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# â??Cotecna is actively seeking strategic collaborations to drive innovation in Indiaâ?•

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**The recent inauguration of a state-of-the-art lab in Mumbai, by Switzerland-based firm Cotecna, is likely to be a significant step in supporting the rapid growth of Indiaâ??s pharmaceutical industry. The new facility, FDA-approved and NABL-accredited, is designed to meet the most stringent global standards for pharmaceutical testing and inspection. It will help to accelerate drug development, ensure compliance, and uphold the highest levels of quality control, which are key factors in helping pharmaceutical companies thrive in an increasingly competitive and regulated market. Sebastien Dannaud, CEO, Cotecna Inspection talks about growth plans in India and how the new facility meets global standards and compliance.**



**What motivated Cotecna to establish a new laboratory in India, and how does it fit into your global operations?**

Cotecna's decision to establish a new laboratory in India is driven by the country's growing demand for high-quality TIC (Testing, Inspection, and Certification) services. As India emerges as a global trade hub, industries such as agriculture, food safety, pharmaceuticals, and consumer goods require world-class compliance solutions.

From a strategic and operational standpoint, this facility strengthens Cotecna's presence in South Asia, aligning with our global vision of expanding in high-growth markets. The decision is driven by strong market demand and client proximity, as India's TIC market experiences rapid growth fueled by increasing investments in manufacturing, automotive, consumer goods, and food safety. Our strategic location enhances service efficiency and accelerates turnaround times.

The new laboratory significantly boosts Cotecna's regional testing capabilities, particularly in the pharmaceutical sector, allowing us to serve a wider range of industries with high-quality testing solutions. Additionally, the facility is expected to contribute substantially to Cotecna's revenue growth in India, capturing a significant market share in its first year and targeting sustained double-digit annual growth over the next five years.

Designed to meet ISO/IEC 17025 standards, the lab ensures compliance with both local and global regulatory frameworks. It incorporates AI-powered testing, advanced instruments, and digital reporting systems to enhance accuracy and reduce reporting times. Operational efficiency is further optimised through Lean Management and Amoeba Management, driving cost efficiencies and measurable savings.

By establishing this laboratory, Cotecna reinforces its commitment to global quality standards, innovation, and client-centric solutions, further solidifying our leadership in the TIC industry.

**How does this facility align with Cotecna's long-term vision for growth in India and Asia?**

Cotecna's long-term vision in India and Asia is to strengthen our presence, enhance service offerings, and drive innovation in the TIC sector. This new laboratory is a strategic investment that expands our regional footprint and reinforces our commitment to providing world-class solutions tailored to market needs.

Strengthening Cotecna's presence in South Asia, this facility aligns with our global vision of expanding in high-growth markets. The decision is driven by India's rapidly growing TIC market, fueled by rising investments in manufacturing, automotive, consumer goods, and food safety. Strategically positioned for client proximity, the facility enhances service efficiency and accelerates turnaround times. It also significantly expands Cotecna's regional testing capabilities, particularly in the pharmaceutical sector, enabling us to serve a broader range of industries with high--quality testing solutions.

Designed to meet ISO/IEC 17025 standards, it ensures compliance with both local and global regulatory frameworks. The facility integrates AI-powered testing, advanced instruments, and digital reporting systems to enhance accuracy and efficiency. Furthermore, operational excellence is driven by Lean and Amoeba Management principles, optimising processes and reducing costs. With a strong commitment to sustainability, the facility is designed to be energy-efficient, minimising its carbon footprint compared to traditional laboratories.

**What are the key capabilities and technologies featured in the new state-of-the-art lab, and how it aims to revolutionise testing and inspection solutions?**

The facility is designed as a state-of-the-art analytical and testing centre, equipped with advanced instruments such as chromatography, mass spectrometry, and molecular biology tools. AI-driven testing and automation enhance accuracy while minimising human error, ensuring precise and reliable results. Additionally, real-time digital reporting and cloud-based data management streamline accessibility and significantly reduce reporting times. With a high-throughput testing capacity, the facility boosts efficiency and accelerates sample processing speeds, catering to industries with stringent timelines.

Specialising in agriculture, food safety, pharmaceuticals, and consumer goods compliance, the facility offers tailored solutions to meet diverse industry needs.

These cutting-edge capabilities revolutionise testing and inspection by improving accuracy, speed, and regulatory compliance. By providing faster, more reliable results, the facility supports industries that depend on advanced analytical solutions for quality assurance and regulatory adherence.

**What steps have been taken to ensure the facility meets global quality standards and compliance?**

Cotecna adheres to strict international quality and regulatory frameworks to ensure the highest standards of testing and inspection. The facility is accredited with ISO/IEC 17025, a globally recognised standard that guarantees compliance with international testing and calibration requirements. Rigorous quality control measures are implemented through continuous process improvements, ensuring that every analysis meets precise accuracy and reliability standards.

Regular audits and regulatory inspections further reinforce industry best practices, maintaining transparency and adherence to evolving compliance norms. Additionally, Cotecna actively collaborates with regulatory bodies and industry leaders to stay aligned with the latest advancements and best practices in testing and certification. These comprehensive measures not only uphold global quality benchmarks but also enhance the facility's credibility, providing clients with trusted, high-precision testing solutions.

**How will the new lab contribute to India's economy through job creation and skill development?**

This facility catalyses economic growth and workforce development by creating new job opportunities in scientific, technical, and regulatory fields. The expansion of testing and certification services, drives significant employment growth, attracting skilled professionals and fostering career development. To further enhance expertise in the industry, Cotecna implements specialised skill development

programs aimed at training laboratory professionals and industry stakeholders, equipping them with advanced knowledge and technical proficiency.

Additionally, the facility collaborates with universities and training centres to develop future industry talent, bridging the gap between academic learning and practical application. By supporting local industries, the facility enables businesses to comply with global standards, enhancing product quality and boosting their export potential. Through these initiatives, Cotecna not only strengthens India's position in the global TIC

(Testing, Inspection, and Certification) market but also contributes to sustainable economic growth by fostering a highly skilled workforce and promoting industry excellence.

**Are there plans to collaborate with local research institutions, universities, or government bodies?**

Yes, Cotecna is actively seeking strategic collaborations to drive innovation, enhance regulatory compliance, and strengthen industry standards in India. Partnerships with universities and research institutions play a crucial role in advancing research and development (R&D), fostering innovation in analytical testing, and equipping future

professionals with cutting-edge expertise. By working closely with regulatory bodies and government agencies, Cotecna ensures alignment with evolving policies, compliance requirements, and global best practices, contributing to a more robust and transparent regulatory framework.

Additionally, collaborations with industry associations help in setting higher industry benchmarks, improving testing methodologies, and enhancing overall compliance standards across various sectors.

These partnerships not only facilitate knowledge-sharing and capacity-building but also create a collaborative ecosystem that drives technological advancements, promotes regulatory excellence, and supports the long-term growth of India's testing, inspection, and certification (TIC) industry.

**What key trends and challenges do you see in India’s testing, inspection, and certification industry?**

Trends include increased regulatory scrutiny and demand for higher safety standards; adoption of AI, automation, and digital solutions in compliance testing; growth in sustainability and ESG-driven testing services. While the challenges include keeping up with evolving regulations across multiple industries; bridging the skill gap for specialised testing professionals, and maintaining cost efficiency while delivering high-quality services.

Cotecna is addressing these challenges by investing in technology, regulatory expertise, and industry partnerships to stay ahead of evolving market needs.

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