

Enhance Export Opportunities



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Brief Profile

Name

– Sunil Govind Uttarwar

Date of Birth

– 20/06/1971

Martial Status

– Married (Two Kids)

Qualification

– B.E. (Hons) Chemical from BITS, Pilani (1989-1993)

– MBA in Finance from ICFAI in 2014

Experience Details

- Worked with major pharmaceuticals organizations like
- Sun Pharmaceutical Ind. Ltd.
- Cipla Ltd.
- LUPIN Ltd.
- Mylan Laboratories.



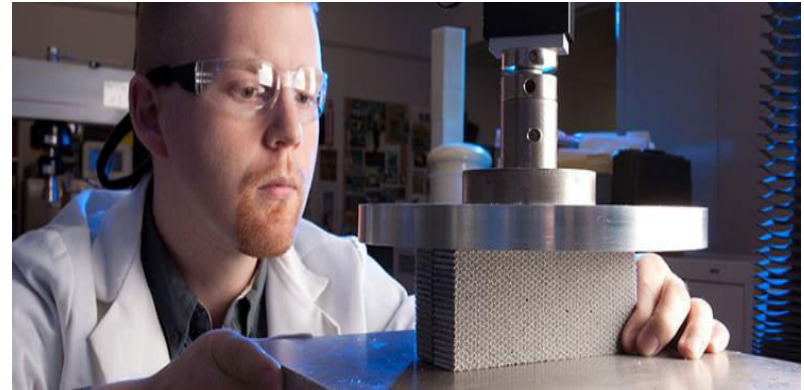
Manufacturing Facilities

- Creating “State of the art” manufacturing facilities.
- Should be equal to the Global standards.
- Adopting the latest technologies to enhance and ensure consistent product quality.



Testing Facilities

- Integrated testing facilities to ensure the quality of products
- Sophisticated test instruments matching global standards.
- Skilled technicians to get consistent test results
- Control procedures and programs for consistent quality product.



Infrastructure

- A robust export infrastructure leads to trade creation while the lackluster picture of the same culminates into trade distortion
- Site infrastructure should support the quality environment and enhanced productivity.
- Organizations should work on modernizing the facilities with modern amenities to achieve global standards of quality.



Skilled Manpower

- Manufacturers should work and focus on robust production planning, supply chain management, quality, and maintenance areas to enhance the productivity and achieve low costs.
- Organisations should focus on the productivity of the Workers, by improving the skill sets, focusing on quality recruitment, education .
- Manufacturers could learn a lot from the IT sector's experience in promoting the large-scale development of skills.



Skilled Manpower

- Enhancing skill through focused training content and specialized SMEs. Using the modern techniques of training like Computer Based Training (CBT), e-Learning, Dummy plants, Virtual training modules etc.
- Establishing in-house training centers shall play a vital role in achieving quality skill sets in employees. Examples of successful organizations who have set up training centers are Sun Pharma, Maruti, Tata, DRL, Lupin , Tech Mahindra to name a few.
- Although training programs make good business sense, they are also increasingly necessary to get local populations to accept the establishment of a manufacturing footprint .



Quality System

- Strict quality check to ensure export tag for India.
- Quality management system should be compliant with the Global quality systems and regulations of the regions.



Product Quality

The group of features and characteristics of a saleable good which determine its desirability and which can be controlled by a manufacturer to meet certain basic requirements. Most businesses that produce goods for sale have a product quality or assurance department that monitors outgoing products for consumer acceptability.

IMPORTANCE OF PRODUCT QUALITY

Importance of **Product Quality...**

For Company:

It is because, bad quality products will affect the consumer's confidence, image and sales of the company. It may even affect the survival of the company.

For Consumers:

They are ready to pay high prices, but in return, they expect best-quality products. If they are not satisfied with the product quality of company, they will purchase from the competitors.

Approvals

- Entrepreneurs should strive to achieve and be compliant with the regulatory and or government bodies requirements.
- Getting International certifications can enhance the levels of confidence in the international customers.
- Compliance with the regulatory bodies around the world in all the industries.
- We are approved audited by-
 - USFDA (United state Food and drug administration)
 - MHRA (Medicines and Healthcare products Regulatory agencies)
 - KFDA (Korean Food and drug administration)
 - PMDA (Pharmaceuticals and Medical Devices Agency)
 - EGMP (European Good Manufacturing practices)
 - ANVISA (Brazil Regulatory agencies)





Thank You!