

Industry Outlook

MANUFACTURERS SPECIAL II

THEINDUSTRYOUTLOOK.COM

DECEMBER, 2023



Milind Mohanlal Laddha
Managing Director

SAGA ELASTOMER

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in Bespoke Rubber
Manufacturing

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9773500850 marketing@kengic.com

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Publisher
Alok Chaturvedi

Managing Editor
Sudhakar Singh

Associate Editor
Indranil Chakraborty

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Hima P M

Editorial Team
P Tejaswini Roshan Akthar
Nalini Bramhanapalli

Design Manager
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Aruna Kumari K

Advertising Queries
Prajnya Paramita Bhol
Hitesh K Moray Jaya Arora
Klinton Dash

GM Sales & Marketing
Virupakshi Pattar
sales@theindustryoutlook.com

Editorial Queries
editor@theindustryoutlook.com

Circulation Manager
Magendran Perumal

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EDITOR'S NOTE

Innovation Driven by Precision & Sustainability

India's industrial landscape has witnessed a profound transformation in two key sectors—industrial pumps manufacturing and industrial rubber products manufacturing. These industries, integral to the nation's economic growth, have demonstrated remarkable resilience and adaptability. The industrial pumps sector in India stands as a testament to the nation's prowess in engineering and manufacturing. With India's industrial and agricultural sectors expanding, the demand for efficient and reliable pumping solutions has surged. The impetus provided by initiatives like Make in India has bolstered domestic production, reducing dependence on imports. Technological advancements have been a driving force, with manufacturers embracing innovations to enhance pump efficiency and sustainability. Smart technologies, coupled with a focus on energy-efficient solutions, have further catapulted the industry into a new era of precision and control. Simultaneously, the industrial rubber products sector in India has experienced dynamic growth, catering to diverse industries such as automotive, construction, and healthcare. The automotive sector, a cornerstone of India's industrial prowess, relies heavily on rubber components for tires, hoses, seals, and gaskets. This sector's growth has significantly contributed to the demand for high-quality rubber products. The emphasis on skill development through initiatives has elevated the workforce's expertise in rubber manufacturing. Technological advancements in rubber processing have enhanced product quality, making Indian-made rubber components increasingly competitive on the global stage. Furthermore, sustainability has become a key focus, leading to the development of eco-friendly rubber products. Recycling initiatives and the use of environmentally friendly materials underscore the industry's commitment to responsible manufacturing practices.

In this issue, we acquaint you with the top companies from these fields. After studying the industry landscapes in-depth, Industry Outlook has zeroed in on the top ones that have excelled with their meticulous approach. Having proven their dedication in order to meet the customer's expectations in an end-to-end manner, these companies have stood out from the crowd.

We look forward to receiving your feedback and suggestions.

Sudhakar Singh
Managing Editor
editor@theindustryoutlook.com



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AQUACULTURE INDUSTRY IS
WHAT ROYALS MARINE FOOD
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REGISTERED OFFICE

Royals Marine Food Pvt. Ltd.
H No. 8-2-293/82/J-III/418,
Plot No.418, Road No. 78,
Contact - 7382282255
Mail id - info@royalsmarine.com
Jubilee Hills, Hyderabad 500033, Telangana, India.

FACTORY

Royals Marine Food Pvt. Ltd.
Pittuvaripalem Village,
Pittalavaanipalem mandal and Post, Guntur District,
Andhra Pradesh - 522 329



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INDUSTRIAL PUMPS
MANUFACTURERS

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Manojkumar Gopalakrishnan
CEO

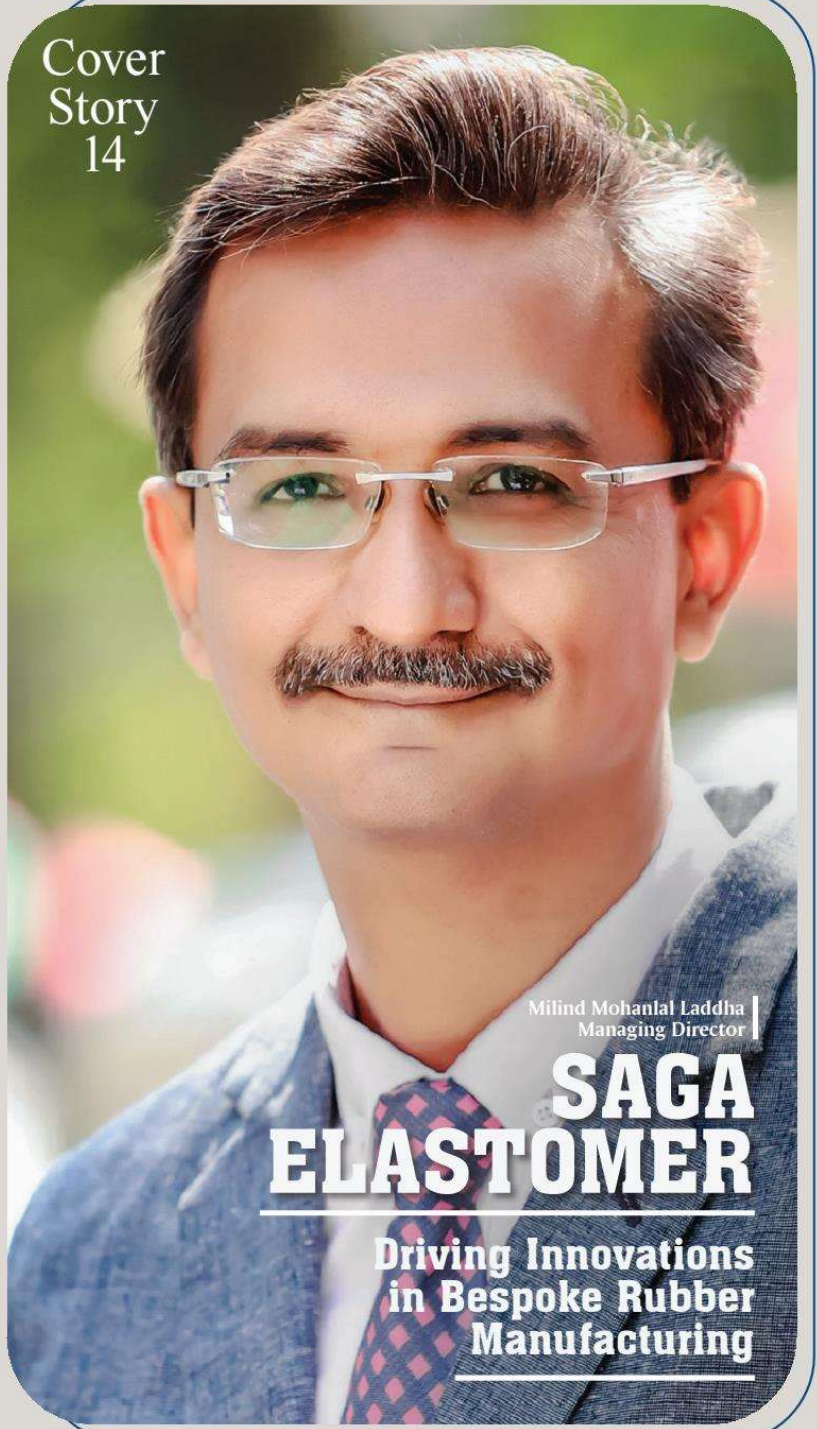
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Managing Director

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Milind Mohanlal Laddha |
Managing Director

**SAGA
ELASTOMER**

Driving Innovations
in Bespoke Rubber
Manufacturing

GOVERNMENT TO INCENTIVISE DOMESTIC MINING EQUIPMENT MANUFACTURING



An inter-disciplinary committee comprised of officials from Coal India, the railway ministry, the heavy industries ministry, NLC India, and NTPC, among others, has recommended encouraging domestic mining equipment manufacturing through incentive schemes, standardisation, and specific tendering clauses. This gains importance because coal is expected to remain the dominant energy source beyond 2030. The committee anticipates a significant demand for equipment over the next ten years.

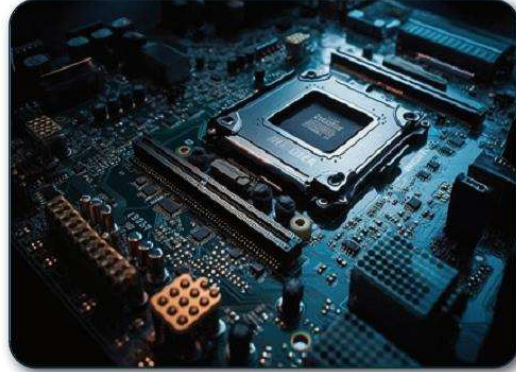
According to a government release, the committee also included representatives from Singareni Collieries Company, West Bengal Power Development Corporation Ltd, Bharat Earth Movers, Caterpillar India, Tata Hitachi, Gainwell India, and industry associations.

The committee has suggested the standardisation of equipment in line with Coal India's existing equipment standardisation effort, the government said.

It has also stated that tender clauses should encourage the use of domestic equipment. A proposal was made to incentivize manufacturers to design, develop, and manufacture equipment in India for five years as part of the Make in India initiative.

Coal India currently imports high-capacity equipment worth 3,500 crore, including electric rope shovels, hydraulic shovels, dumpers, crawler dozers, and others, with an additional 1,000 crore in customs duty. [li](#)

CG POWER & MURUGAPPA GROUP TO SETUP OSAT FACILITY



CG Power and Industrial Solutions from Murugappa Group are setting up an Outsourced Semiconductor Assembly and Test (OSAT) facility in India with an application signed off by the Ministry of Electronics & Information Technology (MeitY).

Both companies are believed to have poured in about Rs 6,592 crore (\$791 million) in the course of five years, and the same is expected to be invested by subsidy, JV partners' equity contribution and debt, as required.

Likewise, the company has already sought a subsidy and is awaiting approval.

With regards to the subsidy and the project, the company revealed plans for a joint venture partnership involving technology providers or anchor customers. Currently, the development around it is already under discussion.

Last month, CG Power and Industrial Solutions agreed on an investment of Rs 347 crore, which also meant for its ongoing project, eventually hoping for a capacity expansion of its various units.

CG Power plans to expand its manufacturing capacity located at its Switchgears Division complex in Nashik for instrument transformers and condenser bushings, medium voltage switchgear, and GIS units by investing about Rs 155 crore.

Additionally, it plans to expand its manufacturing capacity of large industrial machine (LIM) units at Mandideep, Bhopal. With the expansion, the company aims to increase the capacity of LIM up to 1,728 units per annum from 1,002 units per annum now. [li](#)

RMZ GROUP ALTERS GOVERNANCE STRUCTURE VIA LEADERSHIP CHANGES



In order to rank among the top family-owned alternative asset companies, RMZ Corporation has restructured its top leadership team and established a new governance structure. The changes are part of an effort to double the Bengaluru-based company's rent-yielding real estate business to \$42 billion by 2029, with a total investment of around \$16 billion.

The firm has established a new governance structure that includes two boards: a supervisory board led by brothers Raj and Manoj Menda, as well as the family's second generation, Sidharth and Mihir, and an executive board comprised of non-family senior leaders from diverse industry backgrounds who oversee each of the firm's businesses.

According to the Menda brothers, the strategic shift demonstrates the family's unwavering commitment to growth and expansion in alternative investment classes. "We are intensely focused on investing in high-growth opportunities across geographies that will lay the groundwork for a long-term global economy." "RMZ Corporation is positioned to become one of the world's largest family-owned alternate asset owners in the next five years with the assistance of our second generation, Sidharth and Mihir," they said in a statement.

Arshdeep Sethi has been renamed president of RMZ Real Estate and CEO of the company's various asset classes, Thirumal Govindraj as CEO of RMZ Office, Avnish Singh as CEO of RMZ Mixed Use, Saandip Kundu as CEO of RMZ Living, and Avinash Sule as CEO of RMZ Industrial & Logistics and RMZ Hospitality. The CEOs will serve on the boards of all investment platforms as members of the leadership team. ||

RSP TO ESTABLISH NEW FACILITY IN INDIA



Robot System Products (RSP), a subsidiary of ABB and a top player in industrial robot accessories has announced its plans to establish a new branch in India. This move is aimed at taking advantage of the promising opportunities in India's robotics and industrial automation industry.

RSP is aiming to strengthen its position as a key player in robotics and automation by increasing its presence in the growing Indian market. The industrial robots and automation market in India is forecasted to experience a growth of over 14 percent, reaching a value of \$25 billion by 2025. This growth can be attributed to the rising adoption of Industry 4.0 technologies, particularly in industries such as automotive, packaging, metal, and others. Additionally, the demand for industrial robots is driven by the shortage of skilled labor and the evolving production landscape, which demands greater efficiency and competitiveness.

"We have been watching the developments in India and believe that now is a great time for RSP to enter. With almost 5500 robots installed in 2022 in Indian manufacturing facilities, the growth of robotics in Indian industry is very encouraging," says Eddie Eriksson, President and CEO of Robot System Products AB.

"Indian Industry is set to ramp up productivity in automotive electric vehicle programs, electronics, and several other manufacturing applications. With India's ambitious goal to be a manufacturing hub for the world and capitalize on the "Make in India" policy, RSP is well positioned to provide the local industry the reliable, quality, and flexible manufacturing solutions to automate and to achieve their goals," Arvind Vasu, Managing Director for RSP's subsidiary company in India said. ||

HOW INDUSTRIAL RUBBER POWERS THE MATERIAL HANDLING INDUSTRY



Industrial rubber is the most overlooked aspect of anything it is a part of. It is an umbrella term for numerous rubbers used in everything from automobiles to spacecraft parts. This unassuming material plays a significant role in the material handling industry. With the rise of automation and the e-commerce boom, the material handling industry is one of those industries that grew in tandem with them.

This growth can be reflected in the research by global market insights, which estimated that the material handling industry crossed a valuation of \$140 Billion in 2022. Material handling industrial equipment and industrial rubbers share a direct relationship, as the former is one of the most significant users of industrial rubber. Here are a few of the multi-faceted applications that industrial rubber is overlooking.

The Base: Conveyor Belts

Conveyor Belts are a mainstay in industries like Automobile assembly lines, FMCG (food packaging/ processing), and any mass manufacturing facility. The quality of the rubber plays an essential role in the belt's frictional resistance, elasticity and high-volume production endurance. All these criteria must be met to sustain a continuous and smooth workflow.

Ford Motors was the first to implement this equipment in their automobile manufacturing facilities. Automotive parts are moved around on conveyor systems fitted with industrial rubber belts through various production stages.

Electric mobility is going to change a lot of things. The number of components will drastically reduce, and the life cycle of a car will become longer," Prakash Kumar, Head Of IT, BMW India

The Grips: Tires

Supply chain and logistics are strongly reliant on the mobility of various equipment. It is the tires that bear the load. Industrial rubber in the form of tires is a critical component of forklifts, pallet jacks and other material-handling vehicles. The demands on these machines are diverse: navigating confined spaces, lifting heavy loads and many more.

Their industrial rubber variety is engineered with shock-absorbing capabilities and high load-bearing capacity, ensuring the machines operate with precision and stability, contributing to a safe working environment. With advancements in sensor technology, it is now possible to identify degradation and tear of the rubber that isn't visible.

UPS, one of the world's largest logistics companies, is a beneficiary of this as they carry nearly more than a million tons of packages every day, and the unseen load bearer is the tires; this showcases how they are a significant contributor to a high paced distribution in the global trade.



Innovation stimulates the progress of any organization & therefore we innovate in every way, be it new & improved products, techniques, practices of development & production

The Barriers: Seals and Gaskets

Material handling systems often involve machinery and equipment with numerous moving parts. The efficiency

of these parts is strongly reliant on effective sealing solutions. The quality of the industrial rubber, in the form of seals and gaskets, plays a pivotal role.

The gaskets and seals made from Industrial rubber shield against contaminants like dust, moisture and other harmful elements from reaching the interiors and interfering with the efficiency of these complex systems. Experts recognize the reliability of machines is proportional to the quality of the rubbers used. This minimizes the risk of operational downtime and excess maintenance costs.

Siemens manufactures complex yet precise measuring instruments. These machines are vital in all major sectors. It is essential to have quality seals and gaskets that do not interfere with the internal operations of these machines, which can compromise the outputs they yield.

Environmental Considerations: Sustainable Rubber Solutions

As industries increasingly face pressure from authorities to incorporate sustainable practices, experts in the material handling sector are increasingly leaning towards adopting environmentally friendly solutions. When sourced ethically and recycled appropriately, industrial rubber emerges as a sustainable alternative with the potential to reduce the ecological footprints of the material handling industry.

Innovations in rubber recycling technologies and the application of recycled rubber into new products display the commitment shown by industries to transition into eco-friendly alternatives. Professionals constantly seek ways to repurpose old, worn-out conveyor belts and tires to produce new commodities.

In the intricate web of the material handling industry, industrial rubber emerges as a silent force that powers efficiency, durability, and safety. Rubber is an indispensable component, from conveyor belts facilitating the seamless flow of materials to tires ensuring the mobility of handling equipment and gaskets and seals protecting the integrity of machinery.

For material handling experts, understanding industrial rubber's nuanced applications is critical to optimizing operations and staying ahead in an ever-evolving industry. As technology advances and sustainability becomes a focal point, the role of industrial rubber in shaping the future of material handling cannot be overstated. Industrial rubber will continue to drive the material handling industry toward more excellent performance, reliability, and environmental responsibility by collaborating with experts, manufacturers, and innovators. [In](#)

EXPLORING THE FUTURE OF THE PAPER INDUSTRY: TRENDS, INNOVATIONS, & SUSTAINABILITY STRATEGIES

Dr. Alok is an accomplished industry leader with 27+ years in Paper and Textile sectors. He has proven expertise in driving revenue, profit growth, and operational excellence through dynamic Sales & Marketing strategies, efficient Cost Controls, and strategic Operations. Adept at forging winning teams and executing corporate visions.



Dr. Alok Praksh
CEO

What emerging market trends do you foresee in terms of demand, innovation, and technology adoption within the paper sector?

In terms of demand, a growing trend towards eco-friendly products is driving the need for recycled and biodegradable paper items. Consumers, increasingly mindful of their environmental impact, seek products aligned with their values. Innovation within the paper industry also centres on sustainability, as companies invest in novel technologies to minimize waste and enhance efficiency. For instance, there's a rising interest in utilizing agricultural by-products like wheat straw and sugarcane bagasse for paper production.

Technology adoption plays a pivotal role in the paper sector, with companies investing in digital solutions to optimize

operations and curtail costs. Digital sensors and monitoring systems, for instance, optimize production processes and curtail waste. Thus, the paper industry undergoes transformation, adapting to shifting consumer preferences while embracing new technologies to enhance sustainability and efficiency.

How are industry players leveraging sustainable and eco-friendly innovations to address environmental concerns while maintaining competitiveness?

Industry players in the paper sector adopt sustainable practices to address environmental concerns while staying competitive:

- a) Recycled materials: Many companies use recycled materials, reducing waste and improving quality for high-grade paper.
- b) Sustainable sourcing: Raw materials are responsibly sourced from forests, maintaining biodiversity and transparent supply chains.
- c) Energy efficiency: Investments in renewable energy and improved manufacturing reduce carbon footprints.
- d) Waste reduction: Strategies like closed-loop systems and minimized packaging cut down manufacturing waste.
- e) Product innovation: Eco-friendly products include alternative fibers like bamboo, hemp, and biodegradable options.

How are global supply chain disruptions and changing trade dynamics affecting the paper industry, and what strategies are being employed to mitigate their impact?

Global supply chain disruptions and shifting trends impact the paper industry:

- a) Raw materials: The industry relies on steady supplies of wood pulp and recycled paper. Disruptions lead to price hikes and delays.
- b) Transportation costs: Disruptions raise transportation expenses, increasing production costs and affecting profitability.

c) Consumer preferences: Rising demand for sustainable products shifts from paper to digital. Slow adapters may struggle to compete.

d) Digitalization: Adoption of tech like AI and automation enhances efficiency and cuts costs. Delayed adoption hinders competitiveness.

e) Supply chain resilience: The COVID-19 pandemic has highlighted the importance of supply chain resilience. Companies that have diversified their supply chains and invested in contingency planning have been better able to weather the disruptions caused by the pandemic.

Overall, global supply chain disruptions and changing trend dynamics are forcing the paper industry to adapt and innovate. Companies that are able to respond quickly to these changes are likely to succeed in the long term.

What initiatives or partnerships have been established to promote circular economy practices and minimize waste across the paper value chains?

Circular economy is an economic system that aims to minimize waste and maximize the use of resources by keeping materials in use for as long as possible. It is based on the principles of designing out waste and pollution, keeping products and materials in use, and regenerating natural systems. In a circular economy, products are designed for reuse, repair, or recycling, reducing waste and conserving resources. This approach incorporates renewable energy and rejuvenates natural systems (forests, oceans) to replenish resources and protect ecosystems.

Overall, the circular economy efficiently manages resources, addressing environmental challenges and fostering economic opportunities. Embracing sustainable innovations, paper industry players can tackle environmental concerns and maintain competitiveness. With rising consumer demand for eco-friendly products, companies aligned with this trend can achieve lasting success.

What industry-wide efforts are being made to enhance transparency in supply chains and ensure ethical sourcing practices, especially in regions with complex supply networks?

The paper industry is actively working to enhance supply chain transparency and ensure ethical sourcing, particularly in complex supply network regions. Examples include:

a) Certification programs: The industry has established certifications like Forest Stewardship Council (FSC) and Programme for the Endorsement of Forest Certification (PEFC). These ensure responsible forest management, demonstrating commitment to ethical sourcing.

b) Traceability systems: Many companies are adopting traceability systems, using technologies like blockchain to transparently track raw material origins from ethical sources.

c) Collaboration: Industry players partner with NGOs and

governments, jointly advocating ethical sourcing. This involves setting sourcing standards with NGOs and crafting supportive policies with governments.

d) Supplier engagement: Many companies interact with suppliers through audits, assessments, and training to ensure ethical practices.

e) Transparency reporting: Increasingly, the industry publishes sustainability reports outlining environmental, social impacts, and efforts to promote ethical sourcing.

Overall, the paper industry proactively improves supply chain transparency and ethical sourcing through certification, traceability, collaboration, supplier engagement, and transparent reporting. This cultivates a more sustainable and ethical supply chain.

What are the key drivers shaping the future of the paper sector, and how are stakeholders adapting to ensure long-term viability?

The paper industry is being shaped by several key drivers that are influencing its future. Here are some of the most significant drivers and how stakeholders are adapting to ensure long-term viability:

a) Sustainability: Rising demand for eco-friendly products prompts investment in sustainable sourcing, recycling, and waste reduction. New sustainable and eco-friendly products are being developed.

b). Digitalization: The paper industry is undergoing a digital transformation, with stakeholders investing in new technologies to improve efficiency and reduce costs. This includes the use of automation, artificial intelligence, and data analytics.

c). Changing consumer preferences: Consumer preferences are changing, with a growing demand for digital alternatives to traditional paper products. Stakeholders in the paper industry are adapting by developing new products and services that meet the changing needs of consumers.

d). Globalization: The paper industry is becoming increasingly globalized, with stakeholders operating in multiple countries and regions. This presents both opportunities and challenges, with stakeholders adapting by developing global supply chains and collaborating with partners in different regions.

e). Regulatory environment: The regulatory environment is becoming more complex, with stakeholders in the paper industry facing increasing pressure to comply with environmental and social regulations. Companies are adapting by investing in compliance programs and working with regulators to develop policies and regulations that support sustainable practices.

Overall, stakeholders in the paper industry are adapting to these key drivers by investing in sustainability, digitalization, and innovation. By embracing these changes and working collaboratively, the industry is working to ensure its long-term viability and create a more sustainable future. ||

SAGA ELASTOMER

Driving Innovations in Bespoke Rubber Manufacturing

COVER
STORY

The industrial rubber manufacturing industry in India is experiencing a remarkable surge, driven by diverse sectors including construction, infrastructure, energy, and transportation, among others. Despite this rapid growth, the per capita consumption of rubber in India remains considerably lower than in developed nations, presenting immense room for expansion. Quality consciousness among consumers and businesses is on the rise, as discerning customers increasingly prioritize high-grade rubber products. Key drivers of this growth include government investments in infrastructure, substantial commitments from private enterprises, capital expenditures by major manufacturing companies, and international buyers

seeking to diversify their supply sources away from China by considering India.

However, the industrial rubber manufacturing sector is not without its challenges. These challenges encompass fluctuations in raw material costs, adherence to stringent quality standards, and environmental concerns regarding rubber production processes. Navigating these challenges while capitalizing on the industry's growth potential remains a pivotal focus for Saga Elastomer, a prominent custom industrial rubber manufacturing, ISO 9001:2015 accredited company. Founded in 2008-2009, the firm adopts a systematic operational approach layered with eco-conscious manufacturing practices to deliver high-quality, sustainably produced custom rubber products meeting its client's diverse requirements in a timely fashion.

Milind Mohanlal Laddha
Managing Director



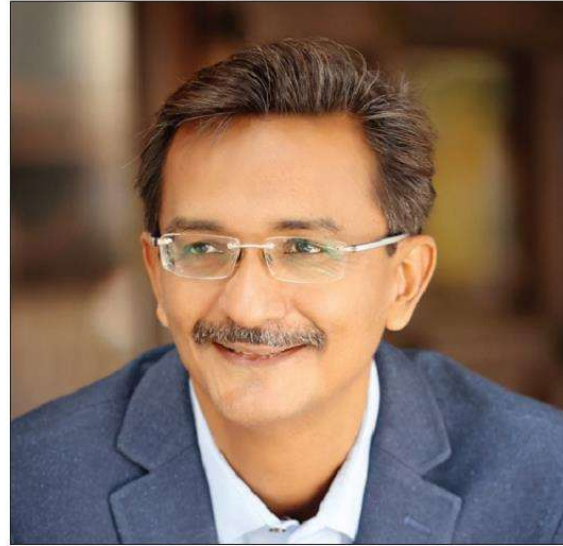
Manufacturing Excellence

Renowned for its excellence, Saga specializes in the manufacturing and distribution of premium custom extruded rubber products across a wide spectrum of industries. These encompass the architectural, civil engineering, thermal, electrical, solar, hydropower, rail, road, shipping, marine, mining, oil, gas, water distribution, and automotive sectors. Furthermore, Saga collaborates closely with key players in the construction of roads and bridges, as well as manufacturers of glass facades, curtain walls, structural glazing, doors, aluminum, uPVC windows, and more. Saga Elastomer boasts cutting-edge in-house manufacturing capabilities, a proof of its commitment to delivering excellence. Spanning across 2000 square meters of owned land, the company's facilities are designed to address its customers' diverse needs, from prototyping to large-scale production parts.

This holistic approach saves both time and resources, underlining Saga's dedication to customer satisfaction. A core pillar of Saga's strength is its compounding operations, a product of continuous refinement and precision. The state-of-the-art machinery lineup includes multiple mixing mills, kneaders, continuous vulcanizing lines, conventional extruders, autoclaves, boilers, and more. To ensure unparalleled quality, all products undergo rigorous quality checks throughout the manufacturing process, utilizing the latest testing instruments.

"Saga thrives to serve not as a mere service provider, but as a caring partner on our clients' journey to success. When you choose Saga, you know all your demands will be fulfilled with utmost care, superior quality, precision, meeting your timelines and most importantly, maintaining transparency and communication. Our ability to ideate, design, and precisely manufacture the challenging products for various industries has been a path breaker for our clients", shares Milind.

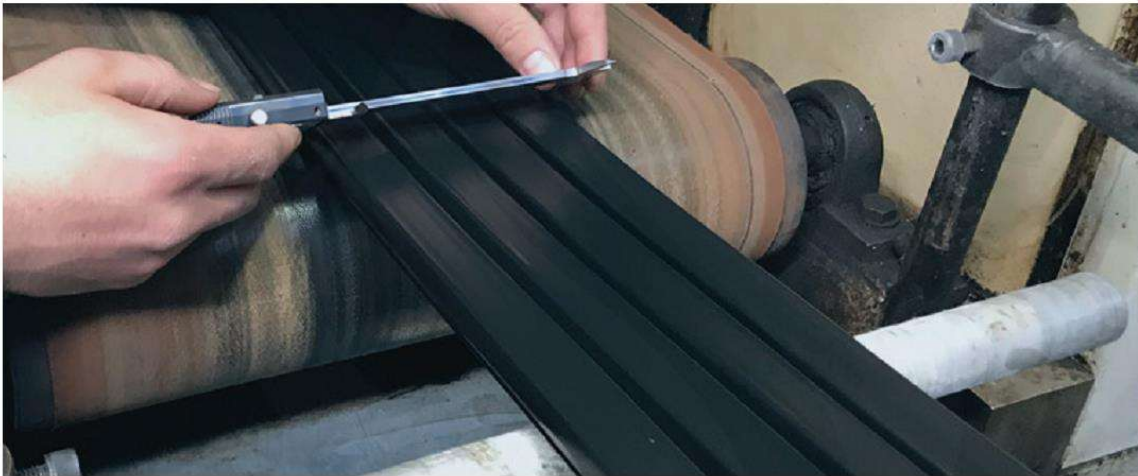
Saga Elastomer is a highly process oriented company operating from a sophisticated plant with latest machinery, equipment, testing facilities, an experienced and well-trained team, perfectly documented processes and traceable product



tools and batches which form the very backbone of the company's systems. Passion for precision is woven into the firm's DNA along with an inclination for innovation. Conducting business with humility is one of the firm's core values which drive the team's focus on ethical practices which Saga Elastomer is known for.

Saga consistently upgrades its machinery to employ the latest manufacturing technologies, ensuring that its products remain at the forefront of the industry's advancements. Furthermore, to maintain its superior quality standards, Saga directly sources high-grade raw materials from international suppliers. These virgin materials, combined with other meticulously selected ingredients, undergo computer-controlled processing to create precise formulations that meet the most rigorous quality and product precision requirements.

"Team Saga stands out for sourcing top-quality raw materials from trusted global manufacturers. Our diverse range



of materials, including synthetic rubber, specialty additives like FH from Lanxess, and various polymers like EPDM, Silicone, Nitrile, Neoprene, and more, is carefully selected to meet specific product parameters and applications. We ensure the highest standards of abrasion resistance, tensile strength, hardness, elongation, ozone resistance, and more, providing our customers with exceptional end products”, further adds Milind.



Saga is driven by a vision to attain global recognition as the preferred partner for non-tire rubber products, offering high precision & consistent quality

Unique Approach for Sustainable Production

Sustainability is deeply ingrained in Team Saga’s mission, reflecting its devotion to eco-friendly manufacturing practices. The team goes to great lengths to ensure environmental responsibility, from employing recycled water to capturing and reusing carbon particles. Addressing the intricate challenge of carbon processing, which often results in fly loss and environmental pollution, Saga has implemented cutting-edge exhaust systems and high-end filters from PRAAN.

Moreover, Team Saga actively incorporates recycled carbon derived from the tire pyrolysis process, further reducing its ecological footprint. As part of its determination to promote environmental sustainability, Team Saga is gearing up for a transition to entirely solar energy in the coming months, demonstrating a holistic approach to eco-conscious operations.

Implementing sustainability across operations, Saga prides itself on its remarkable ability to transform conceptual ideas into tangible realities, delivering significant benefits to its esteemed clientele. The customization of offerings not only allows the firm to cater to a diverse audience, but also prevents

wastage, while also solidifying the firm’s position as a reliable partner.

An instance of this was when Saga was approached by an international customer seeking an intricate, 15-meter-long profile with over 50 percent polymer content. To fulfill this unique request, Saga adopted a distinct and resource-intensive manufacturing process called step molding, showcasing its zeal for innovation and exceeding expectations.

Instances like this are almost routine for the company and highlight Saga’s remarkable customization capabilities, demonstrating the company’s prowess in crafting tailored solutions for a diverse range of applications. Saga’s commitment to innovation and the relentless pursuit of excellence underscore its position as a trailblazer in the industry.

Future Roadmap

“Team Saga strongly believes in the WIN WIN WIN philosophy – Win for customer, Win for the team, and Win for the company. As the dictionary says, the name Saga means ‘a long story of an involved and heroic achievements’. We, Team Saga too have come a long way in this journey of manufacturing and selling rubber products. The quality of life of all people associated with us (Internally and externally) and environment within which we work should keep improving each passing day-that is the prime motivator for Team Saga”, lastly adds Milind.



Saga is driven by a vision to attain global recognition as the preferred partner for non-tire rubber products. This unwavering commitment is reinforced by a clear mission and a strong adherence to the company’s core values. Saga’s history is punctuated by tales of success in developing niche products and retaining and attracting customers, even during challenging periods. These achievements have emboldened the company to make substantial investments in process and system enhancements. Moreover, Saga is dedicated to advancing research and development activities across materials, processes, and technologies.

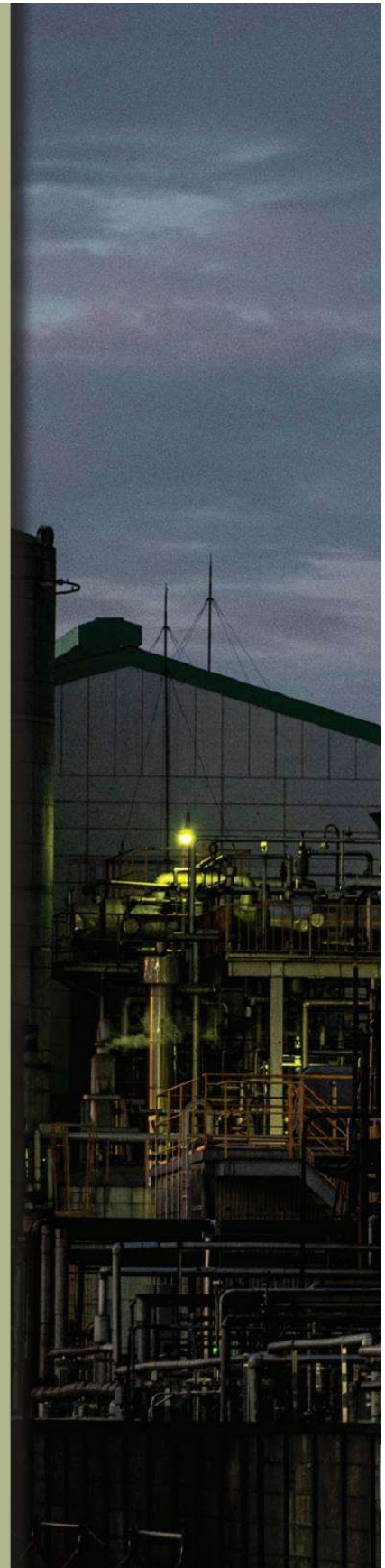
As an ISO-certified company, Saga’s next milestone is achieving IATF certification, which demands rigorous quality processes and systems. In the short term, the company aims to manufacture high-value products that cater to discerning customers and enhance its own offerings. An initial stride in this direction is the production of flame-retardant profiles that conform to international standards, ensuring their suitability for various existing and future applications. Saga’s future roadmap is marked by a resolute commitment to excellence and continuous growth. [li](#)

Industry Outlook MANUFACTURERS SPECIAL II 2023

Industrial pumps play a crucial role in various sectors, serving as essential components for fluid transportation in diverse applications. Manufacturers of these pumps are pivotal in shaping industries globally. These entities engineer and produce a wide range of pumps, tailored to meet specific needs across sectors like manufacturing, agriculture, and infrastructure. The evolution of industrial pump manufacturing has seen advancements in technology, materials, and design. Innovations in pump efficiency, durability, and environmental sustainability highlight the commitment of manufacturers to address contemporary challenges. These companies invest in research and development, striving to create cutting-edge solutions that enhance productivity while minimizing environmental impact. Quality control is paramount in the production process, ensuring that pumps meet stringent standards for reliability and performance. Additionally, manufacturers often provide comprehensive support services, including maintenance, repair, and technical assistance, fostering lasting partnerships with clients. Global competition encourages manufacturers to continuously refine their offerings, driving progress in the field. Collaboration with other industries, adherence to regulatory standards, and a commitment to sustainable practices characterize the ethos of leading industrial pump manufacturers. In conclusion, the contributions of industrial pump manufacturers extend far beyond the production line. Their innovations and commitment to excellence play a vital role in the functionality and efficiency of numerous industries, contributing to the backbone of modern infrastructure and manufacturing processes.

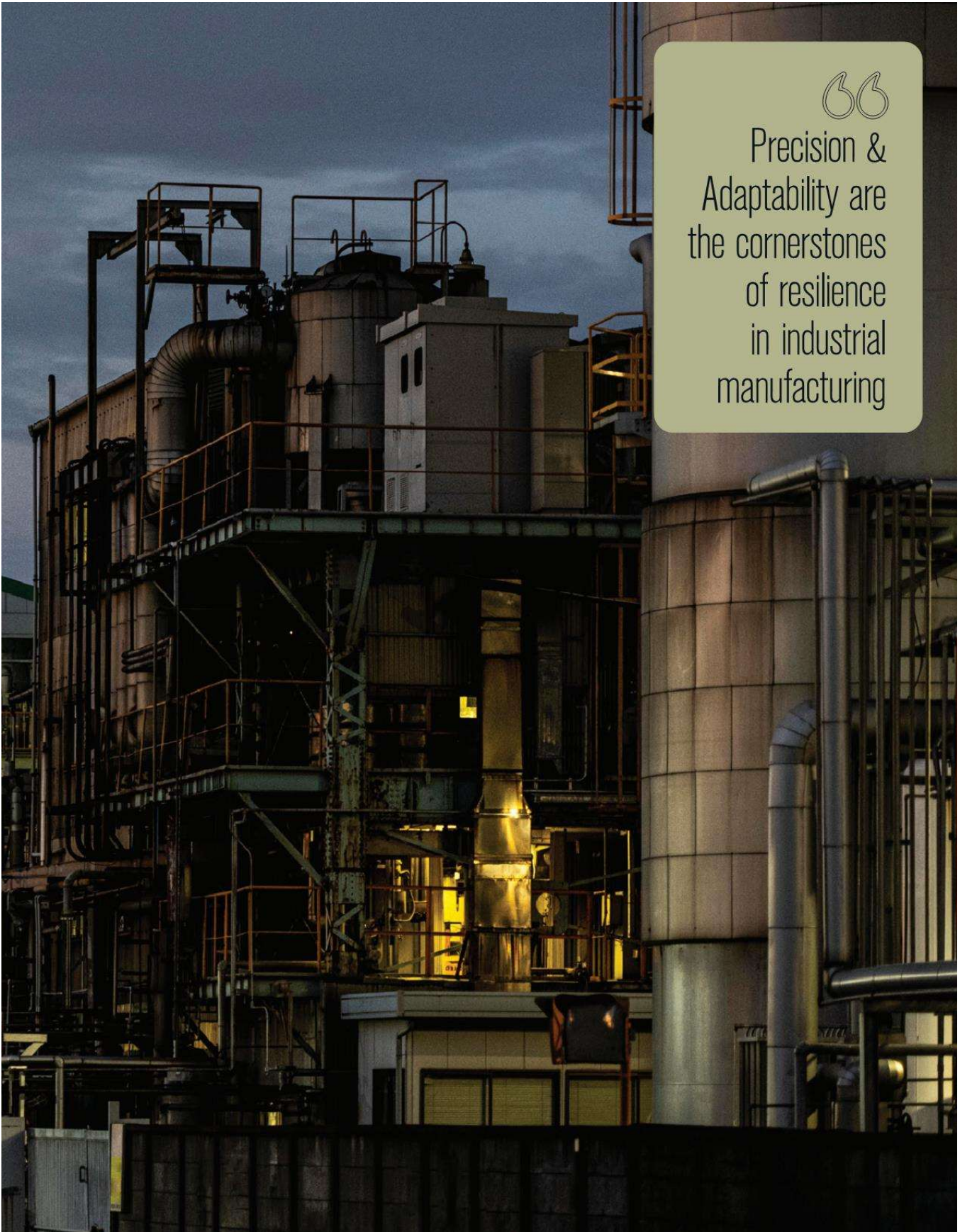
Industrial rubber product manufacturers play a pivotal role in various sectors, contributing significantly to the global economy. Specialized in crafting rubber-based solutions, these manufacturers cater to diverse industries such as automotive, construction, and aerospace. Their products range from conveyor belts and seals to gaskets and hoses, showcasing versatility in meeting diverse industrial needs. In the automotive sector, rubber manufacturers supply essential components like tires and hoses, ensuring the smooth functioning of vehicles. In construction, their products, such as rubber mats and gaskets, contribute to safety and durability. Additionally, these manufacturers play a crucial role in aerospace by producing specialized rubber parts that withstand extreme conditions. The industry's innovation is evident in the development of eco-friendly rubber products, aligning with the growing demand for sustainable solutions. Adhering to stringent quality standards, these manufacturers prioritize durability and resilience in their offerings. As globalization continues, industrial rubber product manufacturers face the challenge of adapting to dynamic market demands. Collaboration with research institutions and investment in cutting-edge technologies remain essential for staying competitive. In essence, these manufacturers are indispensable contributors to the industrial landscape, providing the foundation for seamless operations across diverse sectors.

Industry Outlook in this issue presents a list of 'Manufacturers Special II – 2023' who have leveraged their extensive industry expertise and experience in offering high quality products in the industry. The following list has been prepared after being closely scrutinized by a distinguished panel of judges including CXOs, analysts, and our editorial board. We recognize their valuable contribution to the ever expanding and competitive market and their ability to sustain themselves and emerge as top contestants through their reliable products.





Precision &
Adaptability are
the cornerstones
of resilience
in industrial
manufacturing



COMPANY

MANAGEMENT

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Managing Director

CNP Pumps India
Thane
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Managing Director

Cosmos Pumps
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Chief Executive Officer

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Sandeep Naolekar
Managing Director

Elvee Rubber
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Cyril Varghese
Co Founder & CEO

Eternal Rubber Industries
Mumbai
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Girish Mehta
CEO

Flosys Pumps
Coimbatore
flosyspumps.com

Manojkumar Gopalakrishnan
CEO

Sam Turbo Industry
Coimbatore
sampumps.com

S K Sentil Kumar
Managing Director

Saga Elastomer
Taluka Palghar
sagaelastomer.com

Milind Mohanlal Laddha
Managing Director

SKRI
Jaipur
skri.in

Ashok Manak Bohara
Founder & CEO

DESCRIPTION

CATEGORY

A manufacturer of high-quality rubber products for a wide range of industries, specialized in producing custom-designed rubber parts, seals, gaskets, hoses and other components

**Industrial Rubber products
Manufacturers**

A manufacturer of sheet metal stainless steel pumps, and has has grown many folds to other speciality SS Pumps for various applications in industrial & mining enterprises, municipal water supply, domestic & HVAC segment

Industrial Pumps Manufacturers

An industrial machinery company, manufacturing pumps ranges being developed through the experience working with construction, infra municipal, mining, HEP customers

Industrial Pumps Manufacturers

A pump manufacturing company with the unmatched range of products, catering to entire spectrum of applications in arena of construction, industrial, marine, municipal, agricultural and domestic water management

Industrial Pumps Manufacturers

A MSME company with over 25+ years of experience in manufacturing of moulded industrial rubber components, supplying to a diverse range of industries such as automobile, electrical, solar, pharmaceuticals and other engineering industries

**Industrial Rubber products
Manufacturers**

The firm is engaged in the manufacturing of polyurethane timing belts and custom PU belts for a wide range of applications, also focused in offering polyurethane timing belts with custom profiles

**Industrial Rubber products
Manufacturers**

A manufacturer and exporter of a wide range of special pumps, such as progressive cavity pumps, gear pumps, lobe pumps, and so on, that cater to numerous industrial applications

Industrial Pumps Manufacturers

A recognized leader with 50+ years experience in pump business, the company caters to the entire needs of Thermal Power plant, pulp & paper, chemicals, fertilizers, and many more

Industrial Pumps Manufacturers

A prominent custom industrial rubber manufacturing company, specializes in the manufacturing and distribution of premium custom extruded rubber products across a wide spectrum of industries

**Niche Industrial Rubber
Products Manufacturers**

The firm manufactures quality rubber products for various applications like water, farm and irrigation, waste water, gas and industrial products

**Industrial Rubber products
Manufacturers**

FLOSYS PUMPS

A LEADING MANUFACTURER & EXPORTER OF A WIDE RANGE OF HIGH-QUALITY INDUSTRIAL PUMPS



Manojkumar Gopalakrishnan
CEO

Industrial pumps ensure the free flow or transportation of various fluids and gasses that are highly essential in the process industries and are widely used across numerous industrial activities. Driven by various factors, such as rising infrastructure and industrialization, a growing focus on energy-efficient pump models, and various government initiatives, the global Industrial pump manufacturing sector has been experiencing tremendous growth over the years. Established in 2010, Flosys Pumps is a Coimbatore-based leading Special Pumps manufacturer and exporter offering a wide range of Special Pumps that cater to numerous industrial applications to its clients across the globe. Under the tutelage of its CEO, Manojkumar Gopalakrishnan, the firm, in a short period, has already built a strong reputation in the global market thanks to its customer-centric policies, efficient understanding of client's specific requirements, high-quality product delivery and service that are customized based on client requirement, and many more.

In an exclusive interview with Asia Business Outlook, Manojkumar sheds light on the wide product portfolio offered by the firm, the overall client engagement process, and much more.

Shed light on the wide range of products you offer under the Progressive Cavity Pumps.

We are the manufacturer and exporter of a wide range of special pumps, such as Progressive Cavity Pumps, Gear Pumps, Lobe Pumps, and so on, that cater to numerous industrial applications. Apart from that, we also make specific pumps that are customized based on client requirements. Based on the industry they cater to as well as the type of liquid they handle, the progressive cavity pumps are further categorized into different series, such as FSP, FSS, FSH, FSW, FSV, and so on.

While the FSP series pumps are mainly used in industrial applications, the FSS series pumps mainly cater to the food processing and pharmaceutical industries, where utmost priority is given to hygiene. The FSH and FSW series pumps are primarily used in various construction industries, where hopper-type pump housing is used to allow the free flow of high-density liquids. The FSV series pumps are used for lifting and transporting high viscous liquid.

What approach do you follow to ensure the quality of your products? Please walk us through the complete cycle of your client engagement process.

Since the firm's inception, especially in the last two years, a majority of our product sales have come from export, especially to our clients in the European market. While meeting the quality standards of the European market is no small task, the stringent quality checks carried out by our highly qualified QC engineers ensure that every component meets the quality specifications in terms of functioning, product material, tolerance, and so on. Being an ISO 9001-certified company, we ensure that our products follow best-in-the-market quality standards, which helps us expand our client base in the international market.

The client engagement process usually starts with an inquiry from the customer. Then we do a complete requirement analysis understanding the specific needs of our customers

in terms of scope of application as well as specific parameter needs of the liquid, such as viscosity, specific gravity, and so on. Based on the requirement analysis, we propose the appropriate product to the client. In case required, we also provide post-installation support to our clients.



What makes Flosys Pumps stand out from the rest is its product quality as well as expertise in the appropriate selection of pumps based on client requirements

Since its inception, how has been the growth of the company in terms of client acquisition & geographical expansion?

Since the firm's inception, our adoptability in terms of product quality as well as understanding our clients' requirements has earned us numerous clients both in India and abroad. Today, we provide products to most of the major corporates in India. Initially, we were only focused on the domestic market. Eventually, we received inquiries from international markets,

which gradually expanded owing to our quality products and services. Today, apart from our presence in the domestic market, we are also exporting to various countries across the globe, including the US, Europe, Australia, New Zealand, Vietnam, Philippines, Indonesia, Thailand, Malaysia, and so on.

What are the major factors that set you apart from other players in this segment? What achievements has the company attained since its inception?

What makes us stand out from the rest of the players in the market is our expertise in the appropriate selection of pumps based on client requirements. We excel in understanding the customer requirements and based on that, offer them suitable solutions, even sometimes providing tailor-made solutions based on their requirements. We also ensure the best product quality as well as timely delivery. Apart from these, we also stand out, when it comes to our engineering capabilities, product reliability, presence & reach, service support, and low cost of ownership.



Whether it's technical or after-sales support, we always ensure prompt responses to our client's queries. Since its inception, it has always been a roller coaster ride for us while facing tough competition both in the domestic as well as international markets. Still, we have persisted while taking the company to the next level. [lu](#)

TAPPING THE POTENTIAL OF A HUMAN-CENTERED INTELLIGENT SOCIETY IN THE AI ERA

● **By Manish Misra**, Chief Innovation Officer, Panasonic Life Solutions India

In the past decade, the concept of Industry 4.0, pioneered by Germany, has captured the imagination of industrialized nations, worldwide. It revolves around the creation of "intelligent factories" where machines possess the ability to monitor and make decentralized decisions regarding production and maintenance. However, Japan has taken a step further by envisioning "Society 5.0," a technology-driven society that places humans at its core. Society 5.0 aims to transcend industrial transformation and build a "Super Smart Society" where innovative technologies such as machine learning, artificial intelligence, robotics, and big data are integrated to address various social challenges. Society 5.0 tackles these challenges through three broad categories: Mobility, Home, and Business. Under Mobility, autonomous driving and fleet systems leverage obstacle detection, environmental recognition, and energy-saving technologies like advanced power devices, lithium-ion battery systems, and contactless power supply systems. The Home category encompasses home automation innovations, such as smart appliances and lighting, along with sensing solutions like facial recognition entry control to detect suspicious activities. Additionally, lifestyle data analysis and emotion recognition based on behavior and activity information play a bigger role. Finally, the Business category incorporates cutting-edge technologies like the Internet of Things (IoT), machine learning, artificial intelligence, cloud and edge computing, and blockchain to optimize enterprise activities across various sectors.

Market Prospects

Market forecasts indicate promising prospects for the digital economy, particularly in India. It is estimated that India's digital economy will surpass \$ 1 trillion within the next 5-7 years, with key technologies such as IoT, machine learning, artificial intelligence, and cybersecurity playing significant roles. The IoT market alone is projected to expand at a compound annual growth rate (CAGR) of 17 percent. A



Manish Misra
Chief Innovation Officer

Manish Misra has more than two decades of experience in driving innovation to shape future products and solutions for Panasonic in India and other markets. Manish started his career with IBM, where he holds a graduation degree in computer science engineering from the Indian Institute of Technology (IIT, Varanasi).

report by NASSCOM suggests that data and AI considered the "next big thing," could add \$450-500 billion to India's GDP by 2025. Furthermore, as per Teamlease's study, AI is expected to add \$967 billion to the Indian economy by 2035.

According to industry reports, in the year 2020, India witnessed a remarkable surge in the Internet of Things (IoT) market, with its size estimated at approximately \$5 billion. It is projected to grow to 9.3 billion U.S. dollars by 2025 as businesses continue to harness the power of interconnected devices and automation. The majority of IoT investments will be allocated to services, applications, cloud and software, including connectivity.



According to industry reports, in the year 2020, India witnessed a remarkable surge in the Internet of Things (IoT) market, with its size estimated at approximately \$5 billion

IoT Ecosystem:

Building Blocks for Society 5.0 The IoT ecosystem serves as the foundation for Society 5.0, which has gained momentum due to shifting priorities during the COVID-19 pandemic. Businesses have gravitated towards enhanced utility and safer solutions, resulting in increased digitization and the adoption of contactless technologies and IoT-enabled appliances. The impending deployment of 5G technology, with its substantial advancements over 4G, is expected to further fuel demand for connected solutions in the country. According to syndicated research by Panasonic, approximately 81 percent of consumers are willing to invest in IoT-enabled products, indicating a growing acceptance of the smart home culture. This trend opens new growth opportunities for enterprises. For instance, offering home



automation as a service allows businesses to deliver a comprehensive smart living experience to consumers through cloud-based mobile applications equipped with machine learning, artificial intelligence, data management, and analytics. Such solutions assist businesses in recognizing consumer patterns and providing relevant information regarding predictive maintenance, warranties, and more. Hence optimizing the overall supply chain, lowering the total cost of ownership, and creating economies of scale.

The Road Ahead

The recent interests and developments around artificial intelligence (AI) in the industry have highlighted its potential to transform various sectors of India's economy while touching various aspects of our lives. One area where its impact is particularly evident is the increasing demand for connected appliances and smart factories. Companies are now gearing up to spearhead this transformation with an innovative line of products and solutions exploring the potential of human-centered intelligent solutions in the AI era. We at Panasonic Life Solutions India indigenously developed the Miraie platform that leverages AI to create a seamless and interconnected ecosystem within homes, allowing users to control and monitor their appliances remotely through smartphones or voice commands. On the industrial front, Panasonic Miraie ProFactory is a plug-and-play IoT solution that integrates AI capabilities to optimize production processes, enabling real-time data analysis, predictive maintenance, and enhanced operational efficiency. The integration of AI into appliances and factories not only improves convenience and productivity but also sets the stage for a future where automation and connectivity play vital roles in shaping our everyday lives. [In](#)

SAM TURBO INDUSTRY

REVOLUTIONIZING THE DESIGN & MANUFACTURING OF INDUSTRIAL CENTRIFUGAL PUMPS

India is at an inflection point across many sectors today, with an enviable GDP growth rate of 7 percent in 2023. India is undergoing developments and is building robustly on its manufacturing capacity which significantly presents a huge opportunity for the pump industry. Industrial pumps are the crux of industry-wide manufacturing. Especially, concerning the disruptions happening, as the power sector needs to rapidly expand its capacity to meet the needs of our country, the government has planned huge investments in coal-based power plants and this calls for huge support from pump manufacturing industry. Promisingly, banking on this, SAM TURBO INDUSTRY is a company that efficiently takes the lead. Being a recognized leader in the pump manufacturing space, the company adheres to highest quality standards and reliability of the product.



Quality & reliability of the product is the company's top priority hence, it strives to ensure a zero-tolerance policy in quality control

Having been in the industrial pumps business for 50+ years, the company caters to the entire pumping needs of Thermal power plants, Pulp and paper, Chemical, Fertilizers, Mining, Metal industries and M-sand pumps. "We have an extensive range of pumps to provide the best efficiency at different duties for our customers which results in cost savings. Our twin casing slurry pumps offer the best design from a safety and reliability point of view. We have

integrated foundry and factory which helps us to control quality and delivery time. Additionally, we have developed several special materials to withstand and provide longer life for corrosion and erosion applications", shares Sentil Kumar, Managing Director.

Quality and reliability of the product is the company's top priority; hence it strives to ensure a zero-tolerance policy in quality control. SAM TURBO INDUSTRY is an ISO 9001: 2015 & ISO 45001: 2018 certified company. For standard and extensive manufacturing, SAM TURBO INDUSTRY is equipped with a captive steel foundry that holds a capacity of 600 MT/month & investment castings, offering wear-resistant alloy – Hi-Chrome (600 – 650 BHN) and Samron-17L (450 -BHN) and advanced machining & testing facilities.

The company's captive foundry installed for both CI and Steel, including an investment casting facility, critically helps it to ensure better control of the MOC of the products. "For pollution control, all power plants have to install FGD which is again a huge opportunity for us. Notably, due to stringent pollution control and zero discharge, including raw material being contaminated with sand and plastics, there is fast wearing of parts; we try to address this with a new special MOC for pumps and also with a change in wear plate with grooved design, and more", says Sentil Kumar.

The company delineates several channels for client engagement too having its channel partners spread throughout the country. They are very well-experienced technically and in-process applications. Moreover, its marketing team is filled with technical experts who carry a collective experience of 30 years in pump



S.K Sentil Kumar
 Managing Director

selection providing for a dynamic pool of customers. To keep a close hold on developments, it also participates in exhibitions and stays updated through regular emails about various achievements and developments.

Growth & Future Roadmap

SAM TURBO INDUSTRY has had steady growth, and it's been a long journey since its inception. Client acquisition has been rapid since 2018, and likewise, the company has observed great progress in the Middle East, Africa, and Southeast Asia. There's a huge market potential in the Middle East due to their recent initiatives to diversify from an oil-based economy to other industrial sectors. Meanwhile, Africa also possesses huge potential for business in paper and mining. We are focusing on the export potential for geographic diversification while continuing to develop products to meet our client's requirements. Our further emphasis lies in building our capacity to meet future growth hence, our in-lined projects will soon get completed by 2024", concludes S.K. Sentil. ||

MANUFACTURING INNOVATIONS ACROSS INDUSTRIES: INSIGHTS FROM PHARMACEUTICAL EXPERTISE

Dr. Murugan obtained Ph.D in Chemistry from National Chemical Laboratory, Pune and pursued his post-doc at UT Southwestern Medical Center at Dallas. He is certified Six Sigma Black Belt with over 21 years of research experience in the pharmaceutical sector, he specializes in API process chemistry, showcasing exceptional scientific and leadership skills. His ability to blend classical wisdom with modern innovations equips him to address intricate challenges effectively.



Andiappan Murugan
Vice President - R&D

What are some significant changes in manufacturing related to technology that has enhanced in terms of efficiency, quality etc. affecting pharma and broader industries?

In recent times, manufacturing has witnessed remarkable technological advancements that have greatly enhanced efficiency and quality, impacting not only the pharmaceutical sector but also various other industries. One notable transformation has been the extensive automation integrated into manufacturing processes. High levels of automation and continuous manufacturing have become prevalent, supported by the utilization of online tools for real-time process monitoring. Additionally, in the realm of research and development (R&D), there is a significant emphasis on Quality by Design (QbD) and enhanced process comprehension. Improved chemical process understanding and the integration of advanced instrumentation for material analysis have ushered in a new era of manufacturing precision.

Furthermore, the industry has seen the emergence of cutting-edge software solutions, particularly in simulation, which has revolutionized the assessment of product quality, manufacturing efficiency, and output consistency. This has, in turn, reduced the reliance on manual labor and increased productivity.

Moreover, the integration of artificial intelligence and machine learning software has gained momentum, influencing technologies like 3D printing, which have the

potential to revolutionize final product manufacturing. These innovations collectively represent the substantial progress witnessed in the manufacturing sector.

How have Route Design, Process Design, and Quality by Design improved safety and effectiveness in pharmaceuticals and beyond?

The enhancement of safety and effectiveness in the pharmaceutical and industrial sectors through improved design processes and quality by design principles is a critical aspect. The focus here is on the optimization of manufacturing pathways, especially in the pharmaceutical industry. This involves streamlining chemical steps, minimizing intermediates, and selecting high-quality raw materials. By employing quality by design principles, the process is refined to identify optimal operating methods. In route design and process design phases, there has been greater emphasis on green chemistry. The metrics like atom economy and process mass intensity are routinely used to measure the greenness of the manufacturing processes. The goal is to achieve consistent quality, yield, and minimal waste in the production process.

What are the challenges and opportunities in developing and manufacturing complex generics, and how your experience has contributed to overcoming these challenges?

The increasing significance of complex generics in today's market presents both challenges and opportunities in the development and manufacturing of such products. The structural nuances and integrity of the products are not well defined. The study design for complex generics pose challenges due to the need for extensive clinical trials beyond simple generic products which also requires significant time and cost. Achieving equivalency standards in complex generics is less straightforward. However, recent advancements in analytical techniques allow for better product characterization, understanding of nuances, and precise micro-level analysis. Effective communication with regulatory authorities is key to establishing product standards. Additionally, collaboration with experienced professionals in the field is

crucial. This multi-faceted approach, involving regulators and domain experts, ensures productive product development.

Tell us how can seamless technology transfer enhances product quality in both pharmaceuticals and other industries.

Seamless technology transfer plays a pivotal role in enhancing product quality across various industries, including pharmaceuticals. The essence of technology transfer involves the transmission of knowledge and processes to a manufacturing site, be it for a single component or an entire product line. To ensure its success, a robust process development is essential, encompassing a comprehensive grasp of critical process parameters. This entails a deep understanding of factors like heat transfer, mass transfer, reaction kinetics, and hydrodynamics within reactors.

Effective technology transfer necessitates advanced collaboration between research and development teams and manufacturing units. This collaboration facilitates a profound comprehension of the process intricacies and product specifics. Moreover, it aids in establishing a robust process, driven by data-based relationships between critical process parameters and key quality attributes. Statistical analysis, response surface methodologies and enhanced process understanding further contribute to a successful technology transfer.

Open communication and seamless collaboration are indispensable tools for ensuring efficient technology transfer, enabling manufacturing sites to adapt suitable equipment and absorb the new technology seamlessly.



By employing quality by design principles, the process is refined to identify optimal operating methods

Navigating evolving regulations is crucial. How do you align CMC strategies with dynamic requirements?

Navigating evolving regulations is crucial when aligning CMC strategies with dynamic requirements. Implementing regulatory requirements into the product lifecycle presents significant challenges. During development, the CMC strategy, which dictates control activation, is primarily guided by ICH and product-specific guidelines established at the product's inception. However, unexpected regulatory changes can pose roadblocks to manufacturing, as seen recently in the pharmaceutical industry.

To address these challenges, a deep technical understanding of the chemical process and the use of in silico

software tools are essential. Not all products carry the same complexities, and regulators may accept justifications based on sound chemistry understanding. When facing challenges, it's crucial to comprehend the reasons behind regulatory changes, their impact on your products, and how they align with regulatory pathways. By gaining clarity on these aspects, many regulatory issues can be effectively managed.



What trends do you foresee shaping the future of pharmaceutical manufacturing? How can the industry stay ahead of these trends to maintain high standards of quality for consumers?

When considering the future of pharmaceutical manufacturing over the next five to ten years and the imperative to align with evolving trends while upholding high-quality standards, several noteworthy developments come to the forefront. Firstly, the automation of manufacturing processes has been gaining traction, although not universally adopted. In the coming decade, it is foreseeable that a substantial majority, potentially 80-90 percent of manufacturers, will have embraced automation extensively. This transformation will be further facilitated by the integration of AI and machine learning, simplifying automation implementation.

Continuous manufacturing is another pivotal trend. It has been gradually gaining prominence and is poised to revolutionize the production of pharmaceuticals. With its innovative potential, continuous manufacturing promises to enhance both product quality and productivity, making it a vital element in meeting industry targets.

Moreover, the adoption of online monitoring tools and 3D printing will significantly impact quality control and production efficiency. These technological advancements are poised to play a vital role in achieving industry objectives, potentially extending to the point where AI-controlled processes yield products directly from 3D printers. Overall, these trends represent an exciting trajectory for pharmaceutical manufacturing, promising increased efficiency, quality, and innovation to meet the needs of patients and consumers. ||



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FIVE MAJOR STEPS TO EASILY AUTOMATE YOUR PROCUREMENT PROCESS

● By Arun Krishnamoorthy, CMO, Techpanion



Arun is an Experienced Techno-Commercial Professional, with a demonstrated history of working in IT sector. Skilled in Marketing, Solution Selling, Business Modelling, Customer Relationship Management, Strategy and Business Process Reengineering.

Procurement is a crucial aspect of businesses. It plays a vital role in expansion and optimization of industries therefore it involves obtaining goods and services including sourcing, negotiating terms, making purchases, tracking when supplies are received and maintaining records. When all the parts are done efficiently, it leads to increased business profitability and archived targets. It's important to monitor and recheck the procurement process to ensure best results.

1. Digitize Supplier Onboarding

This is the process of gathering information and data needed to set up an organization as an approved vendor or supplier. This step enables any company

to efficiently conduct business, purchase goods and services, and make payments to said supplier. Supplier onboarding also requires checking the prospective supplier and making sure it is in compliance with laws, regulations and corporate standards of the organization.

2. Automated Contract Management

Automated contract management involves the use of software to enable legal and non-legal teams to self-serve on routine legal documents, and replace the lawyer work with automation software. It can be understood as the process of generating, managing, and storing contracts digitally to create a more efficient contract workflow. It is used to strengthen admin tasks and reduce businesses overheads. This helps businesses by providing a simple contract lifecycle by transforming analog manual processes into a digital automated workflow.

3. Quick Supplier Resolution via Multi-channel Communication

Quick supplier resolution via multi-channel communication means fasten the shareholder resolution process of approving vendors by the Vendor of the Shares, the Comtek Business and the Assets to the Purchaser. Multichannel communication refers to a company's way of communicating with customers over several different platforms, including, social media email, SMS, webinar, personal meet and more helping improve the customer experience.

4. Easy Integration with ERP & other Portals

The easy integration for procurement with Enterprise Resource is an import-

ant role to ease the process. It involves a planning business software that simplifies the way businesses track, manage and work with data for managing inter-departmental department management seamlessly. A business might use an ERP to keep track of inventory levels for each of its products and orders.

☞☞
Voice bots are gaining mainstream use in every corporate industry and transforming human-machine interaction

5. Track Master Data & Actionable Insights

Track master data and actionable insights absolutely essential for procurement and running operations within a business enterprise or unit. Tracking master data is the coding system which specifies the item level. It helps list each product and service with its own standardized, generic description accurately and uniformly by expert analysts. [li](#)



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