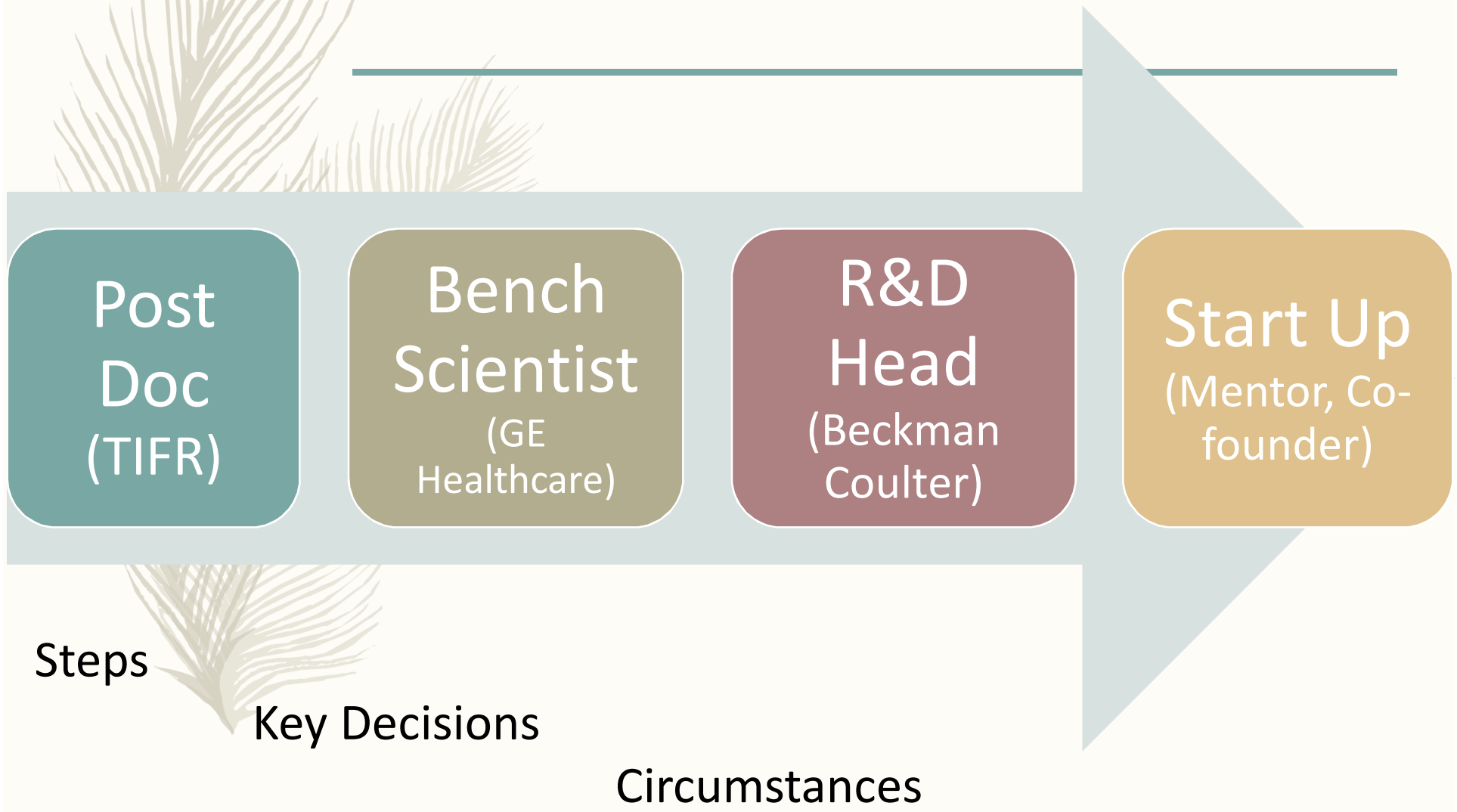


What's Outside the Box

Dr Vishakha Mangale
Cofounder OmiX Labs

The Journey



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



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