

ENTREPRENEUR **FIRST**

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Inspiring *Entrepreneur's* to the world

INDIVIRTUS
Perfect Blend of Quality and Economy

TOP **10** INNOVATIVE
CEO'S
TO WATCH IN 2022

DR. UPENDRA K. JAIN

THE BRAIN BEHIND INDIVIRTUS GROUP

Go to Digital





DR UPENDRA K JAIN
Chief Executive Officer

VEENA KANWAR
Managing Director

Dr Upendra K Jain, Chief Executive Officer; and Ms Veena Kanwar, Managing Director, Indivirtus Healthcare Services (P) Ltd. (Est 2018), have spent over 25 years in their respective domains, taking on a variety of roles; Website: www.indivirtus.com

Dr Upendra K Jain and Ms Veena Kanwar both come from middle-class families, where education was always prioritised.

Dr Jain possesses over 15 years of experience in marketing drug products and holds a doctorate in Pharmaceutical Chemistry. At 50, he decided to take on an entrepreneurial journey. A thoughtful observation and discussion with his colleague at Pharmacy College and now MD of Indivirtus, Ms Veena, on the scope of Pharmacovigilance, Toxicological Risk Assessment, Medical Billing & Coding, and Medical scribe led to the establishment of the company.

Starting a local CRO business using the decades-long industry experience was a natural step. His sincere and untiring efforts were recognised by Mr Manoj Sharma, a well-known industry leader who gave them a direction to start with Toxicological Risk Assessment and today, Indivirtus is the leader in the industry having served over 20 international and more than 120 domestic clients in just 3 years.

ABOUT INDIVIRTUS

Offering cost-effective solutions to Healthcare, Insurance, Data Management, and Book Keeping Industry, the Company helps in maximizing efficiency and boosting business.

The state-of-art facilities and fully secured migration framework offered by the Company for pharmacovigilance, health economics and outcome research, clinical trials, bioavailability studies, medical billing, insurance claim processing, maintenance of accounts receivables, generating and sending reports to the client, etc., ensures complete client satisfaction. Team Indivirtus is dedicated and comprises of highly experienced professionals

for documentation using high-end software to provide speedy solutions and data security.

Starting afresh as an entrepreneur is always a risk. To add to it, the well-established competition in the market makes the chances of survival even bleaker. In the beginning, they started working from a car at a cafeteria parking of Punjab University in Chandigarh. It took the first six months of hard work, patience, and perseverance to finally begin reaping the fruits of their efforts. However, it was not the end of challenges in the way of establishing their brand as a popular household name. Another challenge was following some complex government policies for the approval of clinical studies. Further acquiring an English language-proficient team from science, pharma, and medical graduates & postgraduates who are adequately trained in GCP and other regulatory guidelines was a task because of the dynamic nature of developments in the industry.

Breaking the shackles of traditional CRO, Indivirtus Healthcare Services brings multidisciplinary experts from a wide range of industries together in a close-knit consortium. The state-of-art facilities offered with a unique blend of talent makes the fast-growing company break free from routine projects and allows them to effectively solve the most complex problems arising in the life cycle of a pharmaceutical product. Headquartered in Chandigarh, India, Indivirtus Healthcare Services has seen tremendous year-on-year growth due to its clients' appreciation of the customization they receive, reliability of results, and exemplary customer service.

AWARDS

- ▶ CEO Insights—Company of the Year in 2021
- ▶ Listed amongst Top 10 Clinical CROs of India by SwissLIFE Media and Tech LLP in 2021
- ▶ Bharat Was Award 2016 for outstanding contribution in the field of education
- ▶ Award of Honour in 2010 presented by Governor of Punjab for organizing a blood donation camp with the highest amount of donation in a single day



Raising the bar of healthcare with **personal touch and deep-rooted understanding**



Indivirtus was founded in 2018 with its base located at Chandigarh and Mohali. It is a self-financed company formed by experienced and enthusiastic minds, Dr. Upendra K. Jain (CEO), Ms. Veena Kanwar (MD), Dr. Ashish Jain (Director BD) and Ms. Seema Kanwar (CFO).

Indivirtus is a perfect blend of quality and economy. It has secured over 200 clients in less than 4 years. The hard work, dedication, and reliable efforts of its team say it all. All the services offered by Indivirtus are targeted to ensure health safety of humankind through **Pharmacovigilance, Clinical Trials, Toxicological Risk Assessment i.e., PDE and OEL calculations and Genotox evaluation and GxP and Regulatory Services.**

About the team fuelling growth

Dr. Upendra K. Jain, the leading man behind Indivirtus, holds Masters' in Pharmaceutical Chemistry, from where he got his first professional role in American Remedies, focused on promoting a range of third-generation medicinal products. After spending about 15 years in marketing drug products, he saw another opportunity in Academia and worked for

Indivirtus, an Indian company with virtuousness, based on truthfulness, honesty, moral ethics and values. Indivirtus provides real-time, cost-effective solutions to benefit the healthcare industry. It is a CRO (Contract Research Organization) that aids healthcare industry to enhance their efficiency in their core competencies.

12 years as Professor and Director at academia. He completed his doctorate in Pharmaceutical Chemistry and helped many students' graduate and secure good respectable positions in the industry. Ms. Veena Kanwar is another significant pillar of Indivirtus, leading the company as MD. She did graduation which landed her to the first job as a human resource professional with a renowned pathological laboratory in Chandigarh. Meanwhile, she did her Master's in Arts and Public Administration (Dual Masters) and Bachelors in Education. Simultaneously she pursued a Master's degree in Management Studies with majors in Human Resources and Finance. Together they have spent 30 and 25 years, respectively in the pharmaceutical domain, taking on a variety of roles.

Dr. Ashish Jain - Director-Business Development, A Chartered Accountant by profession, 19+ Years of experience in Finance-Accounts-Taxation, Marketing & Business Development in various companies. He is a blend of confidence and a fearless attitude. His expertise is to juggle multiple projects simultaneously. He has Impeccable leadership skills. Dr. Ashish is a leader with a positive attitude and good negotiation skills. He is the glue keeping the Business Development strong for the company.

The company in a nutshell

Inclined by clients' needs and team's visualization, mission of Indivirtus is to facilitate the customers with quality outcomes and financial prudence by creating and nurturing a team of highly competent & innovative professionals and state of art technology to deliver complete satisfaction with precise finesse and excellence. The road to Indivirtus wasn't an easy one, but Dr. Jain did not give up and through his and team's undying efforts, Indivirtus in no time became the pioneer in the market for toxicological risk assessment i.e. PDE calculation and Genotox evaluation. This boosted the confidence of the duo and became the foundation of not only exponential horizontal and vertical growth but also helped in global expansion by opening the business offices in UK, USA and Canada in quick successions. Moreover, expansion in UAE, Russia & Australia is on cards.

Indivirtus aims to build overseas channels and networks to globally expand the business. A newly launched venture, in Jan'21, "Indivirtus Solutions Pvt Ltd." has been dealing with overseas connections in Accounting, Data Management, and Insurance Processing. Their vision is to be among the top ten globally competent consultants capable of providing timely and accurate solutions with the highest integrity, as well as to provide a challenging and growth-oriented environment to their team members so that they have a great sense of pride and achievement. ■

AWARDS & ACCOLADES

- ▶ Indivirtus is featured in *Innovative Zone Magazine* as "Company in focus 2022".
- ▶ Recognized by *Forbes India* for "Promising Quality and Improving Economy" in July 2021.
- ▶ Listed amongst Top 10 Clinical CROs of India by *SwiftLift Media and Tech LLP* in 2021.
- ▶ Indivirtus is recognized as a cost-effective service provider - *Prime Insight*.
- ▶ Indivirtus has been rated as the company of the year 2020 - *CEO Insights*.
- ▶ Bharat Vikas Award 2016 for outstanding contribution in the field of education.
- ▶ Indivirtus has been awarded ISO 9001: 2015 certificate by *Delano Assessment Pvt. Ltd.*
- ▶ Award of Honour in 2010 presented by Governor of Punjab for organizing a blood donation camp with the highest amount of donation in a single day.



INDIVIRTUS HEALTHCARE SERVICES

Transmuting Different Industry Curve With Cost-Effective Consulting Solutions

With an idea to provide cost-effective solutions to Healthcare, Insurance, Data Management, and Bookkeeping industries in a time-bound manner to maximize their efficiencies in its core competencies while helping them grow their business, the foundation stone of Indivirtus Healthcare was laid in the year 2018 as a CRO and diversified services provider. Indivirtus serves Pharmaceutical Companies, mainly engaged in manufacturing Pharmaceutical Drug Substances and Drug Products. It always follows and lives to its core values of Virtuousness, Character, Courage, Transparency and Truthfulness to earn the faith of its clients. Indivirtus has a highly experienced and dedicated team for complete documentation using high-end hardware and software to provide speedy solutions and data security.



Dr. Uspendra K. Jain
Chief Executive Officer

Veena Kanwar
Managing Director

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THE INCEPTION STORY

One fine day while sitting over a cup of tea at his last position as Director of Pharmacy College, they had a good discussion with the Managing Director and other teammates where they realized the huge potential of a growing market for Pharmacovigilance, Toxicological Risk Assessment and many other services for the pharmaceutical industry. That was the time the duo took a bold step

CRO WITH EXPONENTIAL GROWTH, OFFERING
PERFECT BLEND OF QUALITY AND ECONOMY



A Cost-effective Healthcare Services Provider



Dr. Upendra K. Jain, M. Pharm, Ph.D.
Chief Executive Director

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Dr. Upendra K Jain- the pillar of trust

Indivirtus was founded in 2018 with its base located Chandigarh and Mohali. It is a self-financed company born by experienced and enthusiastic minds, Dr. Upendra K. Jain (CEO), Ms. Veena Kamwar (MD) and Ms. Seema Kamwar (CF). The idea about this start up is the brain child of none other than Dr. Upendra Kumar Jain who is an innovative person. Having experience in pharmaceutical marketing & sales for over years and educational sector for over 12 years, Dr. Jain did lot of effort to establish Indivirtus Healthcare. The backbone of this company is a dedicated team, led by experienced industry experts of relevant fields who ensure to provide special solutions using efficient and high end hardware and software. The core offerings of Indivirtus are "Pharmacovigilance, PDE/ADE and OEL calculations, Genotox evaluation, Clinical Trial Formulation Development and GxP services

The background story- a journey of inspiration

The world is in a phase of economic globalization a dynamically getting converted to a new transformation towards the development of business. The PDE/ADE and OEL calculations are in high demand. As per EMA and WHO guidelines, cleaning validation is an integral part of pharmaceutical industry. The company serves API as well formulation manufacturers with an initiative to offer solutions for different ailments.

The road to Indivirtus wasn't an easy one. Indivirtus struggled for around 6 months to operate in markets as PV activities were not quite common in domestic companies. Dr. Jain did the right thing by establishing cordial relations with industry experts for their opinions and through this, the idea of taking the initiative of Permitted Daily Exposure (PDE) calculation

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Top 10
Clinical
Trials
Service
Providers
in 2021



Clinical Trials
industry in India

COVID 19
Statistics, testing
and clinical trials

**Clinical
Pathology**
its importance
and
advancement

Dr Upendra k. Jain.
CEO

Indivirtus

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