



## Report | M Clinic on Sales & Marketing Strategies, Business Planning & Regulations for Medical Devices | 2nd & 4th May 2022

M Clinic was organized with Ravi Sarangapani at Venture Center Campus, Pune. It presented an opportunity for one-on-one discussion between selective entrepreneurs and the mentor.

### Meeting Schedule

| Sr. No | Date       | Time              | Name of Participant | Name of Startup                   |
|--------|------------|-------------------|---------------------|-----------------------------------|
| 1      | 2 May 2022 | 11:00 AM-12:00 PM | Bipin Deshpande     | Desh Design (OPC) Private Limited |
| 2      | 2 May 2022 | 12:00 PM-01:00 PM | Dr. Sandeep Dahake  | Precisurg Private Limited         |
|        |            | 01:00 PM-02:00 PM | Lunch Break         |                                   |
| 3      | 2 May 2022 | 02:00 PM-03:00 PM | M v sasidhar        | Urvogelbio                        |
| 4      | 2 May 2022 | 03:00 PM-04:00 PM | Aditya Kabra        | ZeroPlast Labs                    |
| 5      | 2 May 2022 | 04:00 PM-05:00PM  | R Abhiraj           | Designo                           |
|        |            |                   |                     |                                   |

#### Themes Discussed:

Product viability, Regulations, Go-to-Market strategy, Product licensing strategy, Target Market Entry Strategy, Competitor analysis



Organized By



In collaboration with



## Meeting Schedule

| Sr. No | Date       | Time              | Name of Participant | Name of Startup                      |
|--------|------------|-------------------|---------------------|--------------------------------------|
| 1      | 4 May 2022 | 12:00 PM-01:00 PM | Jagadeesh Daler     | VNIR BIOTECHNOLOGIES PVT LTD         |
|        |            | 01:00 PM-02:00 PM | Lunch Break         |                                      |
| 2      | 4 May 2022 | 02:00 PM-03:00 PM | Vaishnavi kulkarni  | Intignus Biotech Pvt Ltd             |
| 3      | 4 May 2022 | 03:00 PM-04:00 PM | Saiprasad Poyarekar | Pacify Medical Technologies Pvt. Ltd |
| 4      | 4 May 2022 | 04:00 PM-05:00PM  | Shilpee Jain        | MagHeals Private Limited             |

### Themes Discussed:

Expanding customer base, Target Market sizing, B2B vs B2C selection, Contract development, Product sustainability

Overall Feedback: 6.3/7

*"Sarangapani Sir, has given very good suggestions regarding product strategies, regulatory, material of product, and business strategies, which will definitely help me to improve myself in startup journey" -*  
Dr. Sandeep Dahake

*"Very good recommendations and suggestions" - Vaishnavi Kulkarni*