

- ♥ The O2 cylinder supplied always have filling capacity issue & never sure about its filling capacity, also when cylinder is changed 7/8 % oxygen goes as waste(average lose around 20% oxygen)
- ♥ Our system is completely automatic helps save manpower cost.
- ♥ We have seen in normal case O2 supply affected due to supply chain issues like Floods in mumbai/ Chennai, riots,strike etc., which is not the case with us.

It's all about automation and modernization.

Please tell us about recent accomplishment and key-highlights to this financial year?

Airox has received following awards,

- ♥ Fastest Growing Indian Company, Award from International Achievers Conference in 2014.
- ♥ Best Healthcare Enterprise of the year 2015, at six sigma healthcare excellence awards, New Delhi
- ♥ Sarthi SME Excellence Award 2016, at Make in India-Global opportunities, Mumbai

We have been successful in installing systems in big corporate hospitals groups like Adani, Birla, Narayana, Escort, Jindal, Pushpanjali etc.

Demonetization has impacted our sales in November and December months, but January onwards it got normalized. Our present turnover is touching 20 Cr this financial year, which we want to take it to 100 Cr. in next 4 years time. We are working on fixed plan and confident of achieving it.

What strategy have you applied to make Airox as brand within the limited period of time?

Identifying need of Indian hospitals, Giving best quality product at reasonable price & maintaining best possible services is our front line strategy.

Beside success in oxygen generators, Airox has invested in R & D, which

has resulted in launching new compact oxygen generator with Advance Technology Fractionator technology in India. This technology made oxygen generator system compact, reduced electricity cost by 50%, completely oil free operation with low maintenance. We got great success in this segment and already have more than 30 systems running across the India. We have also started exporting these units. This technology is available only with 3 companies in the world, 2 of them are based in Germany and we are 3rd company.

Airox worked aggressively on hyperbaric chambers. A successful technology across the Globe but in India it is in nascent stage but has a great future. We can treat Diabetic wounds, Radiation tissue damage (Osteoradionecrosis), Osteomyelitis (Refractory), Skin grafts and flaps (Compromised), Thermal burns, Crush injuries, Air embolism, CO2 poisoning, Severe anemia etc

Airox also entered in modern hospital logistics solution by entering in agreement with Telelift, Germany. We lay down tracks with hospital sealing and with help of trolleys it transports hospital goods like Sterile goods & surgical instruments, IV bags, pharmaceuticals, Blood bags, consumables, files, reports, cash, C.D. etc efficiently by maintaining hygiene. This system increases efficiency, reduces manpower & electricity requirement, which are major cost component in the hospital.

So Airox launched these new technologies, promoted it aggressively through our established sales network & given them good after sales services, made Airox a big healthcare brand in India.

What are the keys points of successful entrepreneur in healthcare industry?

A successful entrepreneur has to see the need in the healthcare market or find a solution for difficulties faced

by hospitals and launch product accordingly. Enter in market after doing complete research in that product segment.

An entrepreneur should have some knowledge about Building sales infrastructure, Managing finance, hiring right people, building good service team & logistics. We don't need to be expert in these streams; it's better to delegate these activities by appointing right people at right place. Delegating, trusting and empowering your team is very important.

A successful entrepreneur should give time on a daily basis to develop a growth mindset, acquire new knowledge, learn new skills and change their perception. He should set up measurable goals and measure it on Daily/weekly basis and make sure to achieve it on short and long term ☐

Airox is known for introducing newer healthcare technologies in India. Airox launched Airsep Oxygen Generator System in private hospitals in India, which has created major revolution in Indian healthcare market. Airox is un-challengingly a market leader with 90% market share in private hospital segment. Airox deals in Oxygen generator, hyperbaric chambers; Telelift modern hospital logistics solution & Wondermed woundhub system for advance & less pain burn and wound treatment.

Airox has head office in Aurangabad, Maharashtra with 100 employees (with 55 engineers) & 12 strong distributors network across the India. Airox have branch offices in World Trade Tower at New Delhi, Diamond Heritage at Kolkatta & Vapi, Gujarat. We have 240+ Indian satisfied customers who are using our system to take care of all their hospital.