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“The strongest demand today is coming from organisations seeking to modernise quality and compliance functions, accelerate regulatory processes, improve manufacturing efficiency, and enhance data-driven decision-making”

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As AI adoption accelerates across the life sciences sector, Archimedis Digital is strengthening its position as a specialised digital transformation partner for pharmaceutical, biotechnology and medical device companies. Founded in 2022 and headquartered in Chennai, the company employs around 250 professionals and plans to double its workforce within the next year, driven by investments in AI, machine learning and data science. Backed by the expansion of its AI Centre of Excellence in Tiruchirappalli and a target of reaching \$10 million in revenue by FY2027, Archimedis Digital is pursuing rapid growth. In an interaction with BioSpectrum India, Duraisamy Rajan Palani (Durai), Founder and CEO, shares the company’s growth strategy, AI vision and future plans.



How has the company evolved since its inception, and what have been the key milestones in its growth journey?

Archimedis Digital was founded with the vision of helping life sciences organisations accelerate digital transformation while navigating the complexities of a highly regulated industry. What began as a focused effort to address compliance and operational challenges has evolved into a specialized digital and AI transformation partner for life sciences organizations globally.

A significant milestone in this journey was the development of eCapsule, our life sciences-focused ERP platform, which demonstrated our ability to build industry-specific solutions rather than adapt generic technologies. Over the years, we have expanded our capabilities across product engineering, cloud, data, validation, cybersecurity, and AI-led transformation. More recently, the establishment of our AI Centre of Excellence has strengthened our ability to develop and deploy AI solutions tailored to the unique needs of the life sciences sector.

What has driven the company's growth over the last three years, and how has your market presence evolved during this period?

Our growth has been driven by the increasing demand for digital transformation and AI adoption across the life sciences industry. Organizations are looking to modernise legacy systems, improve operational efficiency, strengthen compliance processes, and unlock greater value from their data.

As a result, we have expanded our engagements across pharmaceutical, biotechnology, medical device, and digital health organisations. While India remains a key market, we have also strengthened our presence in North America and Europe, where demand for specialized technology partners with deep life sciences expertise continues to grow. Our ability to combine domain knowledge with technology execution has been a key factor behind this momentum.

How important is R&D, and what role does AI play in your innovation strategy?

R&D is central to our long-term growth strategy. We see innovation as an ongoing process that shapes both our products and customer solutions. A significant portion of our innovation efforts is focused on AI, automation, advanced analytics, and digital manufacturing technologies.

AI, in particular, is becoming a foundational layer across our offerings. Through our AI Centre of Excellence, we continuously evaluate emerging technologies and explore how they can be applied to solve real-world life sciences challenges. Our focus is not just on adopting AI but on ensuring it delivers measurable business outcomes while meeting the industry's stringent compliance and governance requirements.

Are you building proprietary AI platforms, leveraging existing AI ecosystems, or pursuing a combination of both?

We follow a hybrid approach. We leverage leading AI ecosystems and cloud platforms to benefit from their scale, maturity, and continuous innovation while simultaneously building proprietary frameworks, accelerators, and domain-specific solutions tailored for life sciences.

This enables us to combine the speed and flexibility of established AI technologies with the industry-specific intelligence required for regulated environments. By embedding compliance, validation, and domain expertise into our solutions, we can deliver capabilities that are both innovative and practical for life sciences organisations.

What are the key AI innovation areas currently receiving the highest investment within the company?

Our investments are focused on areas where AI can create meaningful impact across the life sciences value chain. These include regulatory intelligence, quality and compliance automation, pharmacovigilance, intelligent document processing, knowledge management, digital manufacturing, and Smart Factory solutions.

Many of these investments are being translated into practical applications through our Lizy AI Apps Collective, which includes specialized AI agents for document generation, validation automation, risk analysis, quality reviews, and synthetic data generation. Our focus is on developing AI solutions that not only improve efficiency and decision-making but also meet the stringent compliance, validation, and governance requirements of regulated life sciences environments.

What products and platforms do the company offers today, and which solutions are seeing the strongest customer adoption?

Our portfolio combines proprietary products and specialized services designed for the unique needs of life sciences organizations. At the center is eCapsule, our compliance-focused ERP platform that enables operational excellence, digital manufacturing, and regulatory compliance. Alongside this, we offer capabilities across cloud engineering, data and analytics, cybersecurity, validation, product engineering, and AI-led transformation.

A key area of growth is our Lizy AI Apps Collective, a suite of purpose-built AI agents developed specifically for regulated life sciences environments. These include DocGen Agent for SOPs, validation plans, and protocol generation; ReviewGen Agent for automated document reviews and compliance checks; Risk Analyzer Agent for proactive risk identification; TCGen Agent for IQ/OQ/PQ test script generation; Agentic APQR for automated Annual Product Quality Reviews; and Synthetic DataGen Agent for creating privacy-preserving test data. These solutions are designed to accelerate quality, compliance, validation, and operational workflows while maintaining regulatory rigor.

The strongest customer adoption is coming from solutions that address compliance, documentation, validation, operational efficiency, and data integrity challenges. As organizations scale AI initiatives, they increasingly prefer platforms and applications that are purpose-built for life sciences, deliver measurable business outcomes, and align with evolving regulatory expectations.

How do your AI solutions differentiate themselves in a competitive market, particularly against larger global technology providers?

Our key differentiator is our deep specialisation in life sciences. While many technology providers serve multiple industries, our solutions are designed specifically around the workflows, regulations, and operational realities of life sciences organizations.

This allows us to embed compliance, validation, auditability, and governance into the solution architecture from the outset. Combined with our agility and close collaboration with customers, we are able to deliver AI solutions that move beyond experimentation and generate tangible business value in production environments.

What kinds of organisations do you primarily serve, and where are you seeing the strongest demand for AI-led transformation within life sciences?

We work across the life sciences ecosystem, serving pharmaceutical companies, biotechnology firms, medical device manufacturers, CROs, digital health organisations, and life sciences software providers.

The strongest demand today is coming from organisations seeking to modernise quality and compliance functions, accelerate regulatory processes, improve manufacturing efficiency, and enhance data-driven decision-making. AI is increasingly being viewed not simply as a technology initiative but as a strategic lever for improving productivity, innovation, and competitiveness.

With Generative AI and Agentic AI evolving rapidly, how do you ensure your solutions remain compliant, scalable, and future-ready?

In life sciences, innovation must always be balanced with trust and compliance. Our approach is built on strong governance frameworks, robust validation methodologies, data integrity principles, and regulatory alignment from the earliest stages of development.

At the same time, we design our solutions using modular and scalable architectures that allow customers to adopt new AI capabilities as the technology evolves. This ensures organizations can take advantage of emerging innovations without compromising security, compliance, or operational stability.

What is your long-term vision for the company and what are your top strategic priorities for the next three to five years?

Our vision is to become a globally recognized AI and digital transformation partner for the life sciences industry. We believe the future of life sciences will be shaped by the convergence of AI, data, automation, and domain expertise, and we aim to be at the forefront of that transformation.

Over the next three to five years, our focus is on expanding our AI capabilities, strengthening our product portfolio, growing our global customer base, and investing in talent and innovation. A key part of this strategy is the continued evolution of Lizy AI and next-generation Smart Factory solutions, enabling life sciences organizations to drive greater automation, compliance, operational intelligence, and manufacturing excellence.

We recently showcased our Smart Factory innovations at the Archimedis Automation booth during the 15th edition of the Life Sciences & Healthcare Innovation Forum (LHIF 15), organized by the MeitY-NASSCOM Centre of Excellence, where they generated significant interest from industry stakeholders. The positive response reinforced our confidence that we are addressing a clear market need and developing solutions aligned with the future of digital manufacturing in life sciences.

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