

STARTUP CITY

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Founder & CEO

TUNWAL E-VEHICLE:

POWERING THE FUTURE OF AUTOMOBILE WITH
ITS DISTINCTIVE ELECTRIC BIKES





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SYED S AHMED
DIRECTOR & CEO



ABHISHEK MAZUMDER
FOUNDER & CEO

Techinvention Lifecare

on a Mission Towards Enabling Greater Health Equity



SYED S AHMED
 DIRECTOR & CEO

Purnima Narang • Startup City

Driven by the imperative to drive positive change where it is needed most in the developing world, Syed S Ahmed, Director & CEO, Techinvention Lifecare Pvt. Ltd. started his journey to make global health equity a reality.

Techinvention chooses to look to the future with hope rather than look away in despair. Their mission is to meet and triumph the challenge of making health equity available to all. They have successfully channelized their focus towards tackling a precise crisis – making essential vaccines and biopharmaceuticals acceptable, affordable and accessible in the developing world.

The problem is ridden with complexities, but Techinvention is committed to chipping away at it piece by piece, with innovative strategies, one project at a time. They offer expertise and support to pharmaceutical and biotech companies, governments and investors so together they can make a difference to the shared world.

THE MAN BEHIND THE IDEA

Syed S Ahmed, Director & CEO,

Techinvention Lifecare Pvt Ltd comes with more than two decades of experience in leading strategic healthcare projects in the developing world. During this tenure, he established a robust vaccine business infrastructure from scratch in over 30 countries across Latin America, Africa, CIS, Middle East, & South East Asia with innovative business models and strategic partnering

In an exhilarating conversation with the Startup City Magazine, Syed enlightened us about his corporate ethos, plans, associations, beliefs, market scenario and more;

SCM: Do you believe you are 'The Best Company of the Year', if yes, how?

Syed: Yes. Our focus is on vaccines for the developing world which means that we are uniquely positioned to confront a global problem head-on with prevention than treatment.. Vaccines are amongst the best of tools to prevent disease in the first place, thereby negating the need for expensive treatment, which more often than not is out of bounds, in terms of access and cost, for most people around the world. We have several firsts to our credit:

- We paved the way for local vaccine development by enabling the first successful development of a contemporary recombinant vaccine in Turkey
- We helped set up the first Vaccine manufacturing facility in Central America
- We oversaw the first successful deployment of a high-end vaccine from East Asia to Saudi Arabia.
- Our team is small but mighty in its shared vision for a more equitable future. We have been growing exponentially year on year since our inception in 2016

SCM: What nature of clients are you associated with currently?

Syed: Our clients are primarily those organizations in the developing world who are aspiring to develop and manufacture vaccines to protect their countries/region from vaccine-preventable diseases. Depending on the country of origin, they include:

- Public sector undertakings
- Public-Private Partnerships
- Private-Public academia partnerships
- Private firms

SCM: What nature of market strategies do you follow?

Syed: Almost every project starts with a comprehensive feasibility study that includes prevailing vaccines preventable diseases, current and future immunization programs, the most appropriate model to pursue local development-manufacturing, staging, financials etc. The next step is securing funding after which the project gets initiated. The project is supported till the stage of successful commercialization. This aspect of "Concept to Commercialization" has become the core competence we are increasingly defined by.

SCM: How do you treat competition; does it help in growth?

Syed: With Respect! Their presence encourages us to always stay two in terms of technology and innovation. We have even collaborated with competition for a successful project outcome on quite a few initiatives. We offer;

- A 360-degree Project perspective.
- Support from Concept to Commercialization
- A proposition that's Cost-effective yet highly compliant to the regulatory requirements and best of Quality aspects.

SCM: How effectively does your brand infuse innovation with business?

Syed: Since the projects are mostly in the developing countries it's important to have an appropriate blend of cost and compliance dovetailed with Contemporary technology and innovation.

SCM: How do you choose your target market, what's the analysis that goes into it?

Syed: The vaccine industry from developing countries has indeed transformed and today accounts for the largest share by volume of global vaccine supplies with India being

ahead. Amongst the developing countries, priority is given:

- To Middle-Income Countries that have no access to free vaccine supplies from the UN Healthcare organizations.
- Also, to progressive developing countries that are likely to graduate out of the free supplies in due course.
- To countries where there is a birth cohort of more than 0.5 million babies.
- To countries where there is a state policy that supports local vaccine development and manufacturing.

SCM: Does the government play any role for your industry, if yes; is there anything you believe should change?

Syed: Yes, in most of the developing countries the procurement and supply of vaccines in the public immunization program are all managed by Governments. Hence, Government policy matters to the localization projects on development and manufacture. Public-private partnerships can accelerate vaccine localization projects and can be considered.

SCM: In the next five years, do you believe your brand would have achieved the status it was seeking?

Syed: We aspire to have a leadership position in supporting vaccine localization projects in the developing world from 'concept to commercialization' and are well on our way towards achieving our goals.

SCM: Do you remember any complex situation the brand faced and overcame like a pro?

Syed: When we took up a mandate to support a vaccine localization project in Nicaragua, it just seemed impossible to achieve given the: distance, time zone, language, culture, availability of local talent etc. But with a differentiated strategy, an unconventional approach

and some out of the box thinking we managed to complete the task to the satisfaction of the authorities and the client. To the extent this initiative features amongst the top state of the art vaccine manufacturing projects in Latin America.

SCM: What core values and compliances are followed by the company to maintain the name across the market?

Syed: Securing a WHO (World Health Organization) Prequalification from the specific site for the targeted vaccines is central to and at the core of every project. This gets institutionalized into every aspect from the Basis of design stage until the commercial manufacturing stage.

SCM: What are the plans ahead for the company?

Syed: In line with the global recommendations to pursue the concept of 'One Health' (Protecting - Humans, animals and the environment), we are gearing up to take on Animal vaccine projects in the developing world as a next step (with vet vaccine projects that protect animals)

SCM: What good is your brand doing for the society (in terms of CSR)?

Syed: Since our focus is on vaccines in the arena of preventive healthcare, every project that we undertake contributes significantly from a socio-economic perspective to the specific country, region and the developing world at large. It further helps in building vaccine security to protect against diseases.

"Our purpose 'Towards Greater Health Equity' fits in with our aspiration to contribute in whatever way possible to a future wherein 'Access to high quality contemporary preventive healthcare; does NOT remain the 'sole privilege of the affording few'"
Syed S Ahmed