What's Outside the Box

Dr Vishakha Mangale
Cofounder OmiX Labs
What do we do at OmiX Labs?

- Isothermal Amplification Platform
- Sepsis Diagnostics
- Molecular Diagnostics
- Molecular AMR Testing
- Rapid, RT Stable, Cost Effective
What do I do at OmiX Labs?

- Lead R&D Function
- Product Development (ISO 13485 Standards)
- Work with Clinical Partners
- Develop Quality Processes for all functions
- Manage Day to Day Operations
Best Part and Worst Part

Best Part
- Launching Product
- Social Impact

Worst Part
- Bureaucratic hurdles
- Raising Money
Challenges

- Technical
- Supply Chain
- Cash Flow
- Attrition
- Customer Acquisition
Skills to Hone

- Problem Solving
- Project Management
- Core Competence
- Network, Mentors
- Calculated Risk Taking
- Leadership Skills
- Regulatory Know How
Jobs in Healthcare

- Qualifications: Masters, PhD, PDF Biotech/Medtech/Genetics/Microbiology/Biochemistry/Bioinformatics Degree
- Job Opportunities: Clinical Scientist, Data Scientist, Product Developers, Quality Control, Product Specialist, Application Specialist, Technical Sales specialist, Contract Researchers
- Internship/Apprenticeship which will teach you more
- Gain more peripheral skills: Regulatory courses/clinical data management/project management/Bioinformatics
Peripheral Skill Development

- CDSCO Workshops and Trainings
- Biocon Academy for Bridging the Gap
- Informatics Course Workshops at IBAB
- Mentoring for Start ups from BIRAC Venture Centre Pune, C-CAMP
- IP Skills
- PMP
- Executive MBA (part time)
Industry trends

Startups Trending: Opportunity to learn. Entrepreneurship opportunities.

Push and support from Govt: Skill India, Funding, Incubators, Accelerators

India Market: Investor Traction
Incubation and Funding opportunities for BioTech/MedTech Startups

- 16 Bioincubators in India. Eg: IKP, BBC, CCAMP, Venture Centre, IITs
- BIRAC Schemes: BIG, SBIRI, BIPP
- Other Govt Grants: Idea to PoC, Elevate 100
- Other Grants: Villgro Foundation, Grand Challenges, BIRAC-TIE
- Soft Loans: DST-TDB
Lessons learnt

Don’t be afraid to let go
There is no short cut to success
Don’t get into a Job Jail
Take calculated risks
Thank You