

Making high impact through innovation

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Waters India has scripted a success story by creating business advantages for laboratory-dependent organizations through its solutions.

Waters India, the wholly-owned subsidiary of Waters Corporation and a leader in chromatography systems, has maintained its high double digit growth and increased its revenues from the life sciences business to Rs 264 crore in 2007-08 as against Rs 213.20 crore in 2006-07, registering a growth of over 23 percent. Waters has been a pioneer in bringing advanced technologies in the separation science, laboratory information management, and mass spectrometry to India and backs it up with efficient and prompt service and applications support. In 2007, India accounted for 5 percent share of the total global business of Waters. "We want to grow every year and contribute significantly to Waters Corporation," said KV Venugopalan, president, Waters India.

The strategy of the company is to stay focused in the areas in which its customer base has the highest degree of challenge.

The passing year has been a very exciting one for Waters in that direction. In the mass spectrometry range, it introduced a new Tandem Quadrupole device (TQD) and a new hybrid quadrupole-time of flight technology system, the Synapt HDMS. The Synapt HDMS system, a high definition mass spectrophotometer, integrates ion mobility technology within a Q-ToF geometry instrument configuration and allows researchers to glean molecular shape information. Waters had introduced Acquity UPLC a couple of years back and this product with more than 6,200 installations worldwide has become one of its fast growing products. And Waters during 2007-08 introduced several variations of Acquity and one of them being PATROL UPLC Process Analyzer, a real-time Process Analytical Technology (PAT) System that can detect and quantify complex multiple component manufacturing samples and final product on the production floor.

"UPLC's increased peak concentrations with reduced chromatographic dispersion result in increased source efficiencies and vast improvements in MS sensitivity and spectral quality. With sharper peaks and improved chromatographic resolution, UPLC enhances the performance and productivity of any LC/MS or LC/MS/MS experiment," explained Venugopalan.

Apart from introducing products, Waters signed a joint cooperative agreement with the Indian CRO Lambda Therapeutic Research to provide analytical laboratory equipment designed to enhance research quality service and business solutions for Lambda and its clients. In another major development, Jubilant Organosys recently selected Waters India as outstanding sourcing partner for the year 2008 from among 300 vendors in the category of machinery and equipment.

"All Waters' products are successful and all the products are very well accepted in the market. Alliance and the basic HPLC systems continue to be the largest selling products in the country. We sell more than 700 Alliance systems every year," shared Venugopalan.