

# This Healthcare Startup Develops Tools to Restore Balance

## Hot Startup

### NeuroEquilibrium

Co creates a suite of diagnostic systems to help cure vertigo

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If the Jaipur-based startup NeuroEquilibrium had been in business in 1958, chances are that John "Scottie" Ferguson, played by James Stewart, in the Alfred Hitchcock classic -Vertigo- might have found a cure for his condition.

The healthcare company, founded by couple Anita and Rajneesh Bhandari, along with Kolkata based Vertigo specialist Anirban Biswas, is developing a suite of diagnostic systems for patients suffering from vertigo, dizziness and balance disorders. Vertigo is a condition where a person feels a false sense of rota-



Pictorial representation of NeuroEquilibrium's diagnosis

tional movement and can result in loss of balance, nausea and vomiting, among other problems.

"About 5% of the population in a given year suffers from some sort of balance disorder, and, over a fifth of the population suffers from vertigo or balance disorders at some point in their lifetime," said Rajneesh Bhandari who estimates that there are about six crore patients suffering from vertigo or balance disorder in the country.

The idea struck the couple when they met Biswas at a conference.

"My wife Anita is a specialist and while she was setting up her clinic, we realised how expensive the equipment was," said Bhandari, who is a part of the Rajasthan Angel Investors Network.

The company is now in the process of using virtual reality to help patients in rehabilitation and is also working on an app to capture vertigo incidents, so as to collect relevant data. The four pieces suite is 3D printed.

"Different equipment test different parts of the neural pathway. Some

of them will target how you see the moving object, some will target how your inner balance is getting disturbed. Together they help in pinpointing where the problem lies," said Bhandari.

The startup, which started operations in April, works by tying up with ENT and neurology specialists in various cities making "customer acquisition easier." It then sets up a diagnostic suite in the clinic and offers technical advice, through a trained technician, and diagnosis support to the doctor through cloud technology.

NeuroEquilibrium has already set up three such clinics in Jaipur, Kolkata and Cyprus. It is in the process of setting up one more clinic in Pune and in talks with doctors in Uganda, Nepal and Bangladesh. "We know that for every patient who comes in, we can find a solution," said Elena Agathangelou, an audiologist in Cyprus who has been using this suite of services since the last couple of months.

The bootstrapped company aims to reach 100 clinics across India by the year end and aims to raise about \$3 million in funding within the next two months.