

Trackerwave sets ₹50 cr revenue as it targets major public-sector hospital rollout; eyes U.S., Europe markets

The company sees India as its largest revenue market. Present in five countries outside India, it is working with global system integrators to expand into North America and Europe.

Published - August 31, 2026 06:59 pm IST - Chennai

BALASUBRAMANYAM C.P.

Chennai-based healthcare technology company Trackerwave is targeting revenue of about ₹50 crore in 2026-27, up more than four times from the ₹12 crore it reported last year, as it looks to deepen the presence in India's public healthcare system, which is increasingly going digital.

The bootstrapped company, which develops real-time location systems (RTLS) for hospitals, expects a significant part of its growth to come from a wider rollout across state and central government hospitals, including institutions such as AIIMS (All India Institute of Medical Science) and ESI (Employees' State Insurance).

"We are expecting to have a large rollout in public sector next year," Trackerwave said, adding that the expansion could cover more states as well as central government institutions.

Trackerwave is already working with public hospitals in Odisha, Maharashtra and Chandigarh. Its deployments include an almost end-to-end RTLS implementation at the greenfield SCB Medical College and Hospital in Cuttack, infant safety solutions in Maharashtra, asset tracking at PGIMER Chandigarh and indoor wayfinding at AIIMS Bhopal.

The company currently has more than 20 RTLS use cases and is present in about 150 hospitals, with over 120 using its portal-management solution. Its technology enables hospitals to track patients, staff and assets in real time while monitoring parameters such as temperature, humidity and gases.

Expecting roughly 35-40% revenue margins, the company sees India as its largest revenue market. It is also present in five countries outside India and is working with global system integrators to expand into North America and Europe.

The company expects the RTLS market to grow "multi-fold by 2031" but geopolitical uncertainty has forced it to reassess some Middle East expansion plans for 2026-27 and 2027-28, although it recently secured a \$2-million business in the region.

The company said its portal-management solution can improve hospital productivity by 30-40%, based on customer studies. In one deployment, manpower required for certain hospital operations reportedly fell from about 200 people a day to nearly 120, it claimed.

The company said its technology uses Bluetooth/BLE, Wi-Fi and Ultra Wideband to provide GPS-like indoor positioning. Receivers are installed at roughly 30-metre intervals, while tags can be attached to patients, staff or assets. A digital 3D map of the hospital allows operators to locate tagged entities across floors and rooms.

Founded after beginning R&D in 2017 and incorporated in 2018, Trackerwave said the relatively low cost of its technology compared with major hospital equipment such as CT and MRI machines, coupled with productivity gains, can enable hospitals to recover their investment within six months.

Published - August 31, 2026 06:59 pm IST