic devices in healthcare

BY VIKAS GUPTA
INDIAN ASSOCIATION OF MEDICAL EQUIPMENT MANUFACTURERS (IAMEM)

Healthcare providers are increasingly turning to imported medical devices and software products that can be used in India. However, the use of such devices is not always justified. In fact, the use of such devices is often a result of the lack of awareness among healthcare providers about the availability of domestic devices. The IAMEM is a leading industry body that represents the interests of domestic medical equipment manufacturers. It has been actively engaged in efforts to promote the use of domestic devices in healthcare. The association has been successful in getting the government to take steps to encourage the use of domestic devices. It has also been successful in getting the government to take steps to protect the interests of domestic manufacturers. The IAMEM is committed to ensuring that domestic devices are used in healthcare. It will continue to work with the government to achieve this goal.

Mammography: busting myths, fears

BY VIKAS GUPTA
INDIAN ASSOCIATION OF MEDICAL EQUIPMENT MANUFACTURERS (IAMEM)

Mammography is a common medical procedure used to detect breast cancer. However, many women are reluctant to undergo this procedure due to various myths and fears. It is important to bust these myths and fears to encourage more women to undergo mammography. One common myth is that mammography is painful. In fact, the procedure is painless. Another common myth is that mammography is only for older women. In fact, it is recommended for women aged 40 and above. It is also important to bust the fear that mammography will lead to breast cancer. In fact, mammography is a diagnostic procedure that helps detect breast cancer early, which increases the chances of successful treatment. The IAMEM is committed to providing information and support to women who are considering mammography. It will continue to work with healthcare providers to ensure that women receive the best possible care.

'Screening of newborn helps flag diseases the child may be prone to'

BY VIKAS GUPTA
INDIAN ASSOCIATION OF MEDICAL EQUIPMENT MANUFACTURERS (IAMEM)

Newborn screening is a critical medical procedure that helps identify diseases that a child may be prone to. This procedure is performed on newborns shortly after birth. It involves testing a sample of the newborn's blood for various markers. The results of the test can help healthcare providers identify diseases that the child may have. Early detection of these diseases allows for prompt treatment, which can significantly improve the child's health and quality of life. The IAMEM is committed to ensuring that newborn screening is performed accurately and efficiently. It will continue to work with healthcare providers to ensure that newborns receive the best possible care.

HEALTH FIT & PROPER Detect breast cancer early

BY VIKAS GUPTA
INDIAN ASSOCIATION OF MEDICAL EQUIPMENT MANUFACTURERS (IAMEM)

Detecting breast cancer early is crucial for successful treatment. However, many women are unaware of the signs and symptoms of breast cancer. It is important to be aware of these signs and symptoms and to undergo regular breast exams. The signs and symptoms of breast cancer include a lump in the breast, changes in the size or shape of the breast, changes in the color of the nipple, and changes in the way the breast feels. If you notice any of these signs and symptoms, you should see a healthcare provider immediately. The IAMEM is committed to providing information and support to women who are concerned about breast cancer. It will continue to work with healthcare providers to ensure that women receive the best possible care.

DT BUSINESS DT & NEXT . II

Triviron banks on global markets for healthy growth

Triviron, a leading medical equipment manufacturer, is expanding its global footprint. The company has recently secured several international contracts, which is a testament to its high-quality products and excellent customer service. Triviron's products are used in a wide range of healthcare settings, from hospitals to clinics. The company's commitment to innovation and excellence has earned it a reputation as a leader in the medical equipment industry. Triviron is looking forward to continued growth and success in the global market.

SPOTLIGHT DATAS BIG ROLE IN HEALTHCARE

Data is playing a significant role in the healthcare industry. Healthcare providers are using data to improve patient care, reduce costs, and streamline operations. Data is used to identify trends, predict outcomes, and personalize treatment. The use of data in healthcare is growing rapidly, and it is expected to continue to grow in the future. The IAMEM is committed to ensuring that data is used in healthcare in a responsible and ethical manner. It will continue to work with healthcare providers to ensure that data is used to improve patient care.

'Make med equipment locally to curb healthcare expenses'

The healthcare industry is facing a significant challenge: the high cost of medical equipment. One way to curb these expenses is to manufacture medical equipment locally. This approach has several advantages. First, it can reduce the cost of transportation and logistics. Second, it can support the local economy and create jobs. Third, it can ensure that the equipment is tailored to the needs of the local market. The IAMEM is committed to promoting the manufacture of medical equipment in India. It will continue to work with the government and industry to achieve this goal.

AS THE HEALTHCARE INDUSTRY EVOLVES, DATA AND INFORMATION OF PATIENTS IS CHANGING THE DYNAMICS OF HOW HEALTH IS BEING MONITORED

BY BINDU GOPAL RAO

The healthcare industry is undergoing a major transformation. The use of data and information is changing the way healthcare is delivered. Patients are now more active in their healthcare decisions, and they are demanding more transparency and accountability from healthcare providers. Healthcare providers are using data to improve patient care, reduce costs, and streamline operations. The use of data in healthcare is growing rapidly, and it is expected to continue to grow in the future. The IAMEM is committed to ensuring that data is used in healthcare in a responsible and ethical manner. It will continue to work with healthcare providers to ensure that data is used to improve patient care.

EXPORTS OUR PRIMARY FOCUS

WITH D. GOKULAKRISHNAN

Vision Healthcare was founded in 1997 by D. Gokulakrishnan, a first-generation entrepreneur who built a company on the premise of delivering cost-effective medical technology solutions and services to the underserved. Through successful mergers, acquisitions, and organic growth, Vision Healthcare has grown to become a leading player in the medical equipment industry. The company's primary focus is on exports, and it has successfully established a strong presence in international markets. Vision Healthcare is committed to providing high-quality products and services to its customers worldwide. It will continue to work with the government and industry to promote the growth of the medical equipment industry in India.

Early screening must for foetal health

CONSULTANCY COURES

Early screening is essential for ensuring the health of the fetus. It allows healthcare providers to identify potential problems early, which can lead to better outcomes for the mother and the baby. There are several types of early screening tests, including ultrasound, amniocentesis, and chorionic villus sampling. Each test has its own strengths and weaknesses, and healthcare providers will recommend the best test for each individual case. The IAMEM is committed to ensuring that early screening is performed accurately and efficiently. It will continue to work with healthcare providers to ensure that women receive the best possible care.

INDIAN HEALTHCARE NEEDS MORE 'VELU-ADDITION'

COVER TOP NEWSMAKERS

Indian healthcare needs more 'Velu-addition'. Dr. G.S.K. Velu, a leading healthcare professional, has been instrumental in the development of the Indian healthcare system. He has worked tirelessly to improve the quality of care and to ensure that all patients have access to the best possible care. Dr. Velu's dedication and leadership have inspired a generation of healthcare professionals. The IAMEM is committed to supporting the work of healthcare professionals like Dr. Velu. It will continue to work with the government and industry to improve the Indian healthcare system.

Metabolic disorder hits kids

DC CORRESPONDENT

A metabolic disorder has been diagnosed in a young child, highlighting the importance of early detection and treatment. Metabolic disorders are a group of genetic conditions that affect the way the body processes nutrients. They can lead to a variety of symptoms, including weight loss, fatigue, and changes in behavior. Early detection and treatment are crucial for preventing complications and improving the child's health. The IAMEM is committed to providing information and support to families who are dealing with metabolic disorders. It will continue to work with healthcare providers to ensure that children receive the best possible care.

30 Years in Healthcare in India & Counting, This Veteran Bats for Academia-Industry Alliance

DC CORRESPONDENT

A veteran healthcare professional with 30 years of experience in India is calling for a stronger alliance between academia and industry. He believes that this alliance is essential for the growth and development of the healthcare industry in India. Academia provides the research and innovation that drive progress in healthcare, while industry provides the resources and infrastructure needed to bring these innovations to market. A strong alliance between the two sectors can lead to better outcomes for patients and a more vibrant healthcare industry. The IAMEM is committed to supporting the work of healthcare professionals like this veteran. It will continue to work with the government and industry to promote the growth of the healthcare industry in India.

Newborn Screening should be a constitutional mandate: Dr. G.S.K Velu

DC CORRESPONDENT

Newborn screening should be a constitutional mandate, according to Dr. G.S.K. Velu. He believes that this procedure is a fundamental right of every newborn child, and it should be guaranteed by the constitution. Newborn screening is a critical medical procedure that helps identify diseases that a child may be prone to. It allows healthcare providers to detect these diseases early, which can lead to better outcomes for the child. The IAMEM is committed to supporting the work of healthcare professionals like Dr. Velu. It will continue to work with the government and industry to ensure that newborn screening is performed accurately and efficiently.

Triviron setting up new units

DC CORRESPONDENT

Triviron is setting up new units in various international markets, expanding its global reach. The company's products are in high demand in these markets, and the new units will allow Triviron to better serve its customers. Triviron's commitment to quality and customer service has earned it a strong reputation in the medical equipment industry. The company is looking forward to continued growth and success in the global market.

The Vital Elements Of Strength

DC CORRESPONDENT

The vital elements of strength are essential for a healthy and active lifestyle. These elements include a balanced diet, regular exercise, and adequate rest. A balanced diet provides the nutrients needed for the body to function properly, while regular exercise helps to build muscle and improve cardiovascular health. Adequate rest allows the body to recover and repair itself. The IAMEM is committed to providing information and support to individuals who are looking to improve their strength and health. It will continue to work with healthcare providers to ensure that individuals receive the best possible care.

Ensure use of domestic devices in healthcare

DC CORRESPONDENT

Ensuring the use of domestic devices in healthcare is a priority for the IAMEM. The association is committed to promoting the manufacture and use of domestic medical equipment. This approach has several advantages, including the reduction of costs, the support of the local economy, and the creation of jobs. The IAMEM is working with the government and industry to ensure that domestic devices are used in healthcare. It will continue to work with healthcare providers to ensure that patients receive the best possible care.

LIVE DIGITAL MICROSCOPE TECHNOLOGY REVAMPS DIAGNOSTIC PRACTICE IN INDIA

TECHNOLOGY

Live digital microscope technology is revolutionizing diagnostic practice in India. This technology allows healthcare providers to view and analyze samples in real-time, which can lead to faster and more accurate diagnoses. Live digital microscope technology is a significant advancement in medical technology, and it has the potential to improve patient care and reduce costs. The IAMEM is committed to promoting the use of live digital microscope technology in India. It will continue to work with healthcare providers to ensure that this technology is used to improve patient care.

'Time for holistic healthcare'

DC CORRESPONDENT

It is time for holistic healthcare. Holistic healthcare is a patient-centered approach that focuses on the whole person, not just the symptoms. It takes into account the physical, emotional, and social aspects of a person's health. Holistic healthcare is a more comprehensive and effective way of providing care, and it is gaining popularity in India. The IAMEM is committed to promoting holistic healthcare in India. It will continue to work with healthcare providers to ensure that patients receive the best possible care.

Triviron sets up new units in various international markets

DC CORRESPONDENT

Triviron has successfully set up new units in various international markets, demonstrating its global reach and commitment to customer service. The company's products are in high demand in these markets, and the new units will allow Triviron to better serve its customers. Triviron's commitment to quality and customer service has earned it a strong reputation in the medical equipment industry. The company is looking forward to continued growth and success in the global market.

NGO WANTS STATE TO ENSURE COMPENSATION

DC CORRESPONDENT

An NGO is calling on the state to ensure compensation for healthcare providers. The NGO believes that healthcare providers should be compensated for their services, and it is working with the government to ensure that this is done. Healthcare providers play a vital role in the healthcare system, and they deserve to be compensated for their work. The IAMEM is committed to supporting the work of healthcare professionals like the NGO. It will continue to work with the government and industry to ensure that healthcare providers are compensated for their services.

AWARDS & ACCOLADES



Awards are the industry's recognition of our pioneering spirit and we were fortunate to win many awards and accolades during 2018. Here are a few of the most important ones:



Excellence in HR Strategies Award – ET Now

Triviron Healthcare receives accolades for its relentless efforts! We are proud to be acknowledged with “Excellence in HR Strategies” Award at the ET Now - Making of Developed India (Modi) - for Excellence in Healthcare Awards, 2018.

Triviron Healthcare was acknowledged with “Innovative Business Model” Award in Medical Technology Category at the Times Healthcare Achievers' Awards.

Our efforts to be pioneers in developing the healthcare landscape was acknowledged by Times of India Healthcare Achievers Awards, where Triviron was honoured to receive the revered and prestigious "Innovative Business Model" Award under the category of Medical Technology. The Triviron family accepted the accolade with the deepest gratitude while looking forward to actualizing greater innovations in the future.



HR

HR



Ms. Chandra Ganjoo,
Executive Director &
Group CPO

Year 2018 was instrumental in supporting us to sustain our core philosophy of being innovative and provide customised solutions to our customers globally because we understand that each of our customer is different and each one of them need to be attended differently. In Year 2018, we continued to implement new and innovative strategies so that we become faster and accurate in our response, become global and become customer obsessed organization. Research and Development played a major role in our success and helped us by opening new opportunities for growth and reach globally. We remained focussed on new and improvised products and customised solutions. We created synergies in the Group by deploying a flat organization, simple decision making processes and clear performance management framework. We paid attention on grooming new leaders and mentoring young talent. We are getting closer to the customers in the local markets where we are growing strongly. The expansion of the product offering enabled us to capture new market shares and increase growth, primarily in the high-growth markets of Asia, Latin America and Africa.

Each year, we carry out a number of activities worldwide for our employees and partners to convey that we care for them. Year 2018 was no different. Our engagement and interaction with our employees worldwide improved by leaps and bounds. We have always been a future-oriented company and we intend to continue in this way. Today, Trivitron has a management team that reflects the Group's diversity profile. We are a company where everybody has the same prerequisites, regardless of gender, age or nationality. We also assume responsibility for suppliers, customers and partners through our Code of Conduct and monitoring practices.

In the year 2019, we will strive to deliver an excellent customer experience because we follow our company's motto "Customer first". We will continue to strive for being one of the global leaders however we will have a local partner to sustain solutions so that we improve lives by fastest response and customised solutions. We will work to make Trivitron known as a Fastest Response Time & Lowest Lifecycle Cost organisation.

I want every Trivitronian and everyone else associated with Trivitron to take pride in what we do and recognize that our success enables us to provide opportunities for growth, development and advancement for everyone who works in/for Trivitron. For our client and partners, we will continue to provide excellent service because we know that they count on us. Our journey will be challenging and will require hard work and patience. We need to think new and different in order to achieve success. The simplest and easiest way to achieve our goal calls for belief and positivity.

I would like to take this opportunity to thank all our employees and partners for their hard work in 2018. We will continue to move forward together and will secure our position as one of the world's leading Healthcare Med tech company.

Wishing you and your family a Happy, Healthy and Prosperous New Year 2019.

Employees Testimonial



After working in various segments for more than a decade, I have a belief "Learning never gets old". In Trivitron, one always has the opportunity to interact with the co-workers from diverse regions, educational, functional, and technical backgrounds, as well as participating on diverse projects with different clients."

"Trivitron is built on a work ethos of quality product, ethical action, and client success."

In the world of Trivitron, no one goes unnoticed; every month there's an opportunity to prove the mettle to be the 'Rockstar'.

For me, Trivitron is a good career-investment that gives positive returns in the form of recognition, growth, opportunities and deserving success.

-Prabhik Jain,

Assistant Manager, Diagnostics, New Delhi



I am proud to be part of the Trivitron Group and working here is a great pleasure for me. I am surrounded by individuals who are generous in sharing knowledge for the purpose of making the teams better. The most important thing about the company is the opportunity to work in a multicultural environment with very talented colleagues. Our company is people centric with its primary focus always on its human capital. Our company allows employees to grow together with the company with the special programs prepared for personal and career

development. Trivitron Group is also a great company with strong core values and excellent potential.

- Murat Celik,

R&D Manager – Biochemistry Department, Bome, Ankara



Working at Trivitron is a great pleasure and a privilege. As a part of Healthcare conglomerate, I am surrounded by a diverse cultural environment & team, which gives a great sense of pride. It is because of Trivitron that I have developed my skills and learnt a lot about healthcare ecosystem. The positive atmosphere at Trivitron is noticeable at all levels. People smile; people are helpful; people are upbeat; people are genuine; which makes Trivitron a Great Company to work for. Proud to be part Trivitron

- Dhanajay Sinha,

Zonal Head, Imaging, New Delhi



Joined Trivitron in year 2008. During my tenure of 10 plus years Trivitron has undergone many ups and downs. But as an employee the company has never allowed me to experience any hurdle even when it is passing through tough times. I must say for an employee Trivitron has oceans of opportunities to choose the right career path, which none of the other companies can offer. A wonderful leadership of Dr. Velu and his capability to imagine possible future challenges well in advance has made Trivitron a stable company. Today Trivitron is No.1 Indian Origin Medical Technology Company with entire range of products. Proud to work for such a wonderful organization.

-Santosh Marathi,

Technical Support Manager, Imaging, Chennai



It is an honor and privilege to be part of the Chairman's Club 2018-19. The organizing team including Mr. Chander Sharma, Ms. Geetika Bhutani, Mr. Amitesh Nigam with guidance from our CPO Ms. Chandra Ganjoo and Chairman Dr. Velu have put immense effort in recognizing, encouraging and training future leaders of the group. From the very beginning - immaculate planning and purposeful implementation has benefited each one of us immensely.

Personally, this has been a highly rewarding experience for me. A mirror has been held to me encouraging me to identify my strength areas and areas where I need to improve. 'Change' - for the better has been the mantra that I have picked up after being part of this elite group. Positivity and Belief have been truly instilled in me. These change have started to show benefits not only in my professional life but also in my personal life.

Thank you Chairman's Club for giving me this opportunity; thank you for igniting a major change for best.

-Subramanian Murugan,

Supply Chain and Regulatory Affairs Manager, Ldx, Vantaa



Trivitron-Great Place To Work which has amazing work culture. I am working in Trivitron for more than 9 years. Trivitron is the company that lives by its core values. One of the greatest benefits is, Trivitron promotes Self Learning and development of the employees that are deeply collaborative with culture of the organization. The Top Management team will listen to the Ground level staff and support to take more responsibilities that contributed towards the day to day growth of the Company.

I really enjoy working in Trivitron and proud to be a Trivitronian.

-Chandrakala.N,

Senior Executive Hr & Admin, Bangalore

EMPLOYEE ENGAGEMENT

In today's constantly changing business scenario, the most valuable resource that needs to be leveraged is human resource. This means not just attracting the crème-de-la-crème and retaining them but keeping them motivated and committed to achieving the organization goals. Motivated employees deliver greater productivity, better customer service, more innovative solutions and superior quality products & services.

Employee engagement can be tough to crack and cannot be solved through a one-size-fits-all approach, which is the reason we @ Triviron indulge in varied activities throughout the year to keep the Happiness Index high.



WOMEN'S DAY In all roles of life

S - She

H - Has

E - Eternal

Strength to humanity.

We made the day special for the God's finest and beautiful creation. The day started with male employees giving a flower to all the ladies entering the office and greeting them on Women's Day. The ladies gang went out for a lunch and enjoyed the day to the fullest.

ANNUAL DAY 2018 #jalsa

The achievements of an organization are the results of the combined efforts of every individual. With the continued and dedicated efforts of Trivironians, in 2018 we entered into yet another successful year for Triviron. And the highlight of this year was that it was Triviron's 20th Anniversary.

We celebrated our anniversary with full of enthusiasm and fervour. Festivities happened at different locations viz. Mumbai, Delhi and Chennai. We kicked off the day with Cricket Match Series – "Triviron Premier League" where our employees showcased their cricket skills and high team spirit. The day was followed by Cultural Event – "#jalsa" where employees exhibited their talent via dance, music, singing and poetry. Highlight of "jalsa" was performances given by the employees' family members.



72ND INDEPENDENCE DAY

A better way to celebrate Independence Day is with the inclusion of each & everyone with lots of fun, flavor and stories of valor. We celebrated 72nd Independence Day of India with pride and energy. Lots of games and fun activities were organized and Trivironians had enjoyed each moment.



PIKKUJOULUT JUHLA

Pikkujoulu is a Finnish traditional party held to anticipate Christmas. Trivitronians enjoyed the Pikkujoulu party with entire fervor and enthusiasm.

FOUNDER'S DAY - "Big Dreams create the magic".

From an ordinary man to a Founder of the company, the journey was quite long and inspiring as well. Dr. Velu has given a lot over the years. Today we are much bigger and much better in many ways. However one thing that has not changed is our purpose- Purpose to be a place where we are inspired to learn and where we thrive as individuals.

@ Trivitron every year we surprises our MD with unique ideas to celebrate this special Day, and this year also was no less. Employees from each geography made beautiful birthday videos in which the lyrics were written by employees themselves. Trivitronians expressed their gratitude by dancing and singing in the video.

All the videos were highly appreciated and the best video compositions were done by Delhi and Finland teams. Cake cutting was done through virtual setup and CXOs shared their memorable experience with Dr. Velu.



OPEN HOUSE

Communication serves as the foundation of every facet of a business. Thus, it can be said that effective communication is the building block of an organization.

Communication also helps in building people's attitude. A well informed person will always have better attitude than a less informed person.

Our agenda for every Open House is simple yet effective – "meet us and talk with an open mind". Honest and open communication is an essential ingredient in maintaining a successful company that can quickly respond to fast-changing market conditions and agile competitors. Through this forum we encourage our employees to have an open dialogue with the Group CPO and HR team.

This time we focused more on getting suggestions and improvement areas from employees rather than simply resolving their grievances. The suggestions were minuted and were shared with the concerned departments for speedy action. The sessions were well received by all the Trivitronians.

"The most important thing in communication is hearing what isn't said"... Peter Drucker. And through Open House we exactly did the same thing, we tried to hear out Trivitronians's unspoken words and will continue to do so.

LAUNCH OF YOUNG TURKS

The Young People of today are often associated with vibrancy, joyfulness, enthusiasm and passion. They are curious to learn new things and ready to explore the world.

@Trivitron Millennial generation contributes 70% of the total population and we are determined to foster their unconventional thinking that can deliver fruitful results which can add success to Trivitron.

In order to tap their unleashed energy and their untouched potential we @Trivitron have launched the Program "Young Turks" under the supervision of Ms. Chandra Ganjoo (ED & Group CPO), with a focus to recognize the extraordinary talent of our young champions and put an emphasis on their growth and channelizing their ideas to nurture them to become the brand ambassadors of Trivitron.



CHAIRMAN'S CLUB EVENT

Leadership is critical to an organization's success. While it is essential to have strong leadership at the top of the organization, effective leadership up and down the organization is necessary for achieving organizational goals. Keeping this in mind, we @ Trivitron have formed a Chairman's Club which represents the top performers of the Group. This club is directly run by the Chairman's office with the help of external consultants. This is the third consecutive successful year for this club. The main highlight of this club is direct mentorship by the Chairman. Individual coaching sessions

are run for all the members.

For these Hi-pots, we had organized an offsite camp in a beautiful resort in Lonavala, Maharashtra.

The female members along with Dr. Velu kick started the day by lighting the lamp. All the members shared their success stories. Dr. Velu was really impressed with the commitment and energy level which all the members showcased. One very interesting activity, "World Café" was organized in which all the members had 160 new learning. That was wholly a new experience for all the members. The members got the chance to witness some real adventure. The Resort had an adventure park which had some very interesting games. All the members had immense fun during the activities.

A session on Mindfulness and Gratitude was also organized. Mindfulness is the practice of purposely focusing the attention on the present moment. It was followed by the session "Picking up the Threads" based on the learnings actual business scenarios.

. All the members had a blend of fun and learning and learnt a new term which was coined by Dr. Velu- "BP"- Belief & Positivity.



WELLNESS ACTIVITIES @ TRIVITRON

Wellness programs are designed to encourage a holistic approach for employee well-being by creating an organizational culture of health. To truly have a healthy workplace we had organized wellness activities for our employees! @Trivitron.

- Dental Camp- No matter what your age is, you need to take care of your teeth. When your Denture is healthy, you can easily consume the foods you need for good nutrition. Smiling, talking and laughing with others also are easier when your Denture is nice and healthy. We had organized a dental camp in our offices in which the doctors examined Trivitronians and recommended them that how can they take care of their teeth.
- Ergonomics Session- The study of people's efficiency in their working environment is Ergonomics. The purpose is to eliminate discomfort and risk of injury due to wrong postures at

work place and raise the awareness among employees for proper ergonomic techniques and provide them with the knowledge to optimize their setup.

We had arranged a session on Ergonomics to make our employees aware of the work place rules. In this session we had discussed about:-

- o Injuries and losses due to ergonomic issues
- o Types, signs and symptoms and risk factors of musculoskeletal disorders
- o Common ergonomic stressors
- o Techniques to combat these stressors
- Health Check-up Camp- Health and fitness is the key to a long, active and enjoyable life. It is correctly stated that Health is the actual Wealth that a person can retain. A healthy and fit person is capable of living the life to the fullest, without any major medical or physical issues. Being healthy is not only related to the physical well-being of a person, it also involves the mental stability or the internal peace of a person.

Considering the well-being of our employee we had organized a health check-up camp where the specialized doctors conducted general check-up including Cardio and gave consultation basis on the report.
- De-stress with Art Session- In today's world stress is something very normal. There is no way we can run from it but there are ways through which we can conquer it. A session has been conducted for employees on how to deal with stress through various techniques like meditation & drawing. Trivitronian's showcased their creative side by drawing pictures from their imaginary world which made them feel happy and relax.
- Yoga- A study showed that sitting for 5+ hours is a productivity killer and has the same health effect as smoking a pack of cigarettes! Working non-stop also creates stress. Even just standing up or doing some stretching or physical activity every 30 minutes greatly increases blood circulation. Incorporating simple yoga moves at these times is a great way to avoid fatigue. Keeping above in mind corporate yoga program was designed and conducted at all our offices.



INDUCTION

Induction is the process for welcoming newly recruited employees and supporting them to adjust to their new roles and working environments. It is the first step towards gaining an employee's commitment.

Various studies have shown that induction training directly affects employee attrition rate. It is a well-known fact that more than 25% of new employees decide to stay with or quit an organization in the first week of their stint.

Starting a new job can be a stressful experience and new employees need help to settle down. Getting the induction process right can help you get new employees up to speed and productive as quickly as possible. Our new Induction program is designed in such a way that we try to create a sense of belongingness in the mind of new recruits in the starting itself.

It is an 11 day well-structured program where the new recruits are aligned and assimilated into Trivitron's culture. They are taken through the Core Values which drive our culture. Through our induction program we educate new recruits about Trivitron's vision, mission and objectives.

Our induction program is designed in such a way that it helps new recruits to adjust in the new role and in the smoother transition into the business.

Evaluating the effectiveness of the induction programme is vital to ensure that all the areas have been covered fully. Our mechanism to measure the effectiveness of the induction program is very robust. We take the actual feedback both verbally and through a form and make sure that the program is reviewed and changed to meet the new recruits' and organization's needs.

Learning & Development

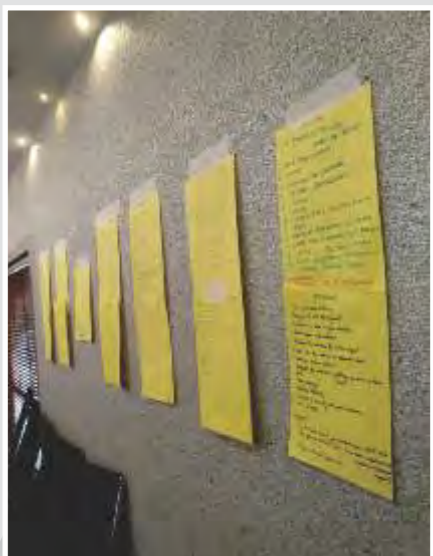
Learning and Development is an integral function for any organisation. In the age of fierce competition, employees need to equip themselves with the required knowledge and skills, which are required to do the job better. Since a company is the sum total of what employees achieve individually, we ensured to do everything in our capacity to ensure that employees perform at their peak.



L&D sessions for the year 2018-19 have been organised while keeping the business challenges and individual competencies in the mind. Under the shadow of current business requirement, L&D calendar was designed to offer a framework that employees can consistently implement & refer in their respective work area.

With a focus on Sales Acumen, Business Communication and current leadership requirement, L&D programs were framed to closely knit them with the individual competencies. Approaches used in the classroom sessions were aimed to upgrade the professional and behavioural competencies and were practically suited for on field implementation. Pre and post evaluation analysis has helped in projecting a larger picture of Hi-Pot members in the workforce.

Effective business communication, being a crucial aspect of learning, has been taken to entirely new paradigm with the inclusion of 6A Conversation Dialogue. The EQ-Emotional Quotient of the individual was considered as the driving factor in these business communication sessions. The World Café Approach in these sessions provided a platform to the participants to put their conversation to work through dialogue and engagement. It resulted in the creation of Knowledge Café, where every participant got a chance to represent themselves and grasp numerous learnings. Their conversation process and dialogue across different situation were tested through this approach.

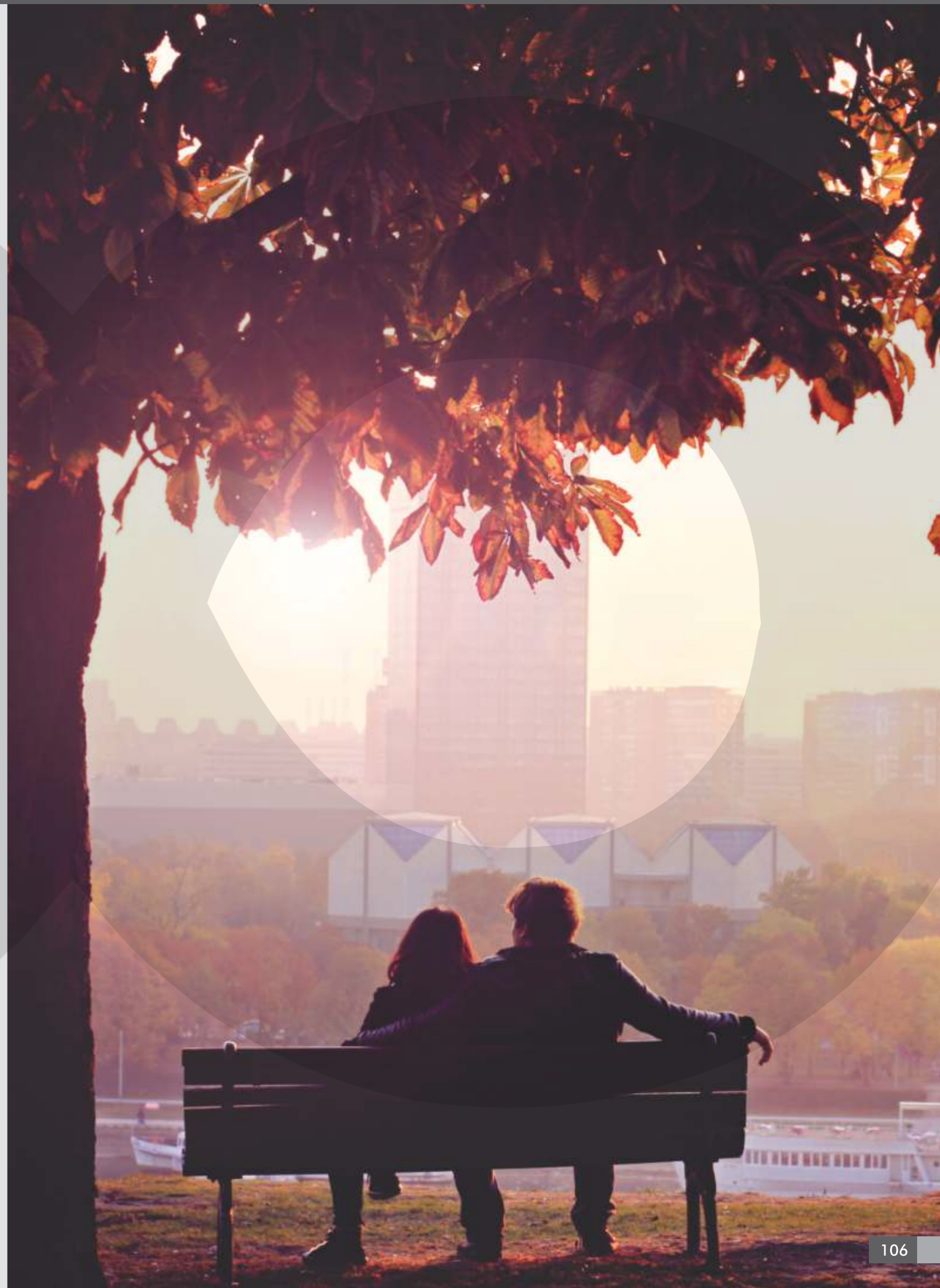


Coaching Sessions in Chairman's Club were conducted to improve the individual performance, so that they can become valued contributors in the success of Trivitron. With the effective coaching practice used in this program, it has helped the employees build new skills faster and gain more confidence in the work. Every participant was assessed on the four leadership competencies. Based on assessment, they were coached on the bottom two competencies.

It has resulted in employees deliver their best effort in the current business assignments.



Several new training programmes across the different management levels were planned for this year to generate a new learning ambience in the organisation. Participants applauded the approach of learning through these sessions. They recommended many more sessions based on the same pattern for coming year. Team HR is committed to execute great learning sessions throughout the year across the globe.



ITS OUR RESPONSIBILITY TO CARE



MITR- MAKING INDIGENEOUS & TRANSCENDENT RELATIONS (CSR)

Only a life lived for others is a life worthwhile... Albert Einstein.

Businesses are powerful constituents of society and the most successful, respected, and desirable businesses exist to do much more than make money; they exist to use the power of business to solve social problems. Trivitron group believes corporate social responsibility (CSR) is a critical mission that is at the heart of everything that it does, how it thinks and what it is.

Corporate social responsibility is more than just a business trend or fad for Trivitron. It is ingrained in the values and culture of Trivitron and is positively affecting the way the business is being conducted. Through our CSR initiative MITR- Making Indigenous & Transcendent Relations, we are trying to make the life of many worthwhile with our small continued efforts.

Employees are the major factor to the success of any CSR initiative. We @ Trivitron consider Trivitronian's support and participation in CSR initiatives as very crucial. Like previous years, this year also we did our bit of work towards the corporate social responsibility.



WORLD ENVIRONMENT DAY

This year's theme of World Environment day was "#Beat Plastic Pollution- If you can't reuse it, refuse it. The whole world came together to combat single-use plastic pollution, so we @ Trivitron also strived together for Green Social Responsibility. We took our action to address plastic waste and reduce plastic footprint by reusing the waste plastic material and making Flower pots, Stationary stands and hanging pots from it.



PINKATHON

Pinkathon is more than a Marathon. It is the seed of change. It is the beginning of a movement carried forward by a growing community of empowered women across India, who share a belief that a healthy family, a healthy nation and a healthy world begins with empowered women.

Pinkathon was organized in Chennai where Trivitron women employees actively participated wearing Trivitron T shirts supporting fight against Cancer. 11 female employees participated in the event.

The event started with warm up sessions and Zumba early morning followed by the run. Overall the women employees finished 5kms run in 1 hour 20 minutes but three of our female employees finished it on 45 to 50 minutes.

EDUCATION

It is no secret that a good education has the power to change a life. Education is the backbone of every society in this world. But what matters the most is the quality of education- a dream for many and this is what Trivitron has been thriving for from many years. Trivitron has been supporting the education of children of lower economic strata and this year was also no less. We have sponsored higher education for few students from weaker societies and will support them till they start contributing to their own growth.

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