



STARTUP
INCUBATION AND
INNOVATION
CENTRE
IIT KANPUR

TECHकी बात

SIIC initiatives: Solving India's health infrastructural challenges

Akshya Innovations



Primary Healthtech



Yantram Medtech



Arogram Medisoft Solution



Intignus Biotech





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PIC'S DESK

Prof. Amitabha Bandyopadhyay
Professor-in-charge, Innovation and Incubation, IIT Kanpur
Incoming HoD at Biological Sciences and Bioengineering, IIT Kanpur

The Section-8 company Startup Incubation and Innovation Centre (SIIC) at IIT Kanpur has evolved tremendously over the last two decades. Initially conceptualised as a laboratory infrastructure for young innovators and entrepreneurs, the facility within the institute's campus has become a top-notch startup incubator with over 125 incubated startups and extensive national recognition.

These incubated startups have contributed to the employment generation of 700 skilled resources this year alone, indicative of the significant value addition from the incubator to the nation's economy. The financial year 2021-22 remained successful for the incubator, with a handsome revenue generation of 21.46 Cr.

As my tenure here is now coming to an end, there wouldn't be a better time to look at where it all started.

In the year 2013, the then Professor-in-charge of the incubator, Prof. Phani, secured a grant from the Department of Biotechnology's BIRAC to start a BioNest at IIT Kanpur. The grant had a significant component for building infrastructure for the Bio domain companies. Prof. Phani, in his characteristic style, gave me the complete autonomy of conceiving the utilisation of this facility and implementing it, which I did with a lot of enthusiasm. However, soon after, it was realised that the utilisation of this facility is rather limited. Thus, a need for Bio domain startups was felt to ensure its optimum utilisation. Therefore, in the year 2016, we applied to host BIRAC's largest early-stage funding program, the Biotechnology Ignition Grant (BIG), as a partner incubator.



In another effort, we started the immensely popular 'Tech Talk with a Doc' seminar series March 2018 onwards. These seminar series invited reputed doctors to present their technical problems to institute engineers, enabling them to gain practical insights about common technology related challenges they encounter in their everyday practice; to allow engineers at IIT Kanpur to have a shot at solving real life biomedical engineering problems. As a third avenue for increasing the pipeline of startups, I reached out to Dr Rishi Shetty of Kings George's Medical University and together we initiated the IITK Clinical Immersion Program in May 2018. The initiative proposed to expose the interns, under the program, to the healthcare ecosystem. As per the program structure, these interns closely shadowed KGMU doctors to identify the major clinical problems that can be addressed through technological interventions. The initiative also transpired into a success story, with two of the projects receiving BIG grants.

All of these programs brilliantly succeeded in their endeavour of connecting medicine and technology, leading to a foundation of a robust facility for MedTech innovation in India.



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So far, I was only looking at the functioning of Bio domain-related activities at SIIC. Then in July 2018, I was asked to take over as the Professor-in-charge, Incubation and Innovation after Prof. Phani. I began my tenure with an objective to increase the quality and quantity of incubated companies which was limited to 62 startups (inclusive of physically and virtually incubated).

Various strategies were deployed to reach out to the startups, and at the same time, we also wanted to increase the team size at SIIC, which was 15 at the time of my take-over. We went on to build the team with a clear view of the requirements of a technology business incubator: people from technical backgrounds. We did some outstanding hiring from different technical institutes in India. B.Tech, M.Tech, and PhD. graduates joined the facility. We soon had a reasonably large team divided well into domains.

Then came the big decision of whether or not to hire a CEO, and collectively IIT Kanpur took the decision to hire the CEO, and it has been highly satisfying to have Dr. Nikhil Agarwal amongst us. He brings a different perspective than academics, which is enriching and imperative for an ecosystem like ours. Subsequently, fully functional legal and financial teams were formed. Eventually, Mr Piyush Mishra was appointed as the COO to oversee these functions.

Amidst all the action came the pandemic, which led to catastrophic consequences around the globe and in India. However, it has been a blessing in disguise for the incubator. It is not often in India that hardware startups are in the limelight, but due to the tremendous challenges that the pandemic posed, hardware startups emerged as real saviours.

SIIC executed some outstanding projects in collaboration with its incubated startups that have gained national recognition. The Ventilator Project, Mission Bharat O2, and E-Spin Nanotech's N-95 grade Swasa Mask made SIIC a familiar name among Indians.



The series of these tremendous successes required SIIC's message to go out to the whole country, if not the entire world. Hence, a media team was also created at SIIC, which is functional in excellent synchrony with all the other functional units. One of the most prominent social media handles among academic institute incubators and the startup community. SIIC's follower reach has expanded to over 10K on LinkedIn, 3.7K on Twitter and Facebook, with media impressions over 28.8K, and a slowly rising following of 1.6K on Instagram.



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Today SIIC boasts of companies that have made a significant national-level impact and gained acknowledgement from the Hon'ble Prime Minister of India. The notable startups from the SIIC ecosystem stand out; that is inclusive but not limited to: Noccarc Robotics: Built and deployed an indigenous ventilator amidst the global pandemic within 90 days.

Acquafront Infrastructure Pvt Ltd: Implemented Mission Bharat O2 to address the critical shortage of oxygen during the second wave of COVID-19. The startup has also developed the world's first floating CNG Filling station at Khidkiya Ghat in Varanasi and deployed its patented technology *Self Adjusting Fixed Type Jetty*. The team is also in the process of inaugurating its Solar Panel enabled micro-grid charging station for boats.

Phool.co: Conceptualised with a view of recycling flower waste from the temple, PHOOL.CO today has become a high-revenue and impact-generating startup that empowers women through its sustainable and novel luxury products.

Kritsnam: It has collaborated with businesses that are ready to adopt scientific water management practices to achieve water sustainability, enabled by their innovative data-driven decision-making water management tools to save water and money.

MLIT-18: Has successfully deployed India's only computer vision-aided fully automated railway inspection system.

Very few incubators in the country simultaneously have so many stellar incubated companies. I'm extremely happy that SIIC grew to this height under my watch.

I shall continue being a well-wisher to the innovators, the ecosystem, and my dear team at SIIC.

With best wishes, I sign off as the Professor-in-Charge of SIIC - The Ecosystem that converts ideas into products!



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SNAPSHOT AUGUST 2022

Head to the section to learn about the previous month's call for applications and other exciting statistics that were achieved during the month of August!



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SUCCESS STORIES

SIIC startups are on the rise as their disruptive innovation steadily gains more recognition and acceptance.



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INNOVATORS' KI BAAT

This section introduces our readers to one of the many revolutionary, innovative technologies currently under incubation at SIIC. Read on to know more about our transformative ecosystem.



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SIIC, with the support of its kind industry stakeholders and incubated startups, has initiated a meaningful collaboration to redefine the primary healthcare infrastructure in the country. Read on!



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PROGRAM HIGHLIGHTS

This section showcases the major highlights across the multiple program verticals currently active at SIIC for the month of August.



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FUNTECH

Work up your mind with an interesting HealthTech and MedTech themed cross-word at the end!

SNAPSHOT AUGUST 2022



SIIC has developed the experience that has become the main ingredient in nurturing the early-stage, technology-focused startups in the domains such as agriculture, healthcare, aerospace, and medical devices.

229

Applications
Received

02

Call currently open/
closed

710+

Attendees reached
through events

CALLS CLOSED



NIRMAN: The NIRMAN Accelerator Program supported by the Department of Science and Technology received a total of 93 applications from different manufacturing startups based in India. A pool of 33 applicant startups have been shortlisted for round two under the program.

A shortlisted cohort of 15 startups will receive support to overcome challenges from prototype to market entry journey, in the Healthcare and Agriculture domain. The best performing startup will receive a cash award of up to INR 10 Lakhs and funding support of INR 50 lakhs at the end of the program.



BIG-21: SIIC received a total of 99 applications under the 21st BIRAC's BIG Call. The applications have come from more than 20 states in India. These applications will undergo an online review round before final interviews are scheduled.

The Biotechnology Ignition Grant (BIG) is for startups and innovators working on ideas to POC in the domain of Biotechnology, medical devices, diagnostics, medical innovation, agriculture, agritech, sustainability, clean environment, waste to value, secondary agriculture and other allied areas.

SUCCESS STORIES

SIIC is currently running with a portfolio of 100+ incubated startups across programs and initiatives. The section highlights our innovative startups achieving newer benchmarks as they successfully take their innovations to global platforms.



Founder Saptkrishi, Mr Nikki Jha being felicitated at Schaeffler India Social Innovation Fellowship award event.

1. Sabzikothi has won the Schaeffler India Social Innovation Fellowship.

The Schaeffler India Social Innovator Fellowship Program is an initiative of Schaeffler India to recognize and reward individuals who are developing unique solutions that have the potential to impact the society positively.

Saptkrishi, SIIC's incubated startup has emerged as a winner of this prestigious fellowship. Their flagship product Sabzkothi is an affordable storage product that extends the shelf-life of fruits and vegetables, anywhere between 3 to 30 days just by using a few litres of water and 20 watts of power.

2. CashYear's newly launched Fintech API has received a generous response.

Excite Visions and Retail Technology which operates under the brand name - CashYear (a SIIC incubated startup), successfully launched its Fintech Launchpad API.

The product offers a wide range of services, including Cards, BBPS Bill Pay, Payout, Lending, BBPS Collect, VAN, Validation, and Insurance. The startup has received a generous response on its product since its launch, summarised as 5 Corporate Clients, 2K Cards sold, and revenue of 3.7 Lakhs.

CashYear is a Technology aggregator Fintech Startup that helps corporates to make their business easier with their Fintech API, SaaS and Loyalty Program Solutions on a single platform.



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3. NovoEarth is among the five winners of the 'Tectonic: Innovations in Sustainable Construction program'.

Tectonic: Innovations in Sustainable Construction is India's first incubation program for sustainable construction. Through this challenge, Social Alpha envisions to create an enabling ecosystem for innovators and entrepreneurs to develop innovative solutions for construction that have the potential to bring about deep social and environmental impact.

Novo Earth is among the top five winners of the Social Alpha's Tectonic. Their flagship product NovoBoard is 100% recyclable board created from multilayered plastic waste such as wrappers, sachets, and other plastic waste which is a sustainable solution for construction. This product can be used by furniture manufacturers, contractors and architects for shuttering and roofing due to its high compressive strength



INNOVATORS' KI BAAT



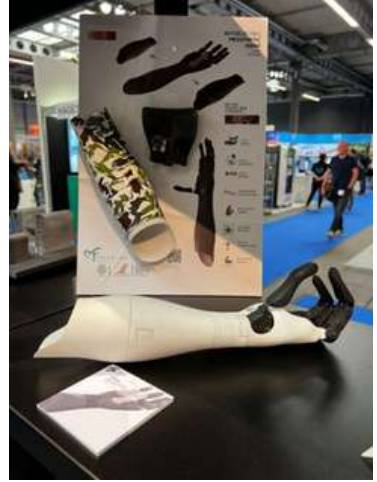
Life and Limb is a med-tech company incorporated in 2020 to innovate, design and engineer biomedical devices to make user-customized prostheses for people with upper limb amputation. The prostheses are developed using modern additive manufacturing techniques to assist the divyaang community, helping them become self-reliant. Life and Limb works with domain knowledge in CAD engineering, mechanical engineering and industrial Design.



We interviewed Nishant Agarwal, who completed his MS (by Research) in 2018 from the Biomedical Research Lab, Department of Mechanical Engineering, IIT Kanpur. His thesis was on developing the prosthetic hand project for which he has been honoured with several awards and recognition. He elucidated his visionary technology and how he started Life and Limb. Soon after completing his degree, he joined Bajaj Auto Ltd. Pune, but quit his job within a year after a short stint to pursue research in the field of prostheses design. His research project led him to identify the problems associated with people with upper limb amputation. He aimed to mainstream the use of prostheses and other assistive technologies in the country. His family was a little unaccommodating initially because of the lack of information about the startup. But their thought process changed seeing his dedication and the startup being recognized and incubated at SIIC, IIT Kanpur. Nishant Agarwal, the founder and the CEO of Life and Limb, and his team - Prachi, Madhav, Sachin, Mayank, and Shivi incorporated the company in August 2020 aiming to revolutionize the field of prostheses with innovative solutions that are accessible, affordable, and aspirational. Life and Limb, with the help of BIONICLI, focuses on prostheses solutions that are cost-effective, state of art, and custom built for each user. BIONICLI is a myoelectric prosthetic hand with 14 grip patterns, weighing less than 500 grams with a battery pack; that is efficient in achieving more than 15% of the activities of daily living.

INNOVATORS' KI BAAT

They are using 3D scanning to map the anatomical features of the other hand of the user. The team is also working on the development of MYORTHOSIS, a wrist-hand orthotic device for people with neurological conditions. They aim to cater to more than 30 million people suffering from neurological disorders, specifically in the geriatric population, for which the cases have doubled from 1990 to 2019. Regarding technological advancements and development, Nishant Agarwal and his team learned about several ways to devise their solution using human-centric design approach and sustainability. The project also aims at developing state-of-the-art actuators and myo-sensors for prosthetic and orthotic devices, thereby reducing the dependence on imported components, and minimizing the hardware complexity, and cost. Currently, the team is working from a micro-lab setup in Delhi-NCR with a team of 11 members for the cause with a collective vision. They are incredibly grateful to SIIC, IIT Kanpur for their pivotal support and interventions in achieving the company's milestones. Nishant says "SIIC's immense help is a huge step in defining its journey towards success". They are excited to expand the team and welcome outstanding engineers with domain knowledge in mechanical engineering, signal processing, and analog data. The product is in the clinical validation stage which may take a few more months to launch.



ACHIEVEMENTS:

- BIONICLI has been selected as a finalist in "3D Pioneers Challenge 2022" a prestigious Design Competition for products using Additive Manufacturing.
- Life and Limb was a part of the Digital India Week 2022 and National Startup Conference held in Gandhinagar, Gujarat where Hon'ble Prime Minister, Narendra Modi, and other Hon'ble Ministers launched seven new digital initiatives for Digital India. They are proud to be announced as the TIDE 2.0 Scaleup Grant winner in the same event.
- They have been selected to be in the first cohort of the Artificial Intelligence and Innovation Driven Entrepreneurship Centre of Excellence (AIIDE CoE) out of 80 startups.
- Life and Limb is invited to the global finals at the EMI Conference in November 2022, NY for being the finalist at the Cornell EMI Mark Mobius Pitch Competition 2022.
- They were the second runner-up at the Falling Walls Lab India 2021.
- Selected amongst the top 10 healthcare startups for GINSEP (German Indian Exchange Program) 2021.
- Selected for MGIS (Munich Global Impact Sprint) 2021.
- Won ISHOW India 2021, a hardware innovation showcase by the American Society of Mechanical Engineers (ASME).

INNOVATORS' KI BAAT



KINOKO BIOTECH: MATERIALS FOR A BETTER FUTURE

Kinoko Biotech is a startup company working in a new field of Bio-materials and developing methodologies and technologies for Industrial production of Thermocol.

The company is founded by Chaitanya Dubey, a Computer Science Engineer from Bangalore, having knowledge about how different fungus behaves with different substrates. With the help from SIIC IIT Kanpur and Biotechnology Ignition Grant (BIG), Chaitanya Dubey with his team started making sustainable packaging solutions to replace the single-use Thermocol. He has been working actively to leverage the experience towards developing industrial production technology for bio packaging. The agricultural waste burned by farmers and mycelia (roots of fungus/mushrooms), which acts as a glue to bind the waste into shape help in making Bio Packaging Solutions. Different procedures such as Inoculation, Mould filling, incubation, Demoulding are followed to produce an eco-friendly alternative for Thermocol, which is cost-effective, light-weight and has compatible strength. Kinoko Biotech is making sustainable packaging solutions for a better today and tomorrow.





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INITIATIVES AT SIIC

SIIC thrives on contributing valuable programs and partnerships to nurture the entrepreneurial ecosystem in India. This section highlights one of the valuable initiatives facilitated by SIIC in its path forward.



Ashish Sharma, founder of Akshiva Innovations showcasing his product the Advanced Spica Table.

Startup Incubation and Innovation Center (SIIC), IIT Kanpur with the CSR fund support from NTT Data Services launched the HealthTech Innovation launchpad. The initiative aims to deliver accessible and affordable healthcare solutions to refine the quality of primary healthcare services in Uttar Pradesh.

Under the initiative, five startups have been selected to conduct pilot testing of their devices at two partner sites i.e. J L Rohatgi Memorial Eye Hospital, Kanpur, Uttar Pradesh and CHC, Kausambi, Uttar Pradesh.

The five selected startups under the initiative are:

1. Arogyam Medisoft Solution Private Limited

Product: HaemurEx Point of Care Analyzer

Details: It is a lightweight clinical chemistry analyzer with remote transmission. It can perform Urine and Blood tests.

3. Primary HealthTech Private Limited

Product: Mobilab

Details: It is a portable device which can perform various tests like the Liver profile, Kidney Profile, Heart Profile, Haemoglobin, etc. and generate an instant report.

5. Yantram Medtech Private Limited

Product: Continuous Body Temperature Monitoring Device

Details: A Non-invasive continuous monitoring device for core body temperature with an accuracy of 0.5 deg celsius and a long battery life (up to 3 days of continuous use). It is a plug-and-play device which is easy to operate, portable and lightweight product designed to enhance user experience.

2. Akshiva Innovations Private Limited

Product: Advanced Spica Table

Details: It is an orthopaedic cast used to immobilise the hip or thigh. It is used to facilitate the healing of injured hip joints or of fractured femurs. A hip spica includes the trunk of the body and one or both legs.

4. Intignus Biotech Private Limited

Product: Preeclampsia Screening Kit

Details: The kit enables efficient screening of preeclampsia development among pregnant women during the gestation period. The screening is based on circulating levels of placenta-specific preeclampsia biomarkers.



Ensure healthy lives and promote well-being for all at all ages.



Achieve gender equality and empower all women and girls.



Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation.

CSR

NTT Data

The initiative works towards the fulfilment of the Sustainable Development Goals defined by the United Nations. It caters to the above highlighted goals:

PROGRAM HIGHLIGHTS

Bio - Programs

SIIC on-boarded new cohort of innovators under BIG-20

SIIC welcomed the new grantees under BIRAC's Biotechnology Ignition Grant (BIG) 20. The new cohort of innovators under BIG 20 are:



Prof Asad. U. Khan, Individual



Dr. Prof Sudharani Banappagoudar, Individual



Dr. Sunita Mehta, Individual



Raman R and Lakshmanan R, Backyard Creators Pvt. Ltd.

SPARSH team successfully executed their third Field Immersion with the cohort II fellows

As a part of the ongoing immersion phase of the SPARSH program, the fellows completed another field visit for real-time data collation for maternal and child health issues at Shyam Children and Maternity Center, New Azad Nagar, Kanpur. The fellows interacted with Dr. K K Dokania, Shyam Children & Maternity Center, and Dr. Neera Dixit to gather the most pressing challenges prevailing in the MnCH sector.



PROGRAM HIGHLIGHTS

DWIH and Innovators connect as part of the TANDEM Program



SIIC in partnership with the German Centre for Research and Innovation (DWIH) hosted a fully funded program for entrepreneurs and early-stage startup founders from Germany and India to get insights into the market in both countries. The program also promoted international exposure, intercultural understanding, and access to stakeholders from both countries in different sectors. Partner institutes in Germany were Karlsruhe Institute of Technology (KIT), Technical University (TU) of Braunschweig & Science and Startups Berlin (Freie Universität Berlin, Humboldt-Universität zu Berlin, Technische Universität Berlin and Charité – Universitätsmedizin Berlin).

TIDE 2.0 Program

India Action Projects on-boards SIIC as a TIDE 2.0 MVP Grantee

TIDE 2.0 Grant is a funded scheme by the Ministry of Electronics & Information Technology (MeitY) that promotes ICT-enabled tech entrepreneurship. It channelizes financial and technical support to the incubators in selected domains of national concern.

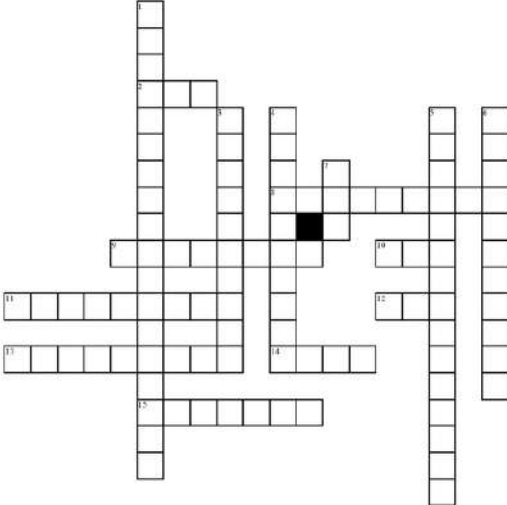
Under the recent call for applications, India Action Project - a civic-tech startup, has on-boarded SIIC as an MVP Grantee. India Action Project is a collection of young Indians on a mission to unlock Bharat's social, economic, and political potential. The startup is working to solve the most pressing issues using technology and data. The entity developed a Jan Sampark App, with the help of which they are trying to make public welfare schemes accessible and hassle-free for all.



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FUNTECH THEME - MedTech & Healthtech

For the below crossword, answers will be given in the next edition of the newsletter.



June 2022 CROSSWORD Answers

ACROSS

3. Lee Byung Chel 5. Murray Pletzt 11. Edwin Binney 12. Phil Knight 13. TED Hsu 14. Percy Spencer 18. Larry Page 19. Michael s dell 20. Borge Madison

DOWN

1. John pemberton 2. Mark Zuckerberg 4. Nathaniel Wales 6. Evan Spiegel 7. Julius Caesar 8. Sherwin Williams 9. Richilieu Dennis 10. Christopher Polhem 15. R 16. Steve Jobs 17. Sam Welton

ACROSS

2. This device produces a visual record of the heart's electrical activity. (3)
8. Information about the patient with-out entering the body this diagnostics is called _____ . (9)
9. The state in which involves the physical well-being that is considered heathly. (8)
10. Produce computer developed, cross-sectional images of any part of the body very quickly . (3)
11. Allows a physician to look inside the body . (9)
12. Gathers information about the patient with-out entering the body. (3)
13. Drugs that are considered safe for unsupervised used by consumers (9)
14. A substance used to prevent, diagnose, or treat a disease. (4)
15. It can be described as a state of poor health. (7)

DOWN

- 1.It involves heavy work by a limited number of muscles. (18)
- 3.Produces images of any part of the body without using dyes. (10)
- 4.This technique uses high frequency sound waves and their echoes to develop and image of the body. (10)
5. In which you use oxygen to keep large muscle groups moving continuously. (16)
6. Most common diagnostic imaging machines. (12)
7. In which is used to gather general information about the patient. (3)

QUICK FACTS

Health Statistics of India

Source : indushealthplus.com

- The poorest 10% of the population rely on sales of their assets or on borrowings, entailing inter-generational consequences on the family's ability to access basic goods and affecting their long-term economic prospects.
- In India, roughly 5.8 million Indians die because of diabetes, cancer, stroke, heart and lung diseases each year. In other words, out of 4 Indians 1 has risks dying from an NCD before the age of 70.
- Almost 38 million deaths occurred due to non-communicable diseases (NCDs) each year. In that 16 million deaths occur before the age of 70 & 82% of these premature deaths occurred in low- and middle-income countries.
- Out of total expenditure on healthcare, more than 70% goes out of the patient's pocket. The rest is probably paid by the Government and insurance companies.
- By the end of 2025, India will need as many as 17.5 crore additional beds according to a combined study by an industry body and Ernst & Young.
- The World Health Organisation (WHO) indicates that India ranks very high among the nations affected by the rising wave of premature deaths caused by non-communicable diseases, which account for 60% of all deaths in India.
- Through a healthy diet, regular physical activity, avoiding the use of tobacco and alcohol abuse, and preventive screening at least 80% of premature deaths from heart diseases and strokes and 40% of cancer can be prevented.
- In India, 3.2 crore people go below the national poverty line by spending on healthcare out of their own pockets in a single year.





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ECO-SYSTEM ENABLERS

CSR



NTT DATA



infoedge



CAPRI GLOBAL
CAPITAL LIMITED



MCX
METAL & ENERGY
Trade with Trust

KNOWLEDGE



INDUSTRY



AIMED
Encouraging Responsible Manufacturing
Association of Indian Medical Device Industry

SERVICE



AI ENABLEMENT



FUNDING & MONITORING



Entrepreneur-in-Residence
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MEITY STARTUP
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MEDICAL RESEARCH
Serving the nation since 1973



DEPARTMENT OF BIOTECHNOLOGY
Ministry of Science & Technology
Government of India



INTERNATIONAL



TORONTO BUSINESS
DEVELOPMENT CENTRE

CLINICAL



Narayana Health
Health for all. All for health.



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