

Consultants Review

25 Most Promising Healthcare Consultants 2017

The Healthcare Industry is constantly changing, evolving and making the most of the growing demand. It is a highly competitive sector and each firm is constantly shifting its focus to accommodate new trends. It is predicted that India would be among the top ten healthcare markets in the next five years. The industry is growing at a tremendous rate on the basis of its strengthening coverage, services and expenditure by both the public and the private sectors. According to the Ministry of Health, during 2008-2020, the market is expected to record a CAGR of 16 per cent. In fact, the all over industry size is expected to touch US\$ 160 billion by 2017 and US\$ 280 billion by 2020. Furthermore, fifty types of technological developments have been done in order to approach to treat serious diseases like cancer and TB.

To take advantage of these possibilities, more and more domestic and foreign corporate ventures have stepped in to offer multi specialty healthcare, diagnosis and treatment packages. Each of the organization has its own strengths and weaknesses. Some firms possess strong capabilities to solve certain problems while others take time. Hence, each organization has a different business model. Here comes the

need to hire experienced professionals from industry who can provide more useful expertise and blend effectively both the 'professional consultant' and the 'experienced professionals' to deliver implementable recommendations, to generate better resources that promotes greater understanding of the several challenges that are faced by the healthcare industries. It is critically important to illuminate the major issues of this sector; hand in hand it is also important to identify the specific needs of the healthcare organizations. There is a vast coverage of pharmaceutical companies, be it in the market, regulatory environment or competitors, the consulting firms are required to take swift decision and that is where they come into the picture.

Identifying the challenges faced by the healthcare industry, the current issue of Consultants Review brings you "25 Most Promising Healthcare Consultants". The list features some of the best players in the industry that help clients to gain efficiency, establish innovations and yield profit. The list aims to help entrepreneurs and corporate leaders to choose a competent consulting partner who suits their requirements and help their firms achieve efficiency, faster time to market in a cost effective manner.

CRMO Pharmatech

recognized by Consultants Review Magazine as

ConsultantsReview 25 MOST PROMISING

HEALTHCARE
CONSULTANTS - 2017

The annual listing of 25 Most Promising Healthcare Consultants represents not only the commitment of listed companies to offer effective healthcare services, but also recognizes companies impacting the market place.

Handini Mukherjee
Managing Editor
Consultants
Review

Company:

CRMO Pharmatech

Key Person:

Parul Oza,
MD

Description:

Provides complete cGMP outsourcing solution to pharmaceutical industries

Website:

crmopharma.com

CRMO Pharmatech:

The Ultimate Outsourcing Partner to Pharma Industry

India has emerged as a formidable player in Active Pharmaceutical Ingredients (API), Key Intermediates and Formulations. Most of the countries across the globe consider India as one of the major sourcing base as India has largest number of USFDA approved facility outside the USA. Indian pharmaceutical companies face enormous challenges in terms of changing norms/regulations in the outsourcing process. Therefore to stay ahead of the competition, it becomes important for the pharmaceutical companies in India to have pool of experts by their side. This also can help companies cater their products to international markets and help scale up the business operations to a global platform. However, most Indian pharmaceutical companies, especially the small-sized and mid-sized companies that have good approvable or approved manufacturing facilities, qualified manpower, good technical know-how mostly find it difficult to cater to an international market due to lack of exposure. On the other hand International companies face challenges in identifying reliable quality supplier /manufacturer.

Parul Oza who had been working in the space for more than 29+ years at a senior management level, over time noticed a massive gap in the outsourcing segment. Hence, in 2003 bridging the gap between the Indian and International market, she incepted Contract Research & Manufacturing Outsourcing Organization (CRMO) with the vision of providing complete outsourcing solutions to Pharmaceutical industry.


CRMO had a pleasant beginning owing to Parul's extensive work experience in the pharmaceutical industry. This contributed to CRMO's growth over the years and helped CRMO to build a solid foundation. Throwing light on Parul speaks, "We began with providing complete pharmaceutical outsourcing

solution to few clients. Since we wanted to create an impact in the market, we started to work with many associates and experts from India and abroad. Gradually, we were able to add more clients and work for various projects across the globe."

Complete Outsourcing Solution

Leveraging years of experience and knowledge of the Indian and International markets to find the best solution for the customers; CRMO ensures that their services take care of the overall cost containment of the customers with maximum deliverables investing minimum resources. The company leaves no stone unturned to help International clients identify suitable outsourcing partners and manage entire sourcing including QC/QA audits, facility audits, technology transfer, supply chain management, project coordination, and provide responsible care for the clients. "From identifying a suitable manufacturing site, to helping them on behalf of clients in cGMP compliances, regulatory approvals, facility modification and auditing the production site, we provide complete outsourcing solution which is very important for any pharmaceutical industry to maintain quality at all times, thereby helping clients attain sourcing goals" she says.

Added to this, CRMO provides entire gamut of services including cGMP product outsourcing, cGMP audits and compliances services, pharmaceutical and technology transfer project management, commercial production monitoring. Explaining about the flagship offering Parul avers, "Because of the vast experience with the Indian pharmaceutical industry, we have generated a database of good manufacturing facilities in India. These facilities have been identified based on detailed audits, surveys and technical feasibility studies. We have emerged as a preferred partner for sourcing API's, advanced stage intermediates of including those of the near patent expiry API's and niche specialty chemicals."

CRMO based in Ahmadabad has a PAN India presence and has clients in the U.S., Europe, and Japan. "The requirement for cGMP outsourcing solution provider in the pharmaceutical sector across the globe is gaining all the necessary attention at the moment. We feel, as the sourcing needs are increasing, more companies will come to India with newer requirement. This newer requirement comes with newer set of challenges and we are here to play a vital role in helping our clients in the entire process," concludes Parul. 



Parul Oza,
Managing Director