



**S. Viswanathan**  
**Founder & Managing Director**  
Sequoia Healthcare



# GAME CHANGER in HEALTHCARE FOR MORE THAN DECADES

**What inspired you to take on leadership role in the MedTech sector, and how has your vision shaped your company's journey?**

I began my journey in diagnostic imaging working with global multinationals, but I always had one goal - to build these machines in India.

What drove me was seeing how millions lacked access to early diagnosis simply because 90% of advanced equipment was imported and unaffordable. That injustice inspired me to found Sequoia Healthcare - not just to manufacture machines, but to create access.

Today, we are proud to be building India's first Helium-Free 1.5T MRI and high-performance CT scanners, tailored for Indian conditions. Our journey is about proving that world-class MedTech can be made in India, for India - and for the world.

**From your perspective, what makes a MedTech leader or innovation a true Game Changer in healthcare?**

A true game changer doesn't just innovate - it changes lives. It's not only about disruptive technology, but also about purposeful innovation:

- Can it work in a dusty village hospital?
- Can it be serviced without flying in an engineer?
- Can it bring dignity to a patient



lying in fear inside a scanner?  
That's the benchmark for us - not patents, but impact.

**Can you share a key breakthrough or flagship innovation from your company that has significantly impacted patient care?**

Our proudest innovation is the Clarity 1.5 Tesla Helium-Free MRI - India's first. It eliminates the need for liquid helium, a globally scarce and expensive resource, making the system more sustainable and far cheaper to operate.

We also developed the Inspiration 64 CT, a high-speed, low-infrastructure scanner that completes a chest scan in 6 seconds. Both systems are built at our factory at Chickbelapur and AMTZ, Vizag - and we're now preparing to launch India's first 3T Helium-Free MRI, 128-slice Cardiac CT, and Digital PET CT.

**Can you share a story or moment where your company's solution directly touched lives?**  
We see this every single day - because in

diagnostic imaging, no one steps into a CT or MRI scanner for fun. Every scan is critical. Every procedure matters. Lives are on the line - in every image, in every report.

But the moment that will stay with us forever was during the peak of the COVID-19 pandemic - a time of fear, isolation, and overwhelming need. While the world shut down, our engineers didn't stop. Week after week, they drove thousands of kilometres on empty roads, crossing states during lockdowns, often with no hotels, no restaurants, and no certainty - except one: our scanners had to stay running.

We maintained machines across hospitals, small towns, and rural districts - places where a single scanner was the only lifeline for COVID diagnosis and lung imaging. Our team worked 24x7, with courage and commitment, ensuring zero downtime for every system under our care. When we look back today, it's not the machines or the milestones that matter most - it's that feeling



of silent pride. We didn't falter when India needed us most.

That experience didn't just test our resolve - it cemented our purpose. This is more than technology. This is service with soul. And that's what defines Sequoia Healthcare

### **What hurdles has your leadership overcome, and how did these experiences redefine your approach?**

We faced scepticism - how can an Indian company make an MRI? We faced regulatory delays, infrastructure shortages, and pricing pressures. False criminal cases were filed against us many people tried to stop us by unethical methods. But we leaned into resilience and truth - by listening to clinicians, working harder on R&D, and standing firm on our mission. The biggest lesson? You don't need a billion-dollar fund to build something meaningful. You need conviction, courage, and the right people around you.

### **How do you balance world-class quality with affordability?**

We do it by designing from first principles - not copying, but innovating for India's needs. We use modular, service-friendly designs and manufacture locally at AMTZ. We also run a third-party service support across India, which keeps older machines alive and affordable - saving crores for hospitals and training many of our service engineers. Service and application support is as important as

manufacturing for us.

### **How is Sequoia preparing for the next era of MedTech innovation?**

Our upcoming products - including AI-powered workflows, zero-helium 3T MRI, and ultrafast digital PET CT - are built for the future. We're also investing in cloud platforms, remote diagnostics, and AI collaboration for scan triage and pre-reads. We believe the future is smart, sustainable, and scalable - and we're building for it now.

### **What values or principles guide your leadership?**

**Three things:**

- 1. Empathy over ego**
- 2. Simplicity in execution**
- 3. Service before scale**

Our success is defined by how many lives we touch - not how many machines we sell.

### **What does being recognized as a Game Changer mean to you?**

It's a validation - not just of our technology, but of our intention. It honours our engineers, our partners, our customers, and the silent work of building something real in a space long dominated by imports.

It gives us renewed strength to go even further - until every town in India has access to the best diagnostic care possible.