

Kan Healthcare



Vinod Wahli
president and CEO

“As per our corporate philosophy, we believe in picking up aggressive targets for ourselves, in whatever we do, and go all out to beat the same,” said Vinod Wahli, president and CEO.

Kan Healthcare since its inception in 2006 has been a consistent performer. The company ended the year with a turnover of \$1 million as against their planned figure of \$0.5 million. This has been possible due to the company’s unique concept of “scientific marketing” and excellent relationship and high level of trust among their foreign associates like The Binding Site, UK; IBL, Germany and Alfa Wassermann, Netherlands.

The year also saw the company enter into two strategic tie-ups. It tied up with the Associates of Cape Cod (ACC), USA to offer LAL reagents for testing Endotoxin in the QC department of pharmaceutical companies. ACC is the first company to have received US FDA clearance for Gel Clot methodology, in addition to Chromogenic and Turbidimetric method which produces the highest sensitivity of 0.001 EU/ml. ACC has also passed on their other range of products in Glycobiology and Glycoanalysis as well as Fungitell for Invasive Fungal Infection.

The company shall also take over the marketing, sales and servicing of the entire range of Bender MedSystems, on exclusive basis, effective January 1, 2008. Bender MedSystems, Vienna is dedicated to cytokines for research purpose. In the current fiscal year, the company

plans to achieve a target of \$1.7 million with an even higher target of \$3 million by the third year. “Our aim is to consolidate our existing business activities because there are enormous opportunities to excel in the market. We are simultaneously in touch with other world class organizations for a meaningful tie-up next year,” Mr Vinod and Anuj Wahli added.