



R S Kanwar

Managing Director
Allengers Medical Systems Limited

Allengers

Passion for excellence

What has Allengers learned about adapting its medical equipment for international markets?

Our journey across more than 110 countries has reinforced an important lesson: global expansion in medical technology is not about taking one successful product and offering it everywhere; it is about understanding what makes that product relevant and compliant in each market.

Every healthcare system operates within its own realities—regulatory frameworks, clinical practices, infrastructure, operating conditions and expectations around service. This has taught us to consider these differences early in our product and market strategy and engineer systems with adaptability, reliability and long-term maintainability in mind.

Equally important is regulatory preparedness. Our products and quality systems are supported by internationally recognized certifications and approvals, including US FDA, CE marking, ISO, AERB as applicable to specific products and markets. These are more than market-entry requirements; they reflect the discipline of designing, manufacturing and validating medical equipment against stringent quality and safety expectations.

We have learned that international growth is built on compliance, relevance and trust—not simply reach. Certification enables access, but consistent product performance,

strong local partnerships, training and dependable after-sales support are what build lasting confidence in a global brand.

How has Allengers scaled manufacturing and service support while maintaining product quality and regulatory standards?

Growth becomes meaningful only when quality grows with it. As Allengers has expanded, we have consciously focused on strengthening processes, capabilities and accountability alongside manufacturing capacity.

Our integrated approach across R&D, software, manufacturing, quality and service gives us greater control over the complete product lifecycle. Structured quality systems, rigorous testing, regulatory compliance, continuous training and feedback from the field help us maintain consistency as volumes and markets expand.

At the same time, technology alone cannot build lasting trust. Medical equipment is a long-term commitment to the healthcare provider. That is why strengthening service capabilities has remained integral to our growth.

For me, scale is not measured only by how many systems we manufacture or markets we enter; it is measured by how consistently we can deliver quality, reliability and confidence wherever Allengers is present. ■

How does Allengers identify healthcare needs that can be addressed through new or improved medical equipment?

I believe meaningful innovation begins by listening before designing. Healthcare professionals experience challenges every day that may never appear in a technical specification—workflow pressures, infrastructure constraints, patient comfort, equipment uptime and the need to make faster, more confident clinical decisions.

At Allengers, we remain closely connected with clinicians, hospitals, Radiologists/ technicians and our Allengers team. Their experience, combined with insights from our installed base across diverse healthcare environments, becomes an important input for our R&D team.

This approach has shaped our evolution from conventional X-ray systems into a broader portfolio spanning Digital Radiography, DRF, C-Arms, Cath Labs, Digital Mammography, Holmium Laser, Thulium and Healthcare Software.