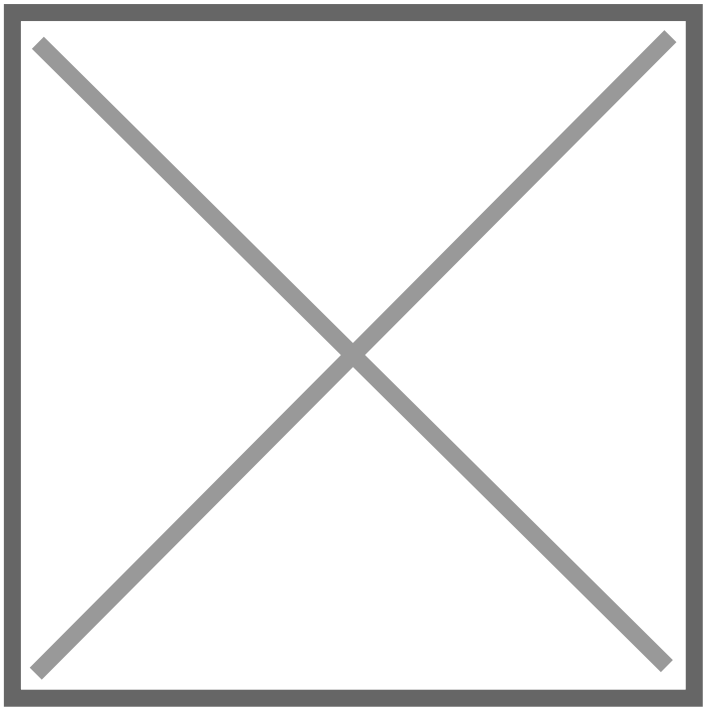
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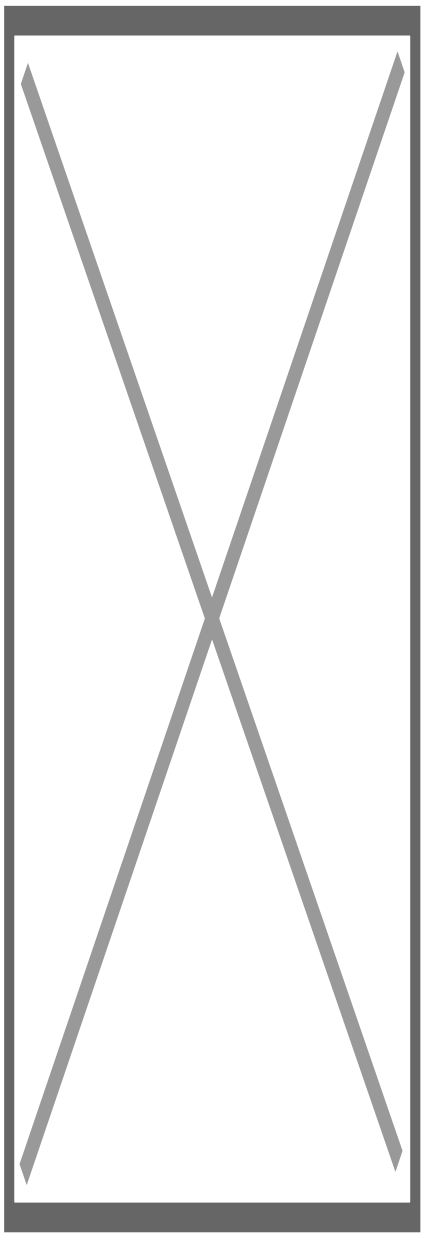
Aiding science turn into business

05 August 2008 | News



Rank 10

Aiding science turn into business



Offering a wide range of laboratory and process products, Sartorius India has grown its life sciences business to Rs 95.60 crore in 2007-08.

Sartorius India Pvt Ltd, which delivers a comprehensive set of tools and services right from the concept stage of a project through design, engineering, manufacture, commissioning and validation support to training of personnel and after sales service, has clocked Rs 95.60 crore in sales from life science industry solutions in 2007-08. The company's this business registered a growth of over 23 percent. The success of Sartorius India mainly comes on account of its ability to efficiently translate and imbibe customers' needs and evolve solutions.

"Fostering strong and reliable partnerships with bio-suppliers with a global base and reach allows the scientists access to developments and changing technologies rather than re-inventing the wheel themselves all the time. By offering its process expertise in chosen technology areas, Sartorius collaborates with biotech companies in their product and process development at a very early stage to help them to improve the yields and reduce process complexity. Rooted in the philosophy of turning science into solution, Sartorius has also been actively helping the biotech R&D in optimizing processes using both the existing and new technologies and offering customized training programs to its customers," said Amit Chatterjee, managing director, Sartorius India.

On another front, Sartorius has been developing its product portfolio to offer comprehensive process support through internal developments and strategic alliances, such as building up a complete disposable concept including disposable sensors for biopharmaceutical processes to reduce CAPEX, validation costs and time to market.

Sartorius India plays a key role within Sartorius Group as one among four system manufacturing facilities for Sartorius worldwide (the other three are located in the US, Germany
and Italy).

Sartorius offers an extensive portfolio of products, technologies and services for fermentation and cell culture in upstream processing of biopharmaceuticals; membrane chromatography designed for removal of contaminants, such as DNA, host cell proteins, endotoxins and viruses; disposables, filter cartridges, housings and filter holders for particle-removing and sterilizing grade filtration of liquids and gases; micro- and ultrafilter crossflow systems to the pharma and biotech companies. Almost 40 percent of its revenues came from filtration systems, while the general laboratory instruments accounted for 28 percent of the total business.