

Dr. T. G. Raja Ramanan, a visionary, is a general surgeon by profession. For him patient care was beyond just treatment, but to a more holistic approach. This was probably the reason why despite being a successful surgeon he could not ignore the gaps in laboratory management that was causing unnecessary delay in patient diagnosis and care. Being a strategic enabler, he envisaged how an efficient laboratory management system would have an overall impact in the patient care lifecycle. This led to the birth of Techmed.

Dr. Raja has led Techmed to a great success owing to his high business acumen and passion for healthcare. He is a people-and-result oriented leader and leads with his classic collaborative and hands on working style. Under his leadership, Techmed was recently awarded as one of the Top-50 healthcare companies 2018, at the Smart Health Conference held in Dubai, along with SKOCH Order-of-Merit award under the MSME category, being the first one.

Techmed Healthcare has been a pioneering organization in the field of Hospital Laboratory Management [HLM], the country's first of its kind. The founder, Dr. Raja Ramanan's vision, took shape in the form of *Techmed Health Centre & Diagnostic Pvt. Ltd* or popularly known as *Techmed Healthcare*. Operations started in full-swing from the beginning of 2009, and from a single entity then, it has now grown to serve more than 80 healthcare institutions in 15 cities, spread across 3 States of the country – Tamil Nadu, Karnataka and Odisha.

Techmed has been built on 5 core values – Reliability, Innovation, Differentiation, Growth & Friendly. The unique B2B2C business model allows hospitals to join hands with Techmed as the laboratory expertise partner. While hospitals continue focusing on their core functions, we operate the laboratory in a professional, structured and profitable manner. By leveraging the equipment to its maximum and to providing

reports with remarkable turn-around-times, Doctors are enabled to take informed decisions. We also manage the medico-legal abilities, which are crucial, given the growing trend towards evidence-based medicine.

A state-of-the-art lab information system, high-tech equipment, qualified and trained staff, adherence to industry standards - have all helped us forge a name in the realm of HLM in India.

Our resolute commitment to being prompt and quality driven, is reflected in the host of special services and facilities we offer such as a 24/7 lab service facility and SMART reports that allow for virtual access to patient records and reports, making us the favored choice among our stakeholders.

2018 had been a special year for Techmed, as the organization entered into the 10<sup>th</sup> year of operation, thanks to the healthcare ecosystem it lives in. Notably, Techmed embarked on a new journey by joining hands with the Govt. of Odisha, as its State Laboratory Services Partner in June 2018, pathological laboratories in 32 district hospitals have been established in the State, with thousands of sample in-flow every day. The project has been entitled as NIDHAN.

On the overseas front, the commencement of operations in Sri Lanka kicked off during end of May 2018, in association with Forte Diagnostics as its local partner.

Another milestone would be the second international project in the most populous and the largest economy of Africa - Nigeria, where operations would take shape by end of Feb 2019.