

## SCHOTT KAISHA's roadshow brings customers, partners and prospects together

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**SCHOTT KAISHA hosts first of its kind roadshow to keep customers informed about industry trends and best practices.**



Starting this month, leading pharmaceutical packaging company, SCHOTT KAISHA will host a roadshow in five Indian cities, namely, Chandigarh, Ahmedabad, Mumbai, Bangalore and Hyderabad to ensure that its customers are up to date with industry trends and best practices. The Indo-German joint venture aims to promote optimal process-driven technologies and their impact on Type 1 primary packaging glass containers for life saving drugs.

To be held over 2 weeks, the roadshow will provide customers and potential partners key insights into the manufacturing process of primary pharma packaging, the advanced technology SCHOTT KAISHA uses and the impact that this technology has on the container during the conversion process. This will give participants a clear understanding on the importance of conversion process in tubular glass manufacturing. In addition, the event shall also showcase SCHOTT KAISHA's upcoming product portfolio, tailor-made design and development capabilities.

Rishad Dadachanji, Director, SCHOTT KAISHA shares, "We have always believed in not finding customers for our products, but in finding products for customers. This is only possible by following an inclusive growth strategy by developing technologies in collaboration with our partners. That is why we have always worked with our partners to ensure product compatibility between their solutions and ours. The roadshow is thus, not only a platform to bring us closer, but also an opportunity for our partners to showcase unique solutions available with them."

It is for the first time that a pharma packaging company is taking such a grand initiative to bring together a wide array of customers from all functions (including FR&D, Packaging Development, Production, Quality and Procurement) under one roof in multiple cities over a short period of time. Moreover, SCHOTT KAISHA will be hosting industry partners such as ACE Technologies, Aptar Pharma, Datwyler, Kaisha Lifesciences, Nemera, Packwell Industries, Shakai Packaging Pvt. Ltd., Smart Skin Technologies, Snowbell Machines Pvt. Ltd., Sovereign Pharma Pvt. Ltd. and Vanrx Pharmsystems Inc.

SCHOTT KAISHA has always given preference to a 'quality by design' approach, benchmark manufacturing and quality control processes using breakthrough inspection technology, combined with best-in-class components. With India being a

lucrative generics market expected to grow by 30% and reach US\$ 20 billion by 2020, it has considerable potential for collaborative and outsourced R&D in drug development, biotechnology, chemicals, and manufacturing of medicinal products. This makes initiatives such as the SCHOTT KAISHA roadshow even more pertinent for a holistic growth of all partners in the pharma packaging value chain.