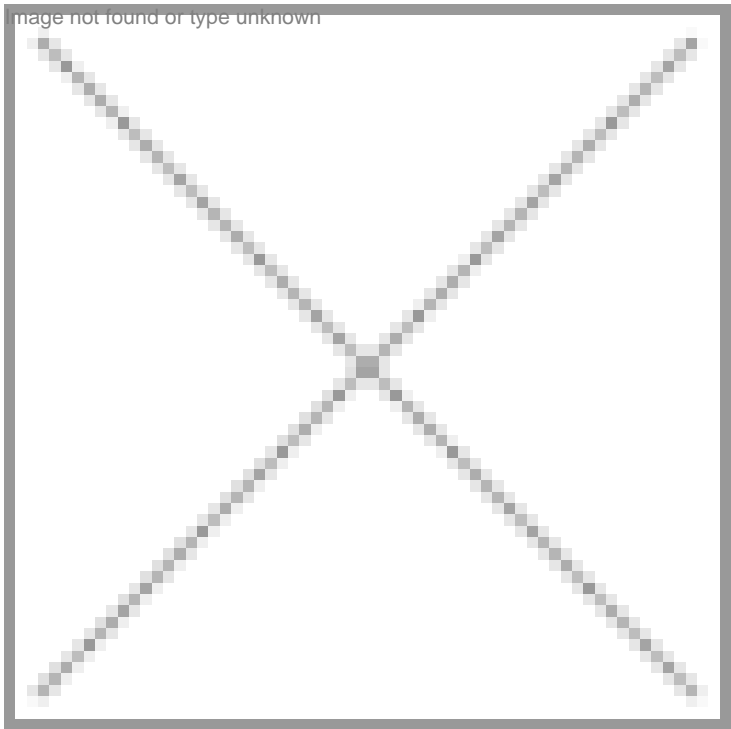


## Thermo Fisher Scientific moves from strength to strength

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Thermo Fisher Scientific went through a process of intensive integration of all its division and now intends to heavily invest in manpower, and expand and upgrade facilities in India.



Thermo Fisher Scientific which was earlier known in India as Thermo Electron LLS India is a wholly-owned subsidiary of the US-based Thermo Fisher Scientific. It supplies consumables, and analytical, scientific and laboratory instruments. The company also offers integrated reagents to enhance integration of laboratory workflow solutions. Thermo Fisher Scientific is a result of the merger between Thermo Electron and Fisher Scientific in 2006.

In fiscal 2008-09, Thermo Fisher Scientific in India clocked a total sales of Rs 504.89 crore as against Rs 315.68 crore in fiscal 2007-08. The company's life science business in India clocked Rs 185.79 crore in 2008-09, making up 37 percent of the overall India revenue. Despite the economic slowdown Thermo Fisher Scientific continued with its investments in India.

"Our growth this year can be attributed to the acquisitions we have made, with the inauguration of the new facilities. Fisher Scientific which is our customer channel group is still hiring people so that we can inculcate new products from the global network into the Indian market. In our scientific instruments division with Chemito Technologies coming on board and the sales board fully integrated, we are still finding new people for recruitment. We also acquired the environmental instruments division which already had a sales force team, who have also been incorporated into our organization," said Koos van der Steuijt, vice president and general manager, Thermo Fisher Scientific.

The Laboratory Products Group saw a double digit growth, with businesses coming in mainly from the government academic institutions, clinical segments (IVF and blood banks) and the diagnostics segment.

In November last year, Thermo Fisher Scientific opened its \$10 million facility in Ahmedabad to support growing demand for biopharma services. The 150,000 sq.ft facility will focus on packaging, global distribution and logistics management of tightly regulated pharmaceutical samples to patients participating in clinical trials across the globe and specifically in India.

“We have 250 sales people out here in the market and we need to educate them about our products across divisions in order to become more and more unified while presenting Thermo Fisher Scientific to the customer. Increasingly our customers expect higher service levels from our local organization. We are happy to accomodate that and we feel proud of being challenged and being able to fullfil those needs,” said Koos van der Steuijt.

Thermo Fisher Scientific has also been successful in reaching out to even remote areas in India.