

## Advanced sets up ultra-modern plant near Indore

Our Bureau, Mumbai

ADVANCED Enzymes Technologies Ltd, one of the India's leading manufacturers of industrial enzymes, has set up an ultramodern manufacturing facility near



Indore. This state-of-the-art plant has been built with an investment of over ₹60 crore and incorporates the top-most technological innovations available in the enzyme industry globally.

The new plant has an area measuring 38400 sq. metres and has the potential of providing employment to over 100 peo-

ple directly or indirectly. The new plant has enabled the company to treble its fermentation capacity from 120 m<sup>3</sup> to 400 m<sup>3</sup>. The facility is also indigenously designed in such a way that a further fermentation capacity of 600 m<sup>3</sup> can be added up in the same plant with minimal incremental investment in near future.

"The new facility will help us cater to various industries and increase our global footprint", said CL Rathi, Managing Director, Advanced Enzymes.

With the new plant in place the company expects to meet the growing demand for its products globally. As such 65% of its total revenues are already generated from its international operations and this figure is expected to grow still higher in the near future. ♦

## Cheminnova inks JV with Australia's Rapid Nutrition

Our Bureau, Hyderabad

THE Hyderabad based 'Cheminnova', an Indian pharmaceutical contract manufacturer, entered into equity based Joint Venture with Rapid Nutrition, one of the leading nutraceutical company in Australia.

With this new venture Cheminnova will gain a significant stake in exchange for the intellectual property rights for RNL's product range for some markets and the manufacturing rights for the products worldwide.

Established by the late Dr M Seshgiri Rao in 2001, Cheminnova has three production facilities spread across Andhra Pradesh and Himachal Pradesh and manufactures a variety of drug dosages ranging from solids, liquids and packaged powders. Recently, Cheminnova has undertaken capacity expansion to injectable products as well. Cheminnova claims to have full HACCP, ISO 14001, ISO 9001, GMP, Halal and Ayush certifications.

While interacting with the authorities at a press conference, it is revealed that the firm is in the process of establishing its pres-

ence across the regulated and emerging markets. The company has accreditations and is confident with its capability to manufacture food products or nutraceuticals as well as pharmaceutical products.

Over the past few decades Cheminnova has demonstrated its manufacturing excellence in a broad portfolio of therapeutic segments by being a trusted partner to its customer base across the world. With more than top 20 pharmaceutical companies as its clients in India, it had proved its efficiencies in cost, quality and safety.

"We are excited about the prospect of the partnership and pleased to take a significant step towards establishing the new healthcare joint venture with Rapid Nutrition" says Cheminnova's managing director, Vasudev Rao.

Rapid Nutrition is known for developing niche products and is expanding into a comprehensive healthcare company. With this new partnership the Australian firm is planning to utilize the combined resources for its full vertical integration of research, production, marketing and sales of a complete range of innovative products. ♦

## FMRAI adopts resolution asking drug cos to set up Grievance Redressal Machinery

Peethaambaran, Chennai

THE Federation of Medical Representatives Association of India (FMRAI) has demanded the pharmaceutical companies in India to constitute Grievance Redressal Machinery (GRM) for resolving the grievances of all sections of workers including sales promotion employees.

The Federation has passed a resolution raising this demand in its general council meeting held in Bhopal last month, as part of FMRAI's golden jubilee celebration.

The resolution says that as per the Industrial Disputes

(Amendment) Act, 2010, it is mandatory for all the pharmaceutical establishments to constitute the GRM, but only a few companies have done it. There are Grievance Committees of FMRAI in some companies, where periodical meetings are being held for redressal of grievances. But majority of the companies are yet to constitute such grievance redressal forums, the Federation alleged.

Alleging that the drug companies are attempting to undermine the fieldworkers' movement for raising employees' rights, the employees federation has condemned the companies for dismissal of leading functionaries of

FMRAI and of its state units. The general council of the Federation demanded the companies to reinstate the dismissed employees immediately in service.

In another resolution, the Federation demanded the union labour ministry to immediately constitute the Industrial Standing Committee including FMRAI, for the sales promotion employees, which was decided in the National Tripartite Committee meeting held on November 23, 2010. It said there are several issues concerning the medical representatives of the country for which the Sales Promotion Employees (Conditions of Service) Act 1976 has to be amended. ♦

## Deloitte views slowdown in M&A activity may hamper growth of pharma industry

Nandita Vijay, Bengaluru

DELOITTE Touche Tohmatsu India Private Ltd considers that the slow down ensuing from the control by the Competition Commission of India (CCI) will hamper the growth of pharma industry in the coming years.

Deloitte thus has called upon the government to reconsider its move to allow foreign direct investment (FDI) in pharma sector. "There should be a relook at the FDI norms as this added control from the CCI will adversely impact investor sentiments and slowdown merger & acquisition activity in the future," Anjan Sen, director, Strategy & Operations, Deloitte India told Pharmabiz in an email interaction.

In order to attract FDI, the gov-

ernment should provide the much-needed encouragement to the industry by setting up comprehensive pharmaceutical hubs that will focus on research and manufacturing, on similar lines like that of Biopolis in Singapore among other similar facilities in the Asia Pacific region and European Union. In addition, Indian scientists working abroad and interested in returning should be given tax incentives for 5 to 10 years as is given to corporate sector, he said.

Therefore in the Union Budget 2012, the government would need to address these issues. There can be other mechanisms considered to prevent monopolistic situations and prevent potential rise of prices of medicines, he added.

Another point is that the Pharmaceutical Policy has been pend-

ing for some time and it is high time the same is finalized. The pricing control that has been suggested will severely impact the growth of the industry. The sector needs a price monitoring mechanism to keep prices under control.

Going by the stringent regulatory norms in less regulated markets, the government should look at the implementation of Good Manufacturing Practice (GMP) norms so that quality medicines are available to the people of India and also make exported products more acceptable to the regulated markets.

When the global pharma growth is in a subdued phase, government should offer additional incentives for R&D programme in the pharmaceuticals and biotech sector to encourage local innovation. ♦

## Allscripts expanding India operations, set to hire 300 professionals

Our Bureau, Bengaluru

MAJOR US healthcare IT firm Allscripts is expanding its India operations to deliver healthcare information solutions to hospitals and physicians for improving patient care. The company will hire about 300 development professionals this year at lateral, mid and entry levels to spur growth and enhance operational efficiency.

"We are expanding our solutions' development centres in Bangalore, Pune and Baroda to

create innovative solutions for healthcare professionals to improve patient care," stated Cliff Meltze, vice president, Allscripts.

"Our game plan is to build a world-class solutions development organisation by focusing on right people, key solutions and best practices to deliver industry-leading solutions capabilities, performance and innovation," Meltzer said.

By hosting key clients in India, the company wants healthcare experts to see first-hand how it develops solutions they use.

"We would like to hear directly from our clients how our solutions work in action to provide the best patient care," stated Nitin Deshpande, president, Allscripts India operations.

According to Cancer Treatment Centres of America (CTCA), which treats patients for complex cancer disease at its facilities in Chicago, Philadelphia, Tulsa and Phoenix, Allscripts solutions provide access to a single patient record, ensuring up-to-date information and streamlining patient care. ♦