

MEDICAL BUYER

AN ADI MEDIA PUBLICATION

MEDICAL EQUIPMENT & DEVICES

Gold Book: The Laboratory Portfolio

“Pathological testing and laboratories in India is still an unorganized sector”

**Girish Mehta, President
Wellspring**



Girish Mehta, President and SBU Head, Wellspring, is a product of IIT Mumbai and IIM Kolkata. Mr Mehta has a rich experience of over 17 years in the industry. He started his career in marketing,

followed by management consultancy, and then took up the challenge of establishing Wellspring. Under his leadership, Wellspring has grown to one of the largest chain of Diagnostic centres in India.

What are your views on the importance and application of laboratory information management system and laboratory automation?

All our labs are connected through the 21st Century Health Management Solutions LABNET.

The 21st Century Health LABNET provides vital information such as, number of tests conducted, consumption of reagents, sales figures, and various other kinds of relevant information. Thus, in addition to managing the traceable quality, the quality of samples is also ensured.

By bar-coding the sample in front of the patient, the interchanging of samples or other related errors are avoided. Screen based authentication and computerized worksheets

are some of the steps taken by us to improve efficiency of the LIS. Ninety- five percent of our tests are executed through automated and fully computerized systems. However, some tests such as histopathology testing have to be done manually. We have invested approximately Rs. 3 crore on this project.

A major obstacle in the efficient implementation of such a system is resistance by users who have not been exposed to working by wire. Many of them do not know how to use a computer efficiently and have to be trained. Automated systems can significantly improve the efficiency. Without an LIS, it is impossible to work on 300-400 samples in a day.

Wellspring

Information management system

Wellspring has invested huge resources in developing a customized information management system. Its LIS, provided by 21st Century Health Management Solutions is linked with marketing, billing, finance, accounts, and inventory management system, and gives valuable inputs on a real time basis besides automating the whole testing process.