

Kapil has earned recognition as an expert in health sciences, education, agri and information communications and technology (ICT). He serves several company boards and industry advisory committees in these sectors. His expertise positions him as one of the thought leaders in India, Asia Pacific and Emerging Markets. His particular area of focus is investment banking and business advisory and driving business results through mentoring leaders and his passion is connecting people and making an impact on the lives of people in this region.



In his 25 years career, Kapil has carried out over 30 transactions including cross-border. He has also consulted and led country several healthcare reform programs in the GGC countries such as Saudi Arabia, Bahrain and Qatar. He is a recognized industry leader and speaker on social infrastructure such as health, education, social entrepreneurship, ICT and business strategy. He holds the unique distinction of being among the elite club of Chief Information Security Officers (CISOs) in the early-phase drug discovery in the world.

Kapil runs his own investment banking and advisory services company

He has played an influencing role with the Governments in India and abroad. These included:

- Advisory Board Member – Pfizer India
- Education and Healthcare Mentor – Bangalore Angels
- Advisory Board Member – Institute of Ayurveda and Integrative Medicine (IAIM)
- Advisory Board Member – Healthcare Social Infrastructure: Social Infrastructure Fund
- Advisory Board Member – Ignition Grant Fund, Department of Biotechnology, Government of India
- Chairperson for Investment Panel – Bangalore India Bio 2011
- Member – Bombay First Social Infrastructure Group for Healthcare
- Member – Public Private Partnership (PPP) Council in Healthcare
- Member – Health and ICT Ministerial Panel for ehealth for Eastern, Central and Southern Africa
- Core Group Member – Prime Minister of India’s Council on Trade and Industry Task Force for Food and Agro Industries Management Policy (<http://www.nic.in/pm councils/reports/food/ack.htm>)
- Member of various sub-committees at Confederation of Indian Industries (CII) for 1998-2000
- Advisory Boards on several affiliate Associations and Academic Institutions
- India Panel Member – Leaders’ Quest (<http://www.leadersquest.org/index>)
- Special Invitee – Academic Initiative Committee Institute of Management Consultants of India (<http://www.imcindia.co.in/committees.asp>)
- Member – Accreditation Committee Bangalore Chapter of Institute of Management Consultants of India (IMCI) for 2006-07
- Healthcare and Educators Council Member – Gerson Lehrman Group (<http://www.glgroup.com>)
- Visiting Faculty Member to several Management Institutes in India and Abroad

Kapil has published and had speaking engagements that include:

- A Dose of IT: Fortnightly Column on Health and Life Sciences ICT in the Deccan Chronicle and Asian Age
- Speaker at the Drug Information Agency (DIA) Annual Conference 2011: Risk Appetite Amongst Investors in Providing Capital Solutions for Stimulating Innovations
- Member of the Panel for STEM Education : World Education Summit 2011

- Member Health and Education Panel: 21st World Quality Congress, January 2010
- Market consolidation is on : Bio Spectrum Resource Guide 2010
- Medical Devices: Innovation Funding, Partnering and Consolidation Activity in India: Medical Equipment & Automation, May-June 2010
- Opportunities for Indian Bio similar Players : Bio Spectrum, February 2010
- Health Gaming : Medical Equipment & Automation Oct – Dec 2009
- Healthcare Infrastructure in Mumbai – White Paper: Bombay First, Health Mission (http://www.bombayfirst.org/white_paper.html), November 2009
- Funding Drought : Bio Spectrum, October 2010 (<http://biospectrumindia.ciol.com>)
- Chronic Disease Burden, Implications for TeleHealth in India : Telemedicon 2009, Pune, India
- Funding, partnering lessons for biotechs : in Bio Spectrum, November, 2009 (<http://biospectrumindia.ciol.com>)
- Opportunities in Personalised Healthcare in India: CEO and PE round table workshop, WE School, Mumbai, 10 Oct, 2009
- VC funding-making a difference : Cover Story in Bio Spectrum, October, 2009 (<http://biospectrumindia.ciol.com>)
- Post Budget Analysis: Ways to better healthcare delivery: Article in Modern Medicare, August, 2009 (<http://www.modernmedicare.in>)
- Healthcare Retail Picking Up Pace Article in Retailbiz, July 2009 (<http://retailbizonline.com>)
- Pharma Machinery: Cover Story in Modern Pharmaceuticals, August 2009 (<http://www.modernpharma.in>)
- Recommendations on the Union Budget: DMAI and KPMG White Paper on Healthcare sector reforms to the presented to the Union Finance Minister, June 2009
- Environment waste management: Gaining momentum – Special Feature in Modern Pharmaceuticals, April 2009 (<http://www.modernpharma.in>)
- Healthcare IT in India: Picking Up Pace – Cover Story in Modern Medicare, April 2009 (<http://www.modernmedicare.in>)
- “30-minute Interview” – Express Healthcare, Feb. '09 (<http://www.expresshealthcare.in/200902/it@healthcare02.shtml>)
- “ICT Country Transformation in Health and Development” – CII Health Summit, New Delhi, 16 Dec. '08
- “Smart Connected Hospitals” – eHealth, Dec. '08 (<http://www.ehealthonline.org>)
- “Mobile may soon help stay healthy” – Economic Times, 24 Oct. '08 (http://economictimes.indiatimes.com/News/News_By_Industry/Telecom/Mobile_may_soon_help_stay_healthy/articleshow/3634899.cms)
- “IT Clicks Healthcare” – Express Healthcare, Sep. '08 (<http://www.expresshealthcare.in/200809/itspecial01.shtml>)
- “Wired for Wellness” – Hindu Businessline, 12 Aug. '08 (<http://www.blonnet.com/ew/2008/12/08/stories/2008120850050200.htm>)
- “IT Crawls in Healthcare” – Deccan Chronicle, 21 Jul. '08
- “Networks That Help Care” – eHealth, Jul. '08 (<http://www.ehealthonline.org>)
- “Challenges and Opportunities in IT Consulting Services: Building a Successful Global Consulting Career” – Workshop with MBA Students at SP Jain Institute of Management, Mumbai, India, May'06
- “Smarter outsourcing in drug discovery” – Financial Express, 5 Feb.'07 (http://www.financialexpress.com/old/fe_full_story.php?content_id=153706)
- “Wipro begins pilot runs for Disease Management Solutions” – Economic Times, 12 Dec.'06
- “Growth fever grips Healthcare BPO” – Economic Times, 8 Jan.'07 (<http://economictimes.indiatimes.com/articleshowarchive.cms?msid=1086151>)

- “Knowledge Management Best Practices in High-end Knowledge Worker Organizations” – Wipro Knowledge Management Council
- “Ready to Implement a Digital Archiving System?” – Financial Express Healthcare Management – Jan.'07 (<http://www.expresshealthcare.in/200701/knowledge02.shtml>)
- “Teleradiology: New players, high stakes create capital opportunity” – Cover Story, Digital Imaging – North America, Nov.'06 (<http://www.dimag.com/showArticle.jhtml?articleID=193500276>)
- “Consulting and Technology Services Marketing” – IMCI Lecture to MBA students from Management Institutes in Bangalore, 15 Oct.'06
- “A Whole New World” – Financial Express Healthcare Management – Sep.'06 (<http://www.expresshealthcaremgmt.com/200609/bangalorediscovered03.shtml>)
- Forrester Wave on Indian Vendor Consulting Capabilities Scorecard – Nov. '05
- “Preaching what they practice” – Business Standard, ICE World Supplement of 7 Sep.'05 (<http://www.business-standard.com/india/news/preachingthey-practise/223729/>)
- “Careers in Consulting” – Visiting faculty lectures at leading Management Institutes in India
- Presented a paper on Performance Contract and Service Level Agreements, a Procurement Service Provider’s Perspective, at Purchasing to Procurement Conference, New Delhi (12 Feb, 2005)
- Key Note Speaker at Strategic Sourcing 2004 Conference. Mumbai (29-30 July, 2004)
- Member on the Prime Minister of India’s Council on Trade and Industry Task Force for Food and Agro Industries Management Policy recommending structural changes in Government’s policy for Food Processing and Agriculture Sector (<http://www.nic.in/pmCouncils/reports/food/ack.htm>)
- Presented a Paper on Role of Private & Government Service Providers in Containing Healthcare Delivery Costs in Middle East at the Arab Health Conference 2003.
- Participated in devising the approach to Repositioning the Fast Moving Consumer Goods (FMCG) Sector: An initiative aimed to reorient the Government of India’s regulation of the FMCG sector
- Conceptualised and formulated the approach to Changes in Packaged Water Regulation: Assist the Regulators to review and modify the packaged water regulation to the global standards
- Delivered a presentation to Chief Minister of State Government of Maharashtra on Food and Agro Processing Industries Development Plan for Sindhudurg District (19 Jan.'99)
- National Award for Excellence in Packaging Machinery Design and Development at the Pack Machine Contest 1992, organized by the Indian Institute of Packaging
- Statistical analysis for Department of Commerce, University of Mumbai, Research Monograph titled Banking Development in Maharashtra - A District-wise Study (accredited by National Council for Applied Economic Research (NCAER), article published in MARGIN Jan-Mar '92 issue)