SAM₹IDH
IMPACT SOLUTIONS
IPE Global Group Company

ACCELERATING IMPACT-LED INNOVATIONS
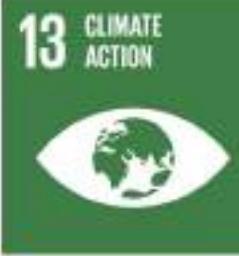
Building an enterprise enabling ecosystem that supports impact-led innovations scale, to make quality services accessible to all.

SAMRIDH Impact Solutions

SAMRIDH Impact Solutions (SIS) Pvt. Ltd., a subsidiary of IPE Global Ltd., strengthens private sector engagement to address critical socio-economic challenges in developing markets by connecting enterprises, investors, and donors. Backed by IPE Global's 25+ years of international development experience and a robust presence across Asia and Africa, SIS bridges key gaps that limit the scalability and sustainability of impact-driven enterprises. Through strategic partnerships and a systems-level approach, SIS delivers integrated advisory services to innovations and enterprises across all growth stages: Discovery & Validation, Early Revenue & Growth and Sustain & Scale.

SIS catalyzes the development and scaling of these innovations through innovative financing mechanisms to unlock capital at scale, alongside targeted technical and business advisory. Our goal is to advance private sector-led solutions that are both socially impactful and commercially viable —fostering inclusive growth in emerging economies.

🌐 www.samridhimpact.com

IPE Global Limited

Founded in 1998, IPE Global is one of the largest South Asia-based development & social sector advisory organisations working across Asia, Africa, and Europe. Headquartered in New Delhi, India with five international offices in Bangladesh, Ethiopia, Kenya, Philippines, and the United Kingdom, IPE Global has successfully undertaken over 1200 assignments with bilateral & multilateral agencies, governments, and private sector in over 120 countries for partners like USAID, FCDO, World Bank, ADB, JICA, WHO, NITI Aayog, UN agencies, EU etc., and impacted 600 million+ lives globally. The Group offers a range of integrated, innovative, and high-quality consulting services across several sectors and practices like Health, Nutrition, Education & Skills Development, Climate, Urban, Social Economic Empowerment, and Gender, among others

🌐 www.ipeglobal.com

Service Offerings

Discovery & Validation

- Technology Validation
- Domain Expert Network
- Commercial Viability Assessment
- Business Model and Landscaping Analysis
- Scientific Studies & Publications
- IPR and Regulatory Support

Early Revenue & Growth

- Go-to-Market Strategy
- Market Access Support
- Strategic Partnerships
- Investment Readiness Assessment
- Blended Finance Advisory
- Fundraise

Sustain & Scale

- Process Optimization
- Business Expansion
- Financing for Scale
- Impact Measurement
- Policy Advocacy
- Branding, Marketing & Communications

Innovation Portfolio
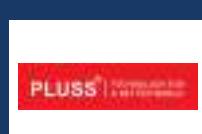
An Enabling Ecosystem of 150+ Strategic Partnerships

Government Entities | Philanthropic Organisations | Financial Institutions | Investors | Incubators | Healthcare Providers | Strategic, Legal & Other Partners | Industry Associations & Global Partners

Government Entities
» Atal Innovation Mission (AIM), NITI Aayog
» Biotechnology Industry Research Assistance Council (BIRAC)
» Department of Animal Husbandry and Dairying
» Indian Council of Agricultural Research (ICAR)
» Indian Council of Medical Research (ICMR)
» National Co-operative Development Corporation
» National Health Authority (NHA)
» National Health Systems Resource Centre (NHSRC)
» National Research Foundation
» National Bank for Agriculture and Rural Development (NABARD)
» Office of the Principal Scientific Adviser (PSA)
» Social Stock Exchange

Philanthropic Donors
» 360 ONE Foundation
» Ford Foundation
» India Health Fund
» IndusInd Bank Foundation
» Morpho Foundation
» The Rockefeller Foundation

Financial Institutions
» Asian Development Bank
» Axis Bank
» Blacksoil Group
» HDFC Bank
» ICICI Bank

» International Finance Corporation
» IndusInd Bank
» The World Bank

Investors
» 3i Partners
» Alkemi VP
» Anicut Capital
» Arkray
» Bioangels
» Indian Healthcare Angels
» Speciale Invest
» UDYAT Ventures
» W Health Ventures
» Windrose Capital

Incubators
» ACT Grants
» C-CAMP
» Centre for Medical Innovation & Entrepreneurship, AIIMS Delhi
» FITT-IIT Delhi
» I-Venture@ISB
» IHFC-IIT Delhi
» India Accelerator
» Innovation Mission Punjab
» MSMF-TBI, Narayana Health
» SIIC-IIT Kanpur
» WeHub, Govt. of Telangana

Healthcare Providers
» Apex Hospitals
» Dr Lal Pathlabs
» Lady Willingdon Hospital
» Mahajan Imaging Labs
» Sanjeevan Medical Foundation

» Secure Hospitals
» Sukhda Multi-speciality Hospital
» Ujala Cygnus

Strategic, Legal & Other Partners
» Athena Infonomics
» Bridgespan
» Khaitan & Co
» KPMG
» Neerman
» PATH-CHRI
» Xynteo

Industry Associations & Global Partners
» Africa Health Business
» Africa Healthcare Federation
» Center for Global Health
» Confederation of Indian Industry (CII)
» Convergence
» Federation of Indian Chambers of Commerce and Industry (FICCI)
» GIZ
» Global Alliance for Improved Nutrition (GAIN)
» Global Impact Investing Network
» NATHEALTH
» Nested Bio
» Triple I for Global Health
» United Nations Development Programme
» University of Nairobi

*Group level partnerships

Thematic Areas

Healthcare

Climate & Environment

Livelihoods & Skilling

Circular Economy

Waste Management

AgriTech

Clean Water & Sanitation

Sustainable Tourism

Local Expertise, Global Impact

100+ Solutions Supported Across India and 30+ Countries

IPE Global Branch Offices

- Bihar
- Himachal Pradesh
- Karnataka
- Kerala
- Madhya Pradesh
- Meghalaya
- Nagaland
- New Delhi
- Odisha
- Rajasthan
- Tamil Nadu
- Uttar Pradesh

Global Presence

- Bangladesh
- Ethiopia
- Kenya
- Philippines
- United Kingdom

Discovery & Validation

SAMRIDH Impact Solutions supports startups in the discovery and validation stages through a comprehensive suite of services aimed at accelerating market readiness. This includes technology validation, access to a domain expert network, and detailed commercial viability assessments. Startups also receive support in refining business models, conducting landscape analyses, and developing region-specific go-to-market strategies. Guidance on scientific studies and peer-reviewed publications enhances credibility, while IPR and regulatory support ensures compliance and protects innovation. Together, these services enable startups to validate, refine, and position their solutions for successful commercialization across India.

Masimo Corporation: A global MedTech company pioneering in non-invasive patient monitoring technologies, Masimo delivers accurate, real-time clinical data enhancing diagnostics, improving patient safety, and lowering healthcare costs worldwide.

Product Supported: Rad-G

Rad-G is a rugged, handheld pulse oximeter designed for remote, low-resource, and field environments. Equipped with Masimo SET® renowned for reliable performance during motion and low perfusion Rad-G measures oxygen saturation (SpO$_2$), pulse rate, respiration rate (RRp), and, in newer versions, integrates non-contact infrared temperature sensing. Its durable casing, 6-foot drop resistance, 24-hour rechargeable battery, and compatibility with reusable or single-use sensors make it ideal for community health, emergency medical services, and outreach clinics.

Key Support Areas

- Introduced Rad-G across 7 states: Chhattisgarh, Odisha, Jharkhand, Uttarakhand, Haryana, Punjab, and Himachal Pradesh.
- Facilitated clinical validation with over 4800 children diagnosed with Acute Respiratory Infection (ARI), establishing a correlation of approximately 97% between Rad-G RPp® and pediatrician-measured respiratory rates (RR).

Ramja Genosensor: A pioneering biotechnology company that has developed a rapid, paper-based device for detecting microbial infections and antibiotic resistance, delivering results in 90 minutes.

Product Supported: Prathamasense

Ramja Genosensor's PRATHAMASENSE is a rapid, user-friendly, and cost-efficient solution for detecting microbial infections and antimicrobial susceptibility/resistance in 90 minutes. Utilizing an electrochemical DNA biosensor, this innovative device identifies gene-specific bacteria via a redox reaction on the screen-printed electrode. Through microfabrication-based technology, this genotypic test swiftly detects infection-causing bacteria and superbug resistance, while being capable of isolating genomic DNA from diverse samples, including 1 ml of blood, urine, or other biological fluids. Ramja Genosensor aims to reduce deaths from delayed diagnosis and antibiotic overuse, minimizing healthcare costs, and improving patient outcomes.

Key Support Areas

- Supported in securing funds for multi-centric clinical validations of 1,000 samples.
- Assisted in initiating validation on 400+ samples at AIIMS Rishikesh and AIIMS Delhi, supporting the process from site finalization to obtaining approval for the commencement of validation.
- Established connections with healthcare industry experts for mentorship opportunities.
- Assisted in the development of the clinical validation framework.
- Supported the scale-up of production and distribution for the PRATHAMASENSE device.

Ferring Pharmaceuticals: A Switzerland-based multinational biopharmaceutical company specializing in reproductive health, maternal health, gastroenterology, and urology.

Product Supported: Carbetocin

Carbetocin, a long-acting synthetic oxytocin analogue, prevents postpartum hemorrhage (PPH) by inducing uterine contractions, particularly after Cesarean sections. Heat-stable carbetocin (HSC) is recommended in settings where oxytocin is unavailable or unreliable, provided it is cost-effective compared to other uterotonics.

Key Support Areas

- Piloted heat-stable Carbetocin through a PPP model in 15 public health facilities in Dewas District, MP.
- Analyzed facility-level data to track Carbetocin usage trends and optimize administration practices.
- Enhanced adherence to uterotonic administration within one minute of delivery across both FRU and non-FRU facilities.
- Used statistical analysis to identify care gaps and deploy targeted interventions, reducing PPH incidence to 0.7% and referral rates to 16.7%.
- Ensured zero adverse drug events or maternal deaths during the pilot phase.

Redwing Labs: Develops and deploys a fully autonomous drone-based supply chain to ensure last-mile delivery of essential supplies in hard to reach areas.

Product Supported: Drones for last-mile healthcare delivery

Redwing Labs designs and operates autonomous drone logistics systems to automate last-mile supply chains, building an aerial network for the on-demand delivery of agricultural, medical and other other necessary supplies consumables to hard-to-reach areas.

Key Support Areas

- Enabled the setup of drone-based healthcare delivery networks in East Kameng (Arunachal Pradesh) and Kandhamal and Rayagada (Odisha).
- Facilitated government collaboration by securing infrastructure support, including drone hubs, landing stations, human resources, and streamlined district-level supply chains.
- Supported a commercial validation study in Arunachal Pradesh to determine cost-effectiveness and viability, showing strong potential for long-distance deliveries in remote areas.
- Aided in generating B2B and CSR orders to expand drone operations.
- Helped develop impact assessment frameworks to inform future scale-up and knowledge building.

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Early Revenue & Growth

SAMRIDH Impact Solutions (SIS) delivers a focused suite of services to accelerate startup scale-up and commercial success. This includes expert support in refining and executing go-to-market strategies, along with market access assistance to unlock new customer segments and geographies. Strategic partnerships are facilitated to strengthen credibility and growth. Investment readiness assessments prepare startups for investor engagement, while specialized blended finance advisory unlocks innovative capital pathways. SIS also supports startups in structuring and executing equity and debt fundraising to fuel rapid expansion and long-term impact.

INNACCEL

Innaccel Technologies: A MedTech company offering a portfolio of cost-effective medical devices for the global market.

Product Supported: SAANS

Innaccel Technologies develops novel medical devices designed, engineered, and priced for global markets. Its SAANS device is an indigenous, infrastructure-independent, easy-to-use, and portable neonatal CPAP device that provides lifesaving breathing support to neonates and infants in respiratory distress in hospital settings and during transport. As a revolutionary product, SAANS has already contributed to saving the lives of almost 10,000 babies across India and Ethiopia.

Key Support Areas

- Provided strategic guidance to secure grants and technical support from a global health foundation, enabling Innaccel to establish proof-of-concept for its CPAP device in partnership with the Assam State Health Department.
- Extended funding support to strengthen manufacturing capacity and drive business growth across public and private sectors.
- Developed training modules and facilitated product adoption across key states including Assam, Jharkhand, Rajasthan, Uttarakhand, and Uttar Pradesh.

SUNFOX®

Sunfox Technologies: A HealthTech company specializing in portable, affordable ECG machines powered by artificial intelligence, computer-aided engineering, and IoT designed to make heart care more accessible and efficient.

Product Supported: Spandan ECG device

Spandan ECG device, a pocket-sized innovation that diagnoses life-threatening cardiac events. This battery-free device provides reliable reports on mobile phones instantly, enabling home ECG and routine cardiac monitoring to prevent such incidents. Designed to diagnose and prevent life-threatening cardiac events within the critical "golden hour" through routine monitoring, the Spandan ECG aims to ensure affordability and reliable tele-reporting of ECGs.

Key Support Areas

- Strengthened Sunfox's technical and sales teams to enable large-scale deployment of Spandan ECG across public healthcare facilities in Tier 2 and 3 cities.
- Provided strategic guidance, market access, and government engagement support to accelerate adoption and increase visibility of Spandan ECG across India.
- Enabled Sunfox to raise INR 15 crores to scale operations and diversify its cardiac health portfolio including Spandan Military Grade Device, Neo, Pro, Legacy, and Alfa Test.
- Supported international expansion by facilitating the deployment of 400+ Spandan ECG devices across Africa, 1500+ devices across India, conducting 10,000+ tests in clinics, homes, and medical camps.
- Aided in regulatory approval with the Kenya Pharmacy Board and enabled strategic partnerships in Kenya, Tanzania, and Somalia to enhance regional market reach.

Janitri: A MedTech company that offers AI-enabled, wearable fetal, maternal, and newborn vital-sign monitoring devices paired with mobile apps designed to bring real-time, automated labor monitoring and alerts.

Product Supported: Keyar DT Max Plus

Janitri's Keyar DT Max Plus is a portable, wireless cardiotocography (CTG) system equipped with advanced Doppler and TOCO sensors that continuously monitor fetal heart rate, maternal heart rate, uterine contractions, blood pressure, oxygen saturation, and shock index. The device enhances clinical decision-making by automatically generating digital partographs and auto-interpreted cCTG reports, providing timely alerts for critical labor parameters, and enabling remote real-time monitoring through a user-friendly mobile app. Its portability and wireless design offer greater convenience and mobility compared to traditional wired monitors, while features like twin fetus monitoring, shock index trend analysis to predict postpartum hemorrhage risk, and detailed digital case sheets streamline labor management. This innovation supports effective, efficient, and safe intrapartum care, especially useful in diverse healthcare settings, including resource-limited environments.

Key Support Areas

- Facilitated bridge funding by connecting Janitri with members of the SIS's Funders Consortium to support critical scale-up needs.
- Enabled product deployment through active coordination with National Health Mission officials across multiple states under the BIRAC Biotechnology Industry Partnership Programme.
- Conducted product demonstrations and facilitated stakeholder engagements with health departments in seven states to initiate pilot programs and assess user experiences among clinicians.
- Developed and delivered a comprehensive training package for healthcare providers to strengthen the quality of prepartum and postpartum care during the implementation phase.

Blackfrog Technologies: A HealthTech company that develops portable, medical-grade refrigeration devices to ensure last-mile cold chain transport of vaccines, biologicals, and temperature-sensitive medical samples.

Product Supported: Emvólio

Emvólio, is a portable refrigeration devices for last-mile cold chain transport of temperature-sensitive medical specimens. The device is designed to maintain a stable 2-8°C temperature for over 12 hours, accommodating 30-50 vaccine vials (enabling 300-500 doses) and operating for 12-15 hours after a 3.5-hour charge. Emvólio is solar compatible and offers real-time cloud-based alerts and asset tracking, enhancing accountability and reliability in remote healthcare delivery.

Key Support Areas

- Delivered comprehensive blended financing solutions including risk guarantees, returnable grants, and interest subventions to accelerate the scale-up of Emvólio's manufacturing capacity.
- Provided technical advisory services to optimize operational processes and support Blackfrog's journey toward long-term financial sustainability.
- Extended strategic and business advisory support to facilitate expansion into low- and middle-income countries (LMICs) in Africa, thereby enabling access to new markets and geographies.

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Sustain & Scale

SAMRIDH Impact Solutions offers advanced support across critical areas to enable long-term growth and maximize impact. Startups receive process optimization support to enhance operational efficiency and expert guidance to expand into new markets and customer segments. Access to capital is strengthened through blended finance models and innovative funding pathways. Robust impact measurement frameworks help track and communicate outcomes effectively, while strategic policy advocacy enables a favorable regulatory environment. Additionally, tailored branding, marketing, and communications support boosts visibility and credibility—positioning innovations for sustainable, large-scale impact.

Qure AI: A HealthTech company, using AI and deep learning to increase accuracy of medical imaging diagnosis for improved health outcomes.

Product Supported: qXR Software

Qure.ai leverages AI to revolutionize medical imaging interpretation, particularly in lung disease diagnosis. Their qXR platform accurately detects abnormalities like tuberculosis, lung cancer, heart failure, and pneumonia from chest radiographs, enhancing detection rates and improving patient outcomes.

Key Support Areas

- Enabled solution deployment across 52 healthcare facilities in 17 Indian states, spanning urban, rural, and semi-urban locations through a mix of government, trust, and private hospitals.
- Facilitated strategic partnerships with key government entities, including National Health Mission and State TB Cells across 5 states enabling integration of qXR for early disease detection.
- Capacitated in securing $40 million Series A funding from healthcare-focused investors, enabling product enhancement and global market expansion.
- Enabled strategic partnerships, including PATH-UNITAID collaboration, and unlocked cross-business development opportunities within healthcare networks.

Pluss Advanced Technologies: An indigenous specialty materials research and manufacturing company, focusing on phase change materials (PCMs) and specialty polymeric additives for improved cold chain logistics of pharmaceuticals, vaccines, and other temperature-sensitive products.

Product Supported: Celsure® Boxes

PLUSS Advanced Technologies manufactures Celsure® boxes, an innovative, electricity independent temperature control solution that maintain precise temperatures for temperature sensitive products. These containers utilize advanced PCM to store thermal energy, keeping temperatures between 2-8°C, 15-25°C, and -20°C for up to 120 hours. Celsure enhances operational efficiency and reduces costs for pharmaceutical, diagnostics, and biotech companies transporting temperature-sensitive products like drugs, vaccines, and clinical trial samples. Notably, PLUSS's Celsure range received the Government of India's Technology Day award in 2021, recognizing its impact on the industry.

Key Support Areas

- Supported in doubling the monthly production capacity of Celsure Boxes.
- Deployed rapid working capital and coordination support during COVID-19 to move test kits, vaccines, and critical drugs to hard-to-reach areas.
- SAMRIDH's association elevated PLUSS's credibility, attracting investor interest, enabling follow-on equity, ultimately culminating in a strategic acquisition.

Ujala Cygnus: A leading multi-specialty hospital network in northern India that offers comprehensive and affordable healthcare services, with specialized departments to ensure quality healthcare delivery for the underserved.

Product Supported: Healthcare service delivery

Ujala Cygnus is a leading healthcare provider in northern India, operating a network of 28 multi-super specialty NABH-accredited hospitals across 19 Tier 2 and Tier 3 cities. They provide comprehensive and affordable healthcare services, focusing on dignity, affordability, and quality care. With advanced medical facilities, cutting-edge technology, and specialized departments staffed with skilled professionals, Ujala Cygnus addresses diverse healthcare needs. Offering a range of specialized services, including cardiology, radiology, gastroenterology, joint replacement, oncology, and neuro & spine care, Ujala Cygnus has treated over 3 million patients and employs over 300 highly qualified doctors and 1,400 RMOs and paramedical professionals. With a goal to expand their presence to more states, they focus on areas with limited access to quality healthcare.

Key Support Areas

- Supported enhancement of care delivery and efficiency across 18 hospitals, while enabling expansion to underserved tier-2/3 towns like Varanasi and Kanpur.
- Enabled mobilization of ~USD 18.4 million in debt financing from the Asian Development Bank for hospital expansion and improving operational sustainability through decarbonisation.
- Enhanced care quality, efficiency, and credibility, contributing to General Atlantic's majority stake acquisition to support scale-up.

Acrannolife Genomics: A precision diagnostics company specialized in developing genomic and pharmacogenomic diagnostic tests for early disease detection and preventive healthcare.

Product Supported: Trunome Liquid Biopsy, CoviQwik, TB- FYND

Trunome Liquid Biopsy: A non-invasive blood test for early detection of solid organ transplant rejection, enabling effective health monitoring for kidney, liver, heart, lung, and pancreas transplants.

CoviQwik: A rapid, accurate, and cost-effective COVID-19 detection test that leverages Reverse Transcription Loop-mediated Isothermal Amplification (RT-LAMP) technology, making advanced diagnostics accessible and affordable.

TB-FYND: A tuberculosis screening test that utilizes RT-LAMP technology to provide fast and reliable results, offering a valuable tool for early detection of TB.

Key Support Areas

- Enabled access to affordable capital through milestone-linked funding and returnable grants, unlocking additional private equity and debt capital.
- Facilitated Trunome's validation through engagement with key opinion leaders from multi-specialty hospitals.
- Provided market access support by deploying CoviQwik and Trunome in SAMRIDH-supported hospital chains while facilitating linkages with the Central TB Division and State Health Departments for scale-up and adoption.
- Enhanced production and distribution capacity of its innovations alongside supporting in CDSCO certification.

Scientific Papers & Research Studies

Introduction of heat-stable Carbetocin through a public-private partnership model: A retrospective study to determine feasibility and optimal use in public health settings in India
- International journal of MCH & AIDS

Measuring accuracy of plethysmograph-based respiratory rate measurement using pulse oximeter at a tertiary hospital in India
- BioMed Central (BMC) | Springer Nature

Experiences from an implementation model of ARI diagnostic device in pneumonia case management among under-5 children in peripheral healthcare centers in India
- Clinical Medicine Insights: Pediatrics | SAGE Publications

Strengthening fetal heart rate monitoring during labor with a standard handheld doppler - Implementation experience from India
- Indian Journal of Community Medicine | Medknow Publications

Reimagining healthcare in India through blended finance
- Sustainable Access to Markets and Resources for Innovative Delivery of Healthcare (SAMRIDH) | IPE Global

Blended tele-mentoring support for strengthening antenatal care by private healthcare facilities: FOGSI VISTRIT initiative
- The Journal of Obstetrics and Gynecology of India | Springer

E-IMNCI: A novel clinical diagnostic support system approach to strengthen effectiveness and quality of IMNCI implementation in India
- BMJ Open Quality | BMJ Publishing Group

Innovative Pathways: Leveraging Partial Risk Guarantees (PRGs) for financing social impact projects
- 360 One Foundation & IPE Global

SAMRIDH: Using blended finance toward quality health care in India
- Darden Ideas to Action | University of Virginia Darden School of Business

SAMRIDH Blended Finance Facility: Accelerating pandemic response and building equitable health systems in India (A) in the Heller Social Impact Case Collection
- Heller Social Impact Case Collection | Brandeis University Press

Leveraging Blended Finance to maximize the Impact of India's Healthcare Spending
- SAMRIDH Healthcare Blended Finance Facility & IPE Global | Report

Gender lens investing toolkit
- SAMRIDH Healthcare Blended Finance Facility & IPE Global Caring Finance | Case Study

Leveraging blended finance for climate and healthcare in India
- SAMRIDH Healthcare Blended Finance Facility & IPE Global Caring Finance | Whitepaper

Co-creating sexual and reproductive health interventions with adolescents: The experience from Rajasthan
- International Journal of Community Medicine and Public Health | Medip Academy

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Awards and Recognitions

Founding Member - G7 Endorsed Impact Investment Initiative for Global Health (Triple I for GH)

2022 P3 Impact Award for SAMRIDH Healthcare Blended Finance Facility. Becomes first Indian initiative to win the global recognition.

2025 BRICS Solution Award for SAMRIDH Healthcare Blended Finance Facility under 'Innovative Financing for Sustainability' category.

The global recognition acknowledges the pioneering work by SAMRIDH Impact Solutions to unlock capital, scale innovation, and build resilient, inclusive systems, further strengthening India's healthcare innovation ecosystem.

SAMRIDH featured in the report "Financing the Climate Health Frontier: Emerging Opportunities" developed by Quadria Capital in collaboration with HealthQuad and PwC.

SAMRIDH case study featured in Heller Social Impact Case Collection.

Global recognition for SAMRIDH Blended Finance Facility in Convergence 'State of Blended Finance Report 2024'

Partner With Us!

In building a robust innovation support ecosystem that accelerates the growth of impact-led enterprises to advance sustainable impact.

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