

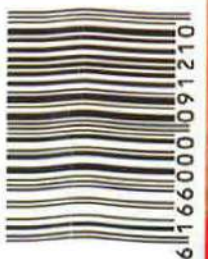
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Bringing **AFRICA** to the world

NIGERIA-INDIA ELECTIONS 2019: THE MEGA PROJECT



Cameroon 2500 CFA | GHANA 10 Cedi | India ₹ 100 | Kenya Kshs 300 | Rwanda RWF 2000 | Tanzania TShs 5000 | Uganda Ush 8000 | US \$5

An interview with
Mr Amit Bhatnagar, Managing
Director of Accuster Technologies,
a research-based manufacturing
organization in New Delhi, India,
which is working round-the-clock to
provide revolutionized solutions in the
field of In-Vitro Diagnostics (IVD).

“WE ARE THE ONES WHO HAVE TO SOLVE THE PROBLEMS OF OUR COUNTRY”

Q. WHAT WAS THE INSPIRATION BEHIND BUILDING ACCUSTER?

A. I am a graduate from IIT Roorkee (Mechanical Engineering), and I did my masters in Biomedical Engineering from the United States of America. I have also worked at Universal Studios, Hollywood as a business consultant.

There was a strong hitch about what has been given back to the country? I came back to India with a simple vision – to solve the basic problems of the society by doing the groundwork; by building technological innovations. We are the ones who have to solve the problems of our country – not China, not America. The first problem we identified was that about 95 crore people of India were not getting quality diagnostics.

Organs such as liver or kidney get damaged and people do not even realise what happened to them. My father died of jaundice in 1993 because the detection of bilirubin got late.

If a middle-class family was facing this, we can imagine what families residing in rural areas must be going through. We went deep enough to understand the problem and identified that the technologies that we are using in medical colleges were never designed and built according to the current Indian challenges. The challenges included taking the technology to rough terrains and rural areas, lack of power and skilled manpower in rural areas to operate those technologies. In such circumstances, the technology remains unused without benefitting the people on the ground.

Understanding that particular problem we developed, not the product, but the technology and went on to develop the first pathology lab in a suitcase. The beauty of this lab is it is very rugged – I can drop it from two feet height and the reading will not change. It can operate in extreme temperature conditions of 2-degree centigrade in Leh-Ladakh area to 50-degree centigrade in deserts. Resultantly, the Indian army is using our labs in all the field hospitals, in the complete Himalayan belt from Kargil to Arunachal Pradesh and Nagaland. The Border Road Organization, which is again working in tough terrains, is using our labs.

More than 100 NGOs such as Tata Trust, Reliance Foundation, Ramakrishna Mission, Helpage India, DLF Foundation, Americare, Hans Foundation, who take the services to the people on the ground are using our lab.

This lab was launched by the former President of India, Pranab Mukherjee on 11th May celebrated as “Technology Day”.

The problem was that 95 crore people in India are not getting quality diagnostics and we can serve only 0.1 per cent of the population. Only a viable model could solve this problem. On a country-scale, it can only happen when there is village youth who are building themselves as entrepreneurs, run this as a livelihood manner.

We soon realised that merely the lab in a suitcase could not reach enough people. Hence, we took a Nano car to take this

lab to remote places. However, we soon found out that it was an unviable model with the cost of the driver, the charge per kilometre and the depreciation cost being so high that even Nano, which is the most affordable car in India was not viable.

Now we were very clear that the lab has to come on a bike. Then we went one step further, spent three years of extensive research to build the complete lab on a bike.

With one rupee per kilometre as the riding cost and the ability to reach directly at the doorstep, LaBike was the perfect concept that could serve the vision of bringing primary care to the 95 crore people.

After developing the model, there was a need to empower the local youth by training them so that they can provide these services to the people on the ground.

We, therefore, invented a complete training and skilling framework, in which we miniaturized the two or three-year program to a four-month program. We quantified and assessed the skills like haematology slide making and slide breeding so that after the training is complete, the trainees have the skills in hand to operate the labs.

Our trained technicians are now being used by powerful institutions such as Reliance Foundation and Tata Trusts. We have signed a Memorandum of Understanding (MoU) with four states: Bihar, Uttar Pradesh, Tamil