

PATCH ADAMS:
With former
patient Tejaswani
(right) and
her sister



“

Earlier I didn't dream. It was always the straight and narrow path. Now, I don't want to control my mind.

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ied medicine at Osmania Medical College, going on to the All India Institute of Medical Sciences, New Delhi, for her post-graduation. Medical school was a dream brought to life. She loved the smell of formalin and always carried *Grey's Anatomy* and 20 medical books with her to Kodaikanal, on vacation. "That was my holiday," she says. Maheshwari soon moved to Yale to complete her post-graduation studying paediatrics and then paediatric cardiology before joining the faculty.

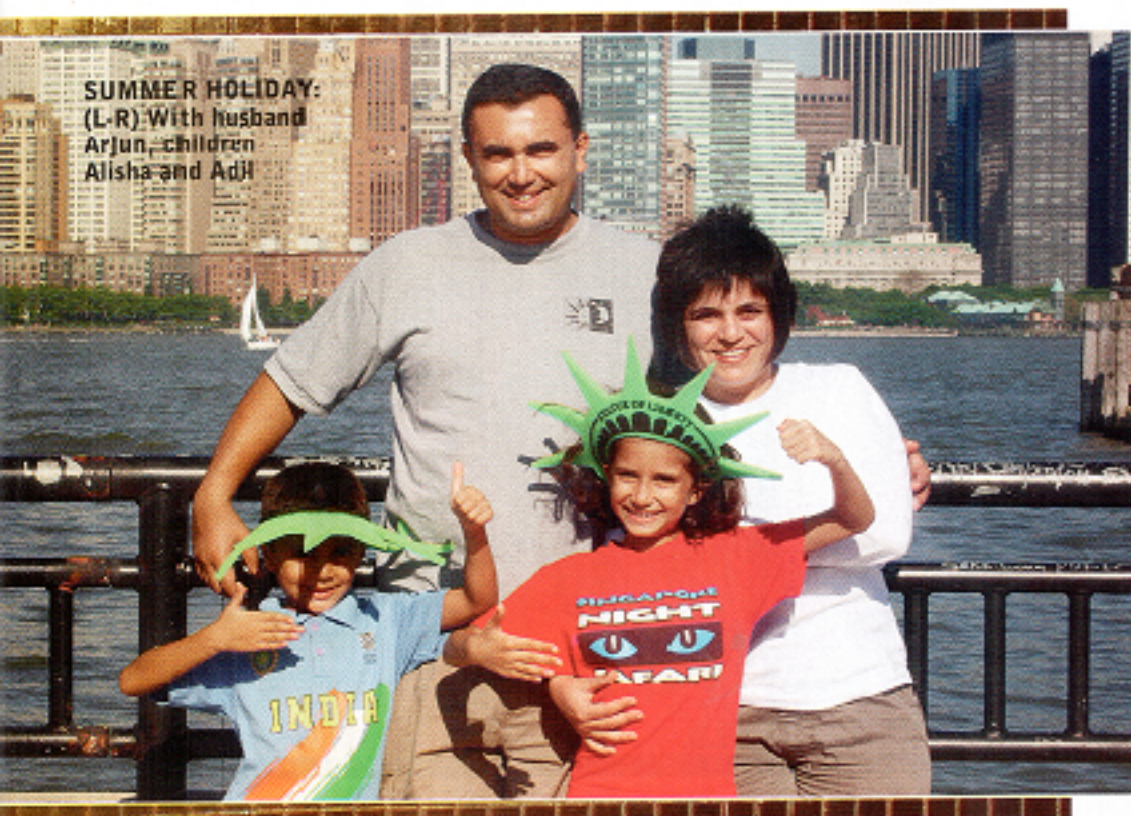
But a return to India was inevitable. "I always wanted to come back and work here. So I had a pre-nup with my husband. I would marry him only if we decided to come back," she says with a laugh. "In the US, you are a cog in a well-oiled machine. Here at least, I am in the sphere of making a difference." But the move wasn't easy. "Our friends thought we were more American than the Americans, that we would come back from JFK Airport and even betted on how long we would stay in India," she remem-

bers with a smile. Two years. That's the maximum their friends gave them. "It's the break point," she says. "Either you stay or go back to America. The day we hit the deadline, we threw a party. It was a two-years-up-in-India-but-still-here party," she laughs. For Maheshwari, the move was perfect. She started work at a local hospital in Bengaluru. It wasn't her dream of being a village doctor, but then she had realised earlier that she was a big city girl. Then, she started teaching, and her professional life was complete. But her husband had it tougher. There weren't many opportunities for a radiologist even if he was Yale and Cornell-trained. So he travelled back and forth, working in the US and living in India. Yale didn't want to let go of him. And all those trips gave birth to the idea of teleradiology, an unheard-of concept in India. His friends at Yale talked about how there weren't any doctors to cover the night shift in radiology. So he offered to work from India, over the Internet. "It had never been done, sending

Your fringe has made us win.



SUMMER HOLIDAY:
(L-R) With husband
Arjun, children
Alisha and Adil



American hospital scans to India, for analysis. It was high-end work, a novel concept but a controversial one," she says. The deal with Yale ended, but the idea remained and the couple asked their nephew to set up a website for them. Before they knew it, the homegrown website had many hits and the company was born.

Then, in 2005, the Singapore Government heard of the company and wanted to visit the office. "We told them they were welcome," she says. "But that we weren't responsible for the roads outside," she laughs. The government had a problem. It took their health-care system four days to provide an X-ray report. "We told them we could give it to them in one hour." It started with 35,000 scans in 2006, a figure that is now 60,000 with 99.8 per cent accuracy. Not that there haven't been problems. During the US presidential elections, Maheshwari and Kalyanpur found their company in the spotlight as out-sourcing became a huge campaign issue. "But we managed to turn it into good media. It

was a challenging time," she says.

It's this passion and energy that Deepika Bedi remembers. She first met Maheshwari on moving to Bengaluru from the US. A friend and a colleague, Bedi who joined Teleradiology Solutions in 2000 as head of operations and HR says, "She always goes out of her way to help." Like the time, a few days ago, when Maheshwari spotted a woman sitting by the wayside. She fed her and then stayed with her late into the night, until help could be found. "Now, that's Sunita for me," Bedi says.

Dr Bharat Dalvi, paediatric cardiologist and member of the Pediatric Cardiac Society of India, has known Maheshwari professionally for nearly 12 years. "She believes in taking care of not just her patients but also their families. I have never received a complaint from any of the patients I have referred to Narayana Hrudayalaya and that's saying volumes about her and her colleagues." Maheshwari is also trying to change the way doctors approach pa-

5 ways to start a business

Follow your crazy dreams. Never mind what the world says.

Before you begin, see if you have the passion in you

It's not a 9 to 5 day

There will be ups and downs, maybe more downs

Remember to treat your employees well

Your curls have made us win.