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VEENA KOHLI

ESTABLISHING A LEGACY

AN ACCLAIMED LEADER IN THE DIAGNOSTICS INDUSTRY, SHE HAS LED HER COMPANY'S VISION TO CONTRIBUTE TOWARDS MAKING INDIA INCREASINGLY SELF-RELIANT IN THE FIELD OF DIAGNOSTICS.



Veena Kohli is the CEO and Founder of Vanguard Diagnostics and the Managing Director of the newly formed JV, Diagon-Vanguard Diagnostics India. As an accomplished and award-winning leader in Medical Diagnostics, she has led global businesses, set up companies and nurtured talent into senior management positions. With over 30 years of experience, she has led large teams across various functions ranging from R & D to the global P&L.

Additionally, Kohli also serves as the President of the Association of Diagnostics Manufacturers of India (ADMI). She is also the Chairperson of ClinLab India, the Convenor of the IVD subgroup at the Bureau of Indian Standards (BIS) and a member of the Expert Committee on Medical Devices at the Department of Pharma, Government of India. She is also the Technical Representative for IVD from India for the 22nd Asian Harmonization Working Party, named by the Central Drugs Standard Control Organization (CDSCO), Ministry of Health & Family Welfare, Government of India.

An alumnus of the All India Institute of Medical Sciences (AIIMS), New Delhi, Kohli has formerly worked in senior leadership roles at blue-chip organisations like Ranbaxy Laboratories Limited; Ranbaxy Fine Chemicals Limited, RFCL Limited and Avantor Performance Materials – USA, where she served as the Global Head of the Diagnostics SBU before embarking

upon her entrepreneurial journey with Vanguard Diagnostics.

Vanguard Diagnostics (P) Limited, is a development and manufacturing company in the *in-vitro* diagnostics space. It was founded in February 2015 at New Delhi by a motivated group of professionals with unparalleled skills and expertise in the diagnostics sector. The founders have a complete chain of capabilities, ranging from R&D, Manufacturing, Quality, Marketing and Supply Chain to Business Leadership - Domestic and Global. For Kohli, the team at Vanguard Diagnostics is the company's USP.

The company's vision is to contribute towards making India increasingly self-reliant in the field of diagnostics. It aims to achieve this by providing high quality, affordable diagnostics tools across relevant markets through its manufacturing and technical capabilities. The firm positions itself as the first choice partner for all non-manufacturing companies, with a model that aims at reducing the need for import and giving



VEENA KOHLI, Founder & CEO, Vanguard Diagnostics and Managing Director, JV, Diagon-Vanguard Diagnostics India

an impetus to the 'Make in India' initiative. Vanguard manufactures a wide range of Hematology and Clinical Chemistry reagents, Rapid Card Tests for the leading infectious diseases, ELISAs and Flow Cytometry Reagents in addition to tests for the detection of COVID-19.



Under Kohli's leadership, the company has achieved various milestones. One of its early milestones was the 2016 tie-up with Diagon, a reputed company from Europe for Hematology Controls. This product line is an enabler for all sizes of Indian labs to produce reliable results in line with international standards.

Moreover, to combat the COVID-19 challenge, Vanguard Diagnostics has also been developing high-quality solutions for the laboratory diagnosis of COVID-19, to help combat the pandemic. The technical team took less than a week to develop a highly stable and robust viral transport medium kit, for the safe transport and storage of COVID-19 clinical samples. All the raw materials and accessories were sourced locally, and the organisation ramped up its installed manufacturing capacity by 400X in a record time of six weeks, to meet the market demand for this product. The firm won an ICMR tender and supplied 3.2 million tests of the VTM directly and through the OEM route. And it also received the FICCI Healthcare Excellence Award, for 'Excellence in Scaling-up of Manufacturing for COVID Demand', in September 2020.

Additionally, Vanguard collaborated with DIPAS/DRDO (Defence Research and Development Organisation) for the development and launch of an ELISA based test for the detection of IgG



FROM L TO R - DR. R.P.TIWARI, Director Technical, RAHUL THAKUR, Director Sales VEENA KOHLI, Founder & CEO and ANIL VIRMANI, Director Sales.

antibodies to COVID-19. This proved to be another successful industry-academia collaboration in the medical devices domain.

The company has recently formed a joint venture, Diagon-Vanguard India (P) Limited with its long-term partner, Diagon, Hungary. This venture will offer the world's best range of Haemostasis/Coagulation reagents and instruments to cater to the needs of all types of

diagnostics laboratories. The D-Dimer Quantitative Test is one of the flagship products of this range. The organisation is committed to making its contribution towards fighting this global pandemic.

AN ACCLAIMED LEADER

Veena Kohli's contributions and endeavours have won her various awards and recognitions over the years. She was awarded the 'FICCI Healthcare Excellence Award 2020' for 'Excellence in Scaling-up of Manufacturing for COVID Demand'. She has also been conferred with various other accolades like Dun & Bradstreet Award 2019 - 'Best Woman Entrepreneur', ZEE Business Award 2019 - 'CEO with HR Orientation' as well as the World Mental Health & Wellness Congress 2019 - '100 Most Impactful Leaders in Healthcare'.





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