

## IDBS expands operations in India to capitalize on R&D growth

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The latest move by the firm is in response to growing demand and an expanding customer base in the region. R&D spending in India is expected to reach US\$94 billion in 2020, up from US\$86 billion in 2019 and the country is now the third largest pharma sector globally. As R&D firms look to innovate to meet demand, IDBS believes there is a strong opportunity for its cloud data management software solution, The E-Workbook Cloud, to help build paperless, flexible and scalable labs.

To manage the firm's market presence in India, IDBS has appointed Manish Manakchand as Commercial Director and Braj Thakur as National Sales Manager.

Manakchand joins the firm from a five-year period as Senior Global Marketing Manager for the Global Business Unit at Beckman Coulter Life Sciences, part of Danaher. Thakur joins from Laurus Infosystems, where he was Head of Sales and Marketing. Both will report into Christian Marcazzo, General Manager at IDBS.

"IDBS' digital technologies have set the standard in scientific informatics solutions," Manakchand commented. "I am excited about helping customers in India to transform their data management processes, reduce their time to market, as well as their time to value."

Marcazzo said: "These new appointments come at a time of rapid growth in the biologics and preclinical markets, alongside the increased use of third-party contract research organizations in India – mirroring the global trend. As these firms seek to discover and develop new therapeutics, the adoption of transformative technologies that streamline data management and facilitate collaboration with partners is essential."

The E-Workbook Cloud provides enterprise-wide scientific data management to pharmaceutical, biotech, and other R&D firms working across the fields of biologics, drug discovery and development. The platform, which can be deployed via the cloud or on-premise in both GxP and non GxP environments, allows firms to capture, manage, share and gain insight from

their data.

IDBS also provides configured solutions for specific verticals. This includes the IDBS Bioprocess Solution, which optimises workflows across people, equipment and data sources throughout the development lifecycle. Marcazzo added: “The combination of IDBS’ expertise in enterprise scientific informatics platforms and Danaher’s business systems and global reach will be a driver of long-term growth and innovation for our customers in the life sciences markets in India.”

IDBS is owned by Fortune 500 science and technology corporation, Danaher. It is part of Danaher’s Life Sciences division, which also includes Beckman Coulter Life Sciences, Pall Corporation and Sciex.