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# â??AI is a transformative enabler thatâ??s reshaping how science is conducted in labsâ?•

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**2025 witnessed multiple new initiatives taken by Agilent Technologies, a global leader in life sciences, diagnostics, and applied chemical markets, for the Indian market. These initiatives included establishment of an India Solutions Center in Manesar; and a Biopharma Experience Center in Hyderabad. 2025 also saw Nandakumar Kalathil stepping in as the new Country General Manager for Agilent India. With over 25 years of experience in the analytical industry, Nanda brings extensive expertise in leadership, team management, and customer relations. To find out more about the companyâ??s growth plans in 2026 in India, BioSpectrum interacted with Nandakumar Kalathil, Country General Manager for Agilent India in detail.**



**After stepping in as the Country General Manager of Agilent, which are some of the key strategies you've put in play to enhance your presence in the Indian market?**

Since stepping into the role, my focus has been on transforming our market approach, deepening customer relationships, and accelerating growth through localised innovation and operational excellence. We're emphasising workflow-based solution selling in strategic areas like GLP-1, ADCs, and mRNA, and expanding into pharma, biopharma, food safety, and environmental testing.

We are also building capabilities, onboarding new talent, and fostering a culture of continuous improvement. These efforts are part of our broader strategy to scale our presence in high-growth segments and deliver tailored solutions that address evolving customer needs.

**Have you lined up any new projects for the Indian biopharma sector, for 2026?**

Agilent is executing a three-to-five-year strategic roadmap for India, with a strong focus on infrastructure expansion, innovation, and deepening collaborations. In FY26, we are scaling up investments made in 2025, particularly in areas where capability gaps exist across the biopharma ecosystem.

A key initiative is the Biopharma Experience Center in Hyderabad, which serves as a cornerstone of our biopharma strategy. This centre provides customers with early access to cutting-edge technologies, validated workflows, and co-created innovations. We are also expanding our India Solutions Center in Manesar, which supports collaborative R&D, proof-of-concept development, and tailored solutions for the Indian market.

**What are some of the stated objectives of the Biopharma Experience Center and the challenges you plan to address vis-à-vis the growth of the biopharma industry?**

The centre is designed to support the full drug development lifecycle, offering end-to-end solutions in chromatography, mass spectrometry, cell analysis, and lab informatics. It simulates real-world lab scenarios and provides a regulatory-ready environment, enabling customers to test, validate, and optimise workflows before implementation.

Key challenges addressed include Limited access to advanced technologies for handling complex molecules; Need for validated workflows to reduce trial-and-error in R&D; Bridging gaps between industry and regulators through hands-on training

and expert guidance.

The centre also supports early-stage innovators and startups, offering access to cutting-edge technologies and collaborative programmes.

As regulatory requirements become more stringent, Agilent is helping Indian labs navigate compliance through a combination of advanced technologies and application expertise. Our collaborative approach ensures that labs are equipped to meet global standards, particularly in biopharma and diagnostics. The Biopharma Experience Center plays a critical role in this by offering validated workflows, regulatory-ready environments, and expert guidance.

**Agilent has recently partnered with the Tata Institute of Fundamental Research (TIFR) focusing on the growing burden of NCDs in India. What are the key highlights of this project and Agilent's role here?**

Agilent and TIFR have launched the Agilent–TIFR Center for Translational Research in Hyderabad, supporting the ARUMDA initiative (Advanced Research Unit on Metabolism, Development & Ageing). This project is aligned with national health priorities, focusing on metabolism and nutrition research to address the growing burden of non-communicable diseases (NCDs).

Agilent's role includes providing high-performance analytical technologies for molecular profiling, metabolomics, and cellular bioenergetics; enabling data-driven insights through advanced informatics platforms; supporting public health strategy development tailored to India's demographic and nutritional challenges.

**Any new investments or product launches or partnerships lined up in 2026? What is Agilent's approach to expanding into its footprint in India?**

Agilent launched the InfinityLab LC Series (Infinity III HPLC) and Pro iQ LCMS in 2025, which are now being scaled in 2026. These platforms offer Smart automation; High sensitivity; Advanced informatics integration.

These products are redefining lab operations, enabling researchers to handle complex workflows with greater speed and precision. The India Solutions Center in Manesar continues to be a hub for co-creation, proof-of-concept development, and application expertise.

We are also expanding strategic partnerships and investing in infrastructure and talent to support these launches and future innovations.

Agilent is currently reporting high teen growth in India and is optimistic about building on the momentum of 2025. With continued investments in infrastructure, innovation, and partnerships, we are well-positioned to support our customers' success and contribute to India's emergence as a global leader in life sciences and analytical technologies.

Agilent's expansion strategy is customer-led. We follow our customers into emerging geographies and territories to ensure they have timely access to the right technologies and support systems. This approach allows us to be proactive and responsive to customer investment plans and is a key part of our transforming market approach and India growth strategy.

**How is Agilent supporting the concept of Green Labs in India?**

Sustainability is embedded in Agilent's mission to advance the quality of life through science. Our Infinity III HPLC system received the My Green Lab ACT certification, recognising its energy efficiency, reduced carbon footprint, and operational excellence.

In India, both the India Solutions Center in Manesar and the Center of Excellence in Bengaluru have earned My Green Lab certifications, integrating sustainable practices into daily operations. This includes waste reduction; efficient resource utilisation; smaller, smarter instruments that deliver more with less.

Agilent is also exploring sustainable business models that support the circular economy, offering customers flexibility and access to the latest technologies.

**How is Agilent advancing the implementation of AI in its product portfolio?**

Agilent is at the forefront of digital transformation, integrating AI across its platforms to enhance lab efficiency, decision-making, and regulatory readiness.

Key areas of AI implementation include Predictive analytics and alerts to pre-empt operational risks; Real-time insights through automation and smart informatics; AI-powered solutions for regulated markets.

Digital B2B platforms give customers greater control over commercial processes.

AI is not just a technology layer—it's a transformative enabler that's reshaping how science is conducted in labs.

**How is Agilent aligning with the rise of Global Capability Centers (GCCs) and CDMOs in India?**

Agilent is closely aligned with the growing trend of Global Capability Centers (GCCs) and Contract Development and Manufacturing Organisations (CDMOs) in India. Over the past 25 years, Agilent has consolidated many of its operations in India, and our infrastructure—such as the Biopharma Experience Center in Hyderabad and the India Solutions Center in Manesar—is now being globally leveraged. These centres support both local and international customers, reinforcing India's position as a strategic hub for global support and innovation.

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