

What do experts think about us?

Insulin Express, Kolkata, India

B medical systems
From Azenta Life Sciences



Through these short conversations, we try to understand what our customers think about us. Today, we are traveling to Kolkata, India to speak to the founders of a new startup called [Insulin Express](#), Ms. Jagruti Gandhi and Mr. Dipanshu Sinha.

India ranks second after China in the global diabetes epidemic with 77 million people with diabetes. Insulin Express has come up with this unique concept, where they ensure safe and effective delivery of insulin to their customers present at 175 different pin codes in Kolkata. With a team of their experts, they make sure that the customer's insulin journey is smooth, worry free in a temperature-controlled packaging with real-time data monitoring. Cutting edge technology provided by B Medical Systems has been their trusted partner in business since the beginning. As of now, they have started their journey in Kolkata with a vision of expanding into other cities in India soon.

- 1. Could you explain what your activities consist of?** Insulin Express is India's first insulin focused B2C Pharma (cold chain) tech startup, giving access to Insulin and other injectables/ vaccines direct to consumer homes. We aim to put diabetes patients in full control over their insulin/immunization and empower them to fight their disease better and more effectively!
- 2. Why is there a need of cold storage in your organization?** Our aim is to maintain uniform temperature during storage and transportation which is vital for temperature sensitive medicines to retain their efficacy.
- 3. Which product did you buy from B Medical Systems?** We are using B Medical's P400 pharmacy refrigerator to store temperature sensitive medicines and especially Insulin. RCW2 transport box and GT mini data loggers, for the home delivery of Insulin and other medicines which require precise temperature control.
- 4. What are the features that you like the most? Could you please talk about the performance of the device?** Power consumption (P400) is minimal and cost-effective, and their local sales and technical team is knowledgeable and responsive. The Pharmacy refrigerator has a beautiful look with the 5 Layered glass door and 7-Inch Touch screen display allows us access the most important information of the system and alerts us of any temperature breaches. GT Mini is important part of the transport/last mile delivery of Insulin, by which we can also assure the clients that the Cold Chain is maintained.
- 5. How are you using the B Medical Systems' product and how does it benefit your institution?** We have been able to achieve the standards we have set for our business; our customers are also quite pleased with the advanced refrigerator and the transport box systems which display continuous temperature amongst other advanced features. Through real time data we are able to provide our clients unique value which helps them in patient care and disease management much more effectively.



PHARMACY
REFRIGERATOR

P400





VACCINE
TRANSPORT
BOX

RCW2



6. **Have you found in B Medical Systems a trustworthy partner?** Absolutely, we have immense faith in the company and its ethics towards the clients.
7. **How did you learn about B Medical Systems?** Online through research and multiple references.
8. **How long have you been a B Medical Systems customer?** We have been using B Medical's equipment since early this year(2023) in Kolkata and intend to continue our relationship with B Medical as we expand other branches/locations.
9. **Are you satisfied with the equipment?** Yes, we are very satisfied with B Medical Systems and wish accelerated growth with their product range to transform the medical logistics in the country.
10. **Would you recommend B Medical Systems?** Yes, we would recommend [B Medical Systems](#).

