



*Innovative Visioneering*



**Shubham Corporation**

TUSCANO – A 4+ Year old, Medical Devices focused Company with a Vision of being **Technology Driven product Innovators in the fields of Nephrology and Patient Monitoring**

# Summary



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- Tuscano's is focused on Nephrology and Patient Monitoring
  - 3 Products commercialized – ASPI, DCS-fs and MAMRIT
  - 1 Product is on clinical trials - Infusomon
- TUSCANO has been recognized for “In-House R&D” by DSIR , Government of India (March 2014).
- Recognitions include Innovation award at Medical ‘ 2013 (Gold Plaque) , selection in BIPP and partnership with Microsoft under Bizpark Program
- Tuscano has ISO 13485 for DCS-fs and EMI/EMC certification as per IEC 60601-1/2 standards.



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# Leadership Team



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- **Dr. Sandeep Jaipurkar – Co-Founder and Clinical Leader** - Clinical Radiologist and Investor – MD in Radiology. Runs a diagnostic Centre in Chennai and has a vision of creating products that are clinically relevant .
- **Kannan Neelakanta – Co-Founder and Managing Director** - Post Graduate in Medical Instrumentation with 20+ years exp in Medical Devices sales, Marketing & Technical Support – Been with Larsen & Toubro Medical (L&T Medical), Wipro GE Healthcare, Bausch and Lomb. Tuscano is Kannan’s second entrepreneurial venture. Patent holder on Needle positioning
- **Kumar Gururajan – Head of Operations** – Engineering and Management Professional with over 20 years of experience in Manufacturing and Information Technology. Prior to joining Tuscano , he has worked for various organization such as SAIL , L&T , Wipro and Cognizant and has significant (8+years) experience in Global Delivery and Business development.
- **B.D.Vijaya – Investor and Mentor** - 30+ yrs Exp - contributed to technologies in Computers, Became the Technology Leader for GE Healthcare & also the Technology Leader for GE Global Research in India. He has a bachelor degree in ECE & has participated in extensive global Leadership Development programs in GE and HP



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# Products



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## PRODUCTS

Nephrology

Monitoring

DCS-fs  
(Dialyzer  
Reprocessing)

HDS-fs  
(Haemo  
Dialysis)

ASPI-fs

MAMRIT

Infusomon

Product	Year of Launch	Competitors	Remarks
<b>ASPI</b>	2010	Unique	Automated aspiration and fluid delivery
<b>DCS-fs</b>	2012	Minntech , Atlantic Pharma, Fresenius	Open Source – not dependent on any proprietary chemical and user has freedom of operations
<b>Infusomon</b>	2014	Unique	Coupled with Pulse Oximetry offers one of the basic tool required in all hospitals.
<b>MAMRIT</b>	2013	Unique	Rotational Infra-Red Mammogram for early detection of Malignancy onset. Highly disruptive in the diagnostic arena.



# DCS-FS –Key Highlights



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<p>Reprocessing (<b><u>cleaning of Blood and Proteins from Dialyzer</u></b>)– pain areas</p>	<p>Mostly Manual – critical to ensure that</p> <ol style="list-style-type: none"> <li>1. Dialyzer is reprocessed properly every time – process – time management.</li> <li>2. Measurement of Dialyzer FCV – fit for re-use (AAMI criteria).</li> <li>3. Documentation</li> </ol>
<p>Reprocessing – DCS-fs advantages with respect to competition</p>	<ol style="list-style-type: none"> <li>1. open systems – diluted chemicals and concentration of customer choice– assured efficacy .</li> <li>2. Chemical costs – running cost/availability</li> <li>3. No daily/weekly calibration</li> </ol>
<p>Reprocessing advantages</p>	<ol style="list-style-type: none"> <li>1. No exposure to chemicals</li> <li>2. Exposure to Blood – risk of infection</li> <li>3. Process standardization</li> <li>4. Manpower utilization for better efficiency</li> </ol>
<p>DCS-fs Advantages</p>	<ol style="list-style-type: none"> <li>1. Open Chemical System – fully programmable.</li> <li>2. Lowest Water Consumption to Clean Dialyzer (10-12 L Vs. 16-26L)</li> <li>3. Lowest Running costs (Chemical + water) ie OpEx of &lt;₹ 12 per dialyzer per cycle compared to ₹ 45 per dialyzer per cycle of the nearest competitors.</li> <li>4. 16 bit Architecture/ Wi-Fi*/ Remote Monitoring*/Computer Connectivity* (*option)</li> <li>5. IEC 60601-1-2 Certified for EMI/EMC</li> <li>6. Re-use increased by 100% minimum compared to Manual reprocessing.</li> </ol>



**61 Installs**



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4 line LCD

# DCS-FS – Product Overview



4 inlets @ Rear –RO/ Chemicals(2) / Air

Printer

Dialyzer Holder

Peristaltic Pumps

SS316 & Aluminium Body  
Specialized Solenoid Valves





# Product Comparison – Competitive Analysis



<u>Specification/Product</u>	<u>DCS</u>	<u>Renatron</u>	<u>ADR</u>	<u>Renaclean</u>	<u>HEM REP</u>	<u>Ms rep</u>
No of Dialyzer stations	1 modular	one	one	two	two	one
				Both need to be connected & started simultaneously	Both need to be connected and started simultaneously	
Chemical	<b>independent</b> <b>Can be used with any chemical (open system)</b>	Renalin	Puristeril	Renaclean	-	-
Programmable	Each function programmable by user based -dialyzer type & cleaning chemical used.	No	No	No	No	No
Installation	<b>61</b>	200+	40	70	30	
usp	open system and programmable by customer	1st one to Launch in India , Free Service to customers when they buy Renalin (cleaning solution) from their distributors	Brand leaders in Hemo - Dialysis combines sales with Reprocessing	Good contacts in West Two Station low price	Price driven	
Inlet Water Pressure	1.8 to 2.3 Bar	3 bar	3 bar	3bar	3 bar	3 bar
Cleaning process	<b>Can be Customized by customer</b>	Pre programmed	Pre programmed	Pre programmed	Pre programmed	Pre programmed
Water Consumption	<b>Low 10-12 L</b>	26 Lit	24L	24L/dialyzer		
cost per cleaning	<b>Rs.10 (based on H2O2)</b>	Rs. 65	Rs. 45	Rs. 28		
Printer	<b>Built-in</b> <b>give details with time stamp</b>	optional indicates only pass/fail	optional	internal indicates only pass or fail		
Networking with PC	<b>Available (option)</b>	Available (option)	NO	NO	NO	NO
Remote Monitoring	<b>Available (option)</b>	NO	NO	NO	NO	NO
Estimated Street Pricing	Rs.2.95 - 3.1L	Rs. 4.6L	Rs. 3.35L	Rs.2.90 L	Rs. 3.5L	Rs. 3.0L



# IP Portfolio



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Field	Application Status	Application #
ASPI	NPA Filed	<b>1416/CHE/2011</b> APPARATUS FOR THE INFUSION OF DOUBLE CONTRAST SEQUENTIALLY FOR RADIOGRAPHIC EXAMINATIONS
IR + XRAY	NAP Filed in India , PCT	<b>4165/CHE/2011</b> <b>PCT/IN2012/000778</b>
IR + US	PPA Filed	<b>3881/CHE/2012</b>
IR + Gamma	PPA Filed	<b>3882/CHE/2012</b>
INFUSOMON	PPA Filed	<b>974/CHE/2013</b> AN INTERGRATED MEDICAL MONITORING AND CONTROL DEVICE FOR INFUSION MONITORING AND PULSE OXIMETRY
RTPS	PPA Filed	<b>1063/CHE/2013</b> A SYSTEM AND METHOD FOR DELIVERING OPTIMAL RADIATION DOSE USING VIRTUAL APPLICATOR AND FOR ACCURATE PLACEMENT OF APPLICATOR IN HUMAN BODY FOR IMAGE GUIDED BRACHYTHERAPY