

## Regional growth strategy is the key

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Thermo Fisher Scientific today has a majority market share across segments such as mass spectrometry, gas chromatography, centrifuges, cold storage, incubators, portable material characterization to process technologies, and environmental monitoring. It is also a major supplier of laboratory chemicals (Qualigens) as well as high-quality consumables such as liquid handling pipettes and chromatography columns.

Thermo has successfully integrated its recent global acquisitions in India which include Phadia, Dionex and TKA. Its biosciences revenue has increased by 28 percent as its sales stood at Rs 598 crore in FY 2011-12 as against Rs 467 crore in 2010-11. The company has made significant investments in building a robust infrastructure in India and on skilled talent. It has also been streamlining investments in warehousing and stock points across the country and has implemented a new ERP system across most businesses.

Thermo Fisher is investing in R&D projects out of India as well as increasing its manufacturing capacity. The company has also launched a range of new products over the past year. It recently announced new launches in its chromatography and mass spectrometry portfolio. These include Thermo Scientific TSQ 8000 Triple Quadrupole GC-MS system, Trace 1300 gas chromatograph, Q Exactive Plus mass spectrometer, and Nano Drop Lite spectrophotometer.

In its laboratory products business, Thermo Fisher has enhanced its presence in the controlled environment storage segment with the launch of its advanced line of Thermo Scientific Forma and Thermo Scientific Revco ultra low temperature freezers. Thermo Fisher has also enhanced its molecular biology workflow with the latest launch of three new PCRs.

Thermo Fisher has witnessed an increased business from its clinical services unit in Ahmedabad which is understood to be the only MHRA-approved site in South Asia. The company recently launched Unity Lab Services. "We have globally launched Unity Lab Services, which will revolutionize our customer experience by including enterprise solutions, asset management, remote services, consulting apart from our existing services such as installation, commissioning, validation services, spares support and annual or comprehensive maintenance and user training. We hope to roll out this new service brand in Asia

Pacific soon," says Amit Chopra, MD, VP and GM, Thermo Fisher Scientific India.