



**TRIDENT DIAGNOSTICS**  
LAB | IMAGING | CONSULTATIONS | HEALTH CARE

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## Indian Diagnostic Industry



- 60-70% of medical conditions depend on diagnostic and laboratory tests
- The Indian laboratory and diagnostic market is touted to touch \$5.5 billion by 2020
- Approximately 1 lakh diagnostic laboratories are functional
- Only 1% of the diagnostic labs are accredited



## Fragmented Industry

**Unorganized  
sector has a  
market share  
of close to  
88-90%**

**Lucrative  
Business  
Opportunity**

**Humongous  
Demand  
and  
Supply Gap**

**Lack of  
regulations**

## Demand & Supply Gap



**8 Diagnostic Labs** Per



**1,00,000 People in India**

**70%  
Diagnostic  
Industry**



**Functions  
Without  
a pathologist**

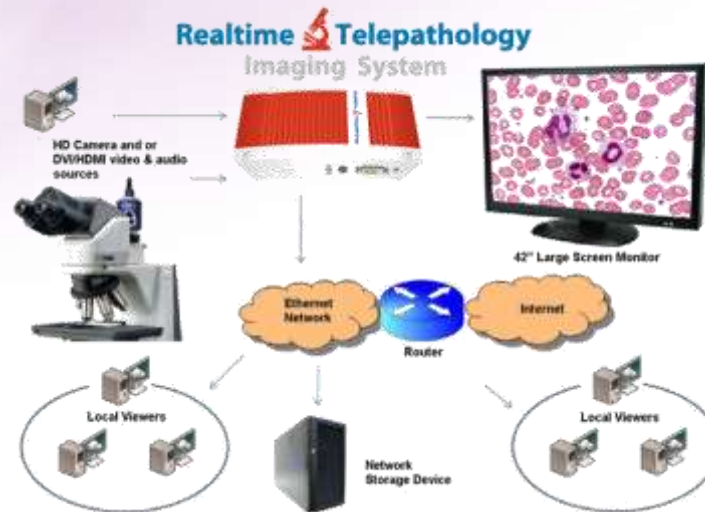
**Pathologists, Biochemists & Microbiologist are in great demand**

## The Challenge



- To meet the growing demand
- To bring together in-house pathologists & biochemists
- Making use of technology to bridge the gap
- To ensure quality and accuracy remains uncompromised

## Introduction to Telepathology



Telepathology makes use of Technology to Relay Electronic transmission of high quality pathological data in real time remotely from any corner of the world. The transmitted pathological data will in turn be virtually evaluated, assessed and reported back by qualified in-house pathologist, biochemists and microbiologists at Trident Diagnostics.

## Advantages of Telepathology

- Empower smaller labs
- Ensures accessibility to quality pathologists round the clock
- Reduced operational cost
- Instant second opinions
- Real time reporting during emergencies
- A boon for tier 2 & 3 cities, small towns and rural villages

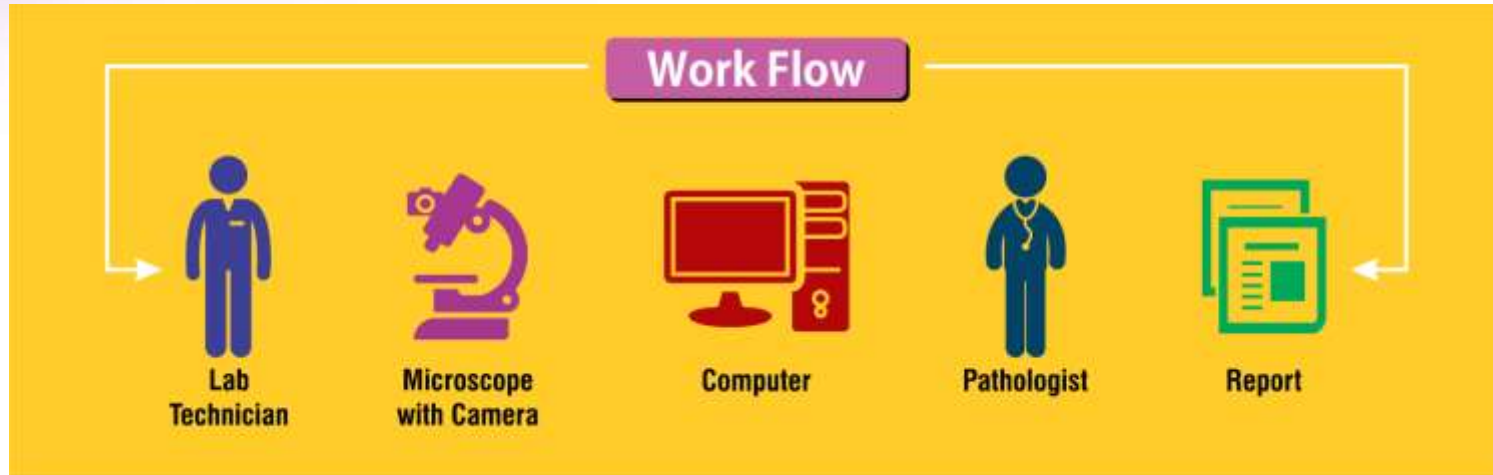
## Telepathology Business Model

- Necessary hardware and software provided to affiliated labs
- Privilege to generate the reports
- Affiliated centers to enter a formal agreement to comply with the quality standards
- Should strictly adhere to QC check on a daily basis



## Telepathology

Electronic Transmission of Computerized or Digital Images utilized for diagnostic consultation.



### Types of Telepathology Systems

Static Image Based | Real Time Systems | Virtual Slides Systems

# THANK YOU

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[www.tridentdiagnostics.com](http://www.tridentdiagnostics.com)