



CEO Jotting

Kiran Deolalkar

CEO, Founder Sedibuz Consulting LLP

August is the month when India got its independence.. The efforts of our freedom fighters,75 years ago, has allowed India's progress over the years. From being self sufficient in a lot of industries,expansion of the people in different sectors is commendable. Today India has become a powerful country to reckon with. And over the years it's only going to get better.

Happy Independence Day !



Focus Product of the Month-TeamViewer



Turn Website Browsers into Buyers

TeamViewer Engage assist website visitors the moment they need help, guiding them through the buying process in real time with Co-Browsing and Video Chat. The best part? No downloads or installations required, for a truly frictionless customer experience.

Best of all, TeamViewer Engage is GDPR-compliant, enabling you to interact securely with customers across digital channels, without exposing sensitive or personal data.

- Proactively engage customers on your website, offering instant help with Chatbots and seamless transitions to Live Chat with support agents.
- Help customers faster with Video Chat and Co-Browsing, enabling agents to see what customers see on their web browsers.
- Review and fill out documents with customers, using Document Co-Browsing and eSignature.



Interested!

To Know More E-Connect

Mallika Singh

Inside Sales Manager for TeamViewer

Mob- 9717138163

mallika@sedibuz.com

Technology Talks

TeamViewer's Augmented Reality platform 'Frontline' is recognized as the number one European enterprise AR offering by industry analyst firm ABI Research

TeamViewer's Augmented Reality platform 'Frontline' is recognized as the number one European enterprise AR offering by industry analyst firm ABI Research. Frontline 4.0 now includes comprehensive capabilities to create AR-based workflows in 2D and 3D on numerous devices to digitalize industrial processes across verticals remote connectivity and workplace digitalization solutions, announced the fourth major release of its enterprise Augmented Reality (AR) platform, TeamViewer Frontline. Building on the software from the acquisition of Ubimax in 2020 and TeamViewer's own AR development, the latest version now also integrates the technology of AR specialist Upskill and Mixed Reality (MR) pioneer Viscopic, which have been subsequently acquired in 2021. With this comprehensive AR offering, TeamViewer has been very recently recognized as the number one provider of enterprise AR solutions in Europe and globally achieving the second rank according to reputable industry analyst firm ABI Research.

“TeamViewer's recent AR product movement and acquisition has led to a comprehensive enterprise AR platform with best-in-class device support, notable strategic partnerships in place, and a large customer base to sell to. TeamViewer's implementation capabilities are highly scalable and time-to-value from a customer perspective is short. All this gives TeamViewer a market leading position amongst all enterprise AR players, especially in Europe,” says Eric Abbruzzese, Research Director at ABI Research. TeamViewer Frontline is a unique enterprise AR platform providing workplace digitalization solutions for

desk-less workers using smart glasses or mobile devices. With TeamViewer Frontline, employees can work hands-free while getting real-time information and pre-defined workflows directly displayed in their field of view. The software is device-agnostic, running on smart glasses, mobile devices, and wearables, and therefore adaptable to every IT infrastructure and business environment. TeamViewer Frontline includes ready-to-deploy solutions for order picking, assembly, quality assurance, maintenance and inspection, training, and remote assistance while being highly customizable to every company's individual needs. The latest version now enables companies depending on their individual digital transformation scenario to leverage the full spectrum of AR capabilities from simple AR annotations to 2D and 3D overlays as well as sophisticated MR features. With TeamViewer Frontline offering both a no- and low-code approach, the creation of Augmented Reality workflows requires zero AR expertise or coding knowledge, which makes it easy for non-IT employees to productively use the software in their day-to-day operations and to add immediate value to processes.

“We are incredibly pleased to see our own product development and integration efforts of acquisitions in AR space are paying off. It is an honor to be recognized as number one enterprise AR vendor in Europe by ABI research and a great proof point for TeamViewer's strategic M&A activities. We are now able to offer organizations one of the most comprehensive AR solutions platforms for a wide range of use cases to even more

effectively drive workplace digitalization in all industries and across the entire value chain while leveraging strong partnerships with SAP and Google Cloud“, says Hendrik Witt, CPO at TeamViewer.

About TeamViewer

Headquartered in Goppingen, Germany, TeamViewer is a free of charge leading global technology company that aims to provide a connectivity platform to remotely access, control, manage, monitor, and repair devices of any kind – from laptops and mobile phones

to industrial machines and robots. TeamViewer has more than 625,000 subscribers and enables companies of all sizes and from all industries to digitalize their business critical processes through seamless connectivity. With over 2.5 billion devices having installed the software, you can reckon that TeamViewer will proactively shape digital transformation and continuously innovate in the fields of Augmented Reality, Internet of Things and Artificial Intelligence to help simplify your data solution needs, anytime, anywhere.

Announcement

Sedibuz Happy to diversify Product Segments into Healthcare !!

**New age
HEALTH EMERGENCIES
need new age
HEALTH TECHNOLOGY**

We are happy to announce a full range of healthcare product offerings

- SaveMom - Predictive healthcare systems
- Oral Cancer Screening & Detection
- Breast Cancer Screening & Detection
- Cervical Cancer Screening & Detection
- Vibrasense - a Peripheral Diabetic Neuropathy Screening device
- Wireless Digital Stethoscope

With our partners, patent pending products, our unique approach & experience in customer engagement we are open to **SERVE YOU.**

**Let's make India healthy
with proactive HealthTech.**

+91 9822024908
+91 8956127699

manisha@sedibuz.com

www.sedibuz.com

Join Us Welcoming

WELCOME TO THE TEAM

Manisha Sarda

Director – Healthcare (Services)
manisha@sedibuz.com

Manisha has over 20+ years of experience in the consumer industry, covering the design and deployment of business strategy, brand management, and sales & marketing leadership across the developing and developed markets. Held roles ranging from Asst. Brand Manager to National sales head in various organizations like Unilever, KCC, Revlon, Zebion, and Indus Health Plus. Now, carve a distinctive positioning for Rui Healthcare, a startup in the healthcare domain to fight against the attitude of people towards preventive care through better Product development, process designing for execution & communication strategy.



WELCOME TO THE TEAM

Shivrudra T

Director – Healthcare (New Initiatives)
rudra@sedibuz.com

Rudra has 18+ years' experience working across sectors, Strong top management professional skilled in Business Planning, Sales and Management. Superb change agent with proven talents for building customer-focused organizations that exceed goals year after year and recruiting and developing other leaders with an equal desire to excel & win. Held roles ranging from Regional Sales Manager to National Marketing head in various organizations like Cafe Coffee Day, Indus Health Plus. Founder member of Rui Healthcare a startup brand in Health Tech domain.



Healthcare Trends

Shivrudra T

Director – Healthcare (New Initiatives) Sedibuz Consulting

The digitalization of health care paves the way for improved quality of life



The 7 Most Important Future Healthcare Trends

Around the world, our healthcare systems are under enormous pressure, exacerbated by COVID-19, a growing global population, longer lifespans, and a rise in lifestyle-related diseases – not to mention a global shortage of healthcare professionals that could reach 9.9 million by 2030. And that's if you're lucky enough to have access to healthcare. Because, let's be honest, even for those of us who live in rich, developed countries, healthcare is often too expensive and too exclusive.

Bottom line, our healthcare systems were built for a different time – a time when people didn't live as long as they do now, when there were fewer instances of chronic disease and, crucially, when the intelligent technology needed to support effective healthcare didn't exist. The world, and technology, has moved on. So, with that in mind, here are seven key trends that I believe will shape the healthcare systems of the future.

Trend 1: Preventative medicine

Thanks to data and AI, healthcare has the power to move away from the reactive model of the past (where someone feels ill, then medical professionals work to diagnose and treat the problem) to a system that is far more predictive and preventative.

Technology can reduce the risk of preventative illness (be it physical or mental) in many different ways. For example, among other

things, researchers have used AI to predict the likelihood of heart disease, breast cancer and cervical cancer.

Trend 2: Democratized healthcare

According to the WHO, half the world lacks access to essential health services. And even in developed countries like America, more than 10 percent of the population doesn't have health insurance. But now, technology is helping people around the world take charge of their health, for free or at very little cost.

This primarily takes the form of apps, chatbots, and wearable devices that help people better manage their health – such as Lifetrans Health app, which allows users to track and monitor their 12 essential Lifestyle parameters, Blood sugar levels, and better manage weight. Plus, there's telemedicine, where patients can connect with healthcare professionals virtually.

Trend 3: Personalized, precision healthcare

As healthcare becomes more predictive, and as more of us use digital healthcare solutions, it will become easier to deliver more personalized, precision healthcare – where an individual's health indicators are monitored, conditions are predicted in advance, and tailored advice and preventative care is delivered. As an example, SaveMom provides connected maternal care at home using local communities, smart devices uses patient data

to provide regular, personalized communications. Again, this trend is largely driven by AI and data.

Trend 4: Digitized healthcare

The wider digitization of healthcare (digital health records) is facilitating greater remote access to healthcare. In particular, there's telemedicine – the remote diagnosis and treatment of patients via communications platforms and tools. Of course, COVID-19 has drastically accelerated this trend. According to the Future Health Index (FHI) 2019 report, India is leading in the adoption

of digital health technology with 76% of healthcare professionals in the country already

using digital health records (DHRs) in their practice. 40% of HealthPlix primary care visits were conducted via telemedicine methods as opposed to in-person consultations

Other technology solutions will also have a role to play in healthcare. A great example comes from Pune-based Rui Healthcare was founded in 2020 and offers Lifestyle Management, fitness, nutrition and mental well-being solutions through digital channels. In its vision to make health and Lifestyle journey easy, Rui Healthcare intelligently integrates physical fitness, mental fitness, healthy eating and a primary care, which includes doctor consultation, health checkup and managed care plans on a single platform.

Trend 5: Biohacking, or improving the human body

This trend encompasses genomics and gene editing, as well as the incredible advances in prosthetics and lab-grown body parts. But it also covers the broader trend of "hacking" the human body. Indeed, a whole industry has

sprung up around this, offering so-called solutions that promise to help people improve their mental and physical performance and even halt aging.

In one extreme example, Robo Bionic's Grippy an Artificial Robotic Hand that can touch and feel, Prosthetic hand with a sense of touch and multi-grip control. While artificial limbs have been used since ancient times, bionic limbs which use different pieces of technology and can be integrated with parts of the human body—are a recent invention.

Trend 6: Robots and nanobots

From robots working in healthcare settings and robotic exoskeletons helping paralyzed patients walk again to tiny nanobots being injected into the human body, I believe robotics and nanotechnology will play a much larger role in healthcare in the future.

Nanotechnology, for example, could play a key role in drug delivery by targeting tiny individual cells and delivering medication only where it's needed (thereby reducing the dosage and side effects). One example comes from Washington University's Center for Multiple Myeloma Nanotherapy, which is seeking to use nanotechnology to create more effective and humane treatments. The center's work focuses on myeloma, a form of blood cancer.

Trend 7: Internet of Medical Things (IoMT)

You've heard of the Internet of Things. Well, thanks to the rise in wearable devices and medical apps, we now have the Internet of Medical Things (IoMT) – a market set to be worth more than \$85 billion by 2027. The data transmitted by these IoMT devices is a key driver in the move towards more preventative, proactive, and personalized medicine. In other words, data will fuel many of the changes coming in the healthcare sector

A great example comes from UV Life science's iBreastExam "An essential component of 360-degree breast care iBreastExam is US FDA cleared for breast lesion, Non-invasive, Radiation-free Breast Examination Device.

Usable virtually anywhere and for all adult women iBreastExam is NOT only A screening tool for breast cancer but a replacement for mammogram with this device one can detect stiff breast lumps early, at the point of care.



Thought Incubator

Manisha Mone - Counselor, Licensed NLP Practitioner, Sports & Positive Psychologist

Is it ok to be Jack of all Trades!!

With the 10th and 12th board exam results being announced, there has been the hush and rush about choosing career. In the midst of all this I had an opportunity to be a moderator for few online webinars, Guiding about various career options. Right from Paramedical to Airforce, the experts guided the students about these careers. As a moderator, I had a task of asking questions and doubts to the experts that the students and parents had. During this I noticed one thing, that most of the students wanted to pursue more than one option simultaneously. This truly amazed me and I was happy that finally the parents and children have realized that it is ok to choose or learn more than one field.

In general, we're taught throughout our lives to pick something and specialize at it. Think of the classic "what do you want to be when you grow up?" question, as if you can only be one thing. Specializing certainly has a multitude of undeniable benefits, but it's not necessarily the only way to find success in life. We all are familiar with the famous figure of speech, "**Jack of all trades, master of none**". It basically is referred to the type of people who have dabbled themselves in many skills but

somehow failed to achieve expertise in any one. Earlier this phrase had a negative reference attached to it and it also was inculcated as a belief in many of us. But in today's era when we see people around us being good in multiple things it has changed the reference totally. Rather it is re-phrased as '**Jack Of All Trades, Master Of One**' having a more of a positive connotation as compared to the conventional old phrase. It is considered a compliment.

There's nothing wrong with being a **Jack of all trades**, just as there's nothing wrong with being a **master** of one. Over my many years of learning, iterating, and teaching, I've arrived at the conclusions that the process of learning, as humans, can be tuned and scaled easily. There comes a specific point in your life where you can reach or obtain near mastery of one specific subject. After that, there's a base of knowledge that you can (and will) build analogies on. By doing so, you take one industry and mirror it into another industry. No matter where you land with the concept, being a Jack of All Trades has plenty of benefits for those who want to try and do it all. Of course, you can't talk about the benefits without talking about the pitfalls too. Let's check out the benefits first:

Adaptability and Flexibility: As a Jack of All Trades, there's a misconception that these people are quite likely to fail. However, a very important fact is ignored while criticizing such people, their **versatility** and their **diverse** skill set. In today's competitive world, when opportunity arises, they are likely to be the first one to dive in and go for it. Essentially, adaptability and flexibility is what is needed for **survival**.

Long Term Learner: Being a jack of all trades, these individuals go through multiple learning processes of different levels of complexities and durations. This definitely helps them gain the most important skill that any person can have- **knowing how to learn**. These individuals are often lifelong learners. They always keep their thirst for knowledge and learning alive and that opens up numerous possibilities.

Build Confidence: Being good at a lot of things, these individuals have a wide variety of skills, they could always be doing something they're good at, constantly boosting their confidence no matter what they've set their mind to. No more **boredom** and **no more ruts**. They are always engaged and it is very healthy for mind as well as body.

Now coming to pitfalls

Not a specialist: Jack of all trades might be good at a lot of stuff, but it is also unlikely that they'll be considered a specialist or expert in a particular field. This unfortunate reality can be harder to accept, and may make it harder to land a job sometimes. It can be mentally bogging. But with the right mindset one can pursue the habit of being Jack of all trades.

It's Easy to Succumb to Burnout: Burnout is also a real challenge for such people. When you are trying to learn a lot of things, you have to remember that there are **a lot of things out there to learn**. If you're not good at focusing on only a few things at a time, you'll get overwhelmed with everything you want to do. So for everyone who want to explore the various possibilities or become Jack of all trades it is important that

They stay realistic. Understand that you can't start learning all the things at once.

Understand that Being Jack of all does not make you Superheroes

Take your time, pick a couple things to focus on, and be mindful of your personal well-being.

It is finally a personal choice and liking what one wants to become. But I can certainly say that being Jack of All Trades is good too.

Sedibuz Ray of Light- CSR Activity of the Month

Sedibuz supports Urmi project, Sevasahayog Foundation who work towards breaking the taboos and end the stigma surrounding menstruation.



Spare A Minute to Share Your Feedback!

We want to hear your feedback so we can keep improving our content. Please fill this quick feedback form and let us know your thoughts.

[CLICK HERE](#)

For Any Query Email Us - info@sedibuz.com

Disclaimer: This Publication is for Private Circulation only. The opinions expressed in our newsletter are those of the author(s) and do not reflect the opinions of Sedibuz Management or its Editors.