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Mr. S. Viswanathan

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SEQUOIA HEALTHCARE'S VISION IS TO SCALE STRONGLY WITHIN THE INDIAN MARKET

Sequoia Healthcare is an Indian medical technology company dedicated to designing and manufacturing advanced diagnostic imaging systems with a strong focus on **India's healthcare realities**.

We aim to strengthen the country's diagnostic infrastructure by delivering **globally benchmarked imaging** technology that is **affordable, reliable and serviceable across diverse clinical environments.**

Sequoia is deeply aligned with the **Make in India** *vision—building* indigenous capability while preparing Indian healthcare technology to compete on a global stage.

What are your key products & strengths?

Sequoia Healthcare's core strengths lie in **advanced imaging systems**, particularly MRI and CT platforms, engineered specifically for Indian operating conditions.

Key strengths include:

- **Indigenously developed imaging systems,** including India's first *Helium-Free 1.5 Tesla MRI*
- **Lower total cost of ownership,** critical for Indian hospitals and diagnostic centres
- **Energy-efficient and infrastructure-friendly designs**
- **Robust serviceability,** ensuring uptime in tier 1, tier-2 and remote locations
- **Future-ready architecture** compatible with PACS, RIS, and AI-driven workflows

Our focus is on **clinical performance that matters in daily practice,** not just specification-led differentiation.

What are your vision for 2025–2026?

For 2025–2026, Sequoia Healthcare's vision is to **scale strongly within the Indian market** and establish itself as a **trusted Indian imaging brand** across public and private healthcare systems.

Our immediate priorities include:

- Expanding installations across **Indian hospitals and diagnostic networks**
- Strengthening **manufacturing, service and applications support**
- Enhancing **product reliability, clinical workflows and lifecycle support**
- Building scale and consistency to meet **global quality benchmarks**

Once this scale is achieved, we plan to pursue **international certifications and regulatory compliances** to support our global ambitions.

What makes your brand unique?

Sequoia Healthcare's uniqueness lies in its **India-first, scale-driven approach.**

What differentiates us:

- **Designed in India, for India,** without compromising on global standards
- **Engineering focused on practicality, uptime and affordability**
- **Strong integration of hardware, software and service**
- Leadership with **deep experience in global imaging companies,** now channelled into building indigenous capability
- A long-term commitment to **clinical outcomes and customer partnership,** not just equipment sales

We believe that **true global competitiveness begins with success at home.**

What are your expansion plans for indian & global markets?

Our immediate and near-term focus is **India.**

In India, we are:

- Scaling deployments across **private hospitals, diagnostic chains and government healthcare**
- Strengthening **manufacturing capacity and service reach**
- Building application training and clinical education programs

Internationally, our roadmap is **phased and deliberate:**

- Achieve scale, stability, and maturity in India
- Obtain **international certifications and compliances**
- Build **local infrastructure and partnerships** in the Middle East, Africa, and Europe
- Address regional needs through **localized service, training, and support models**

This approach ensures **sustainable and responsible global expansion.**

What is your message for arab health / global buyers?

India is emerging as a **serious source of high-quality medical technology**, not just a cost base.

Sequoia Healthcare is currently focused on building depth, scale, and excellence in the Indian market. As we mature, we look forward to collaborating with global partners to bring reliable, cost-effective, and clinically proven imaging solutions to international healthcare systems.

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