











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

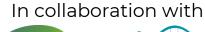
Themes Discussed:

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













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