

News Bulletin

Business Development Services (BDS)
For MSMEs in

Dehradun Pharmaceutical Cluster



Volume 3 Issue 1
April – June 2011

Dear Readers,

Warm Greetings

This Newsletter from Dehradun Pharmaceutical cluster presents the events organized during the three preceding months of April-June 2011.

It gives me great pleasure to acknowledge the progress of the cluster and the linkage of service providers in the key area such as Effective Marketing and Management skills, Energy Audit, and Institutional linkage. I sincerely believe that it would be possible for us to achieve the project goals only through the cooperation extended by the consultants and BDS providers. I sincerely acknowledge the expert service of the empanelled consultants of GMP, ERP and Energy and Subject Expert.

An important event worth mentioning is the visit of Ambassadors from 15 countries to the Pharma stall arranged by Dehradun cluster. Uttarakhand offers immense opportunities for medical, Pharma export oriented units and immense potential for increasing international trade opportunities. Drug Manufacturers Association (DMA) has presented on overall Development of Pharma Sector in Uttarakhand in which Chief Minister of the state Dr. Ramesh Pokhriyal Nishank, Mr. S. Rama Swamy, Principle Secretary Department of Industries, and Mr. S.C. Nautiyal Addl. Director of Industries, participated.

Before the exit phase an impact assessment study on improvement being brought about by the cluster due to implementation of the programmes on aspects like the GMP, ICT, Safety, Energy and Environment, and their impact on the MSMEs would be undertaken.

With Best Wishes,
V.B.Rajendra Prasad
Cluster Development Manager
Dehradun

Programme on Effective Marketing & Management Skills for BMOs.



1st Training programme on Effective Marketing & Management Skills for BMOs.

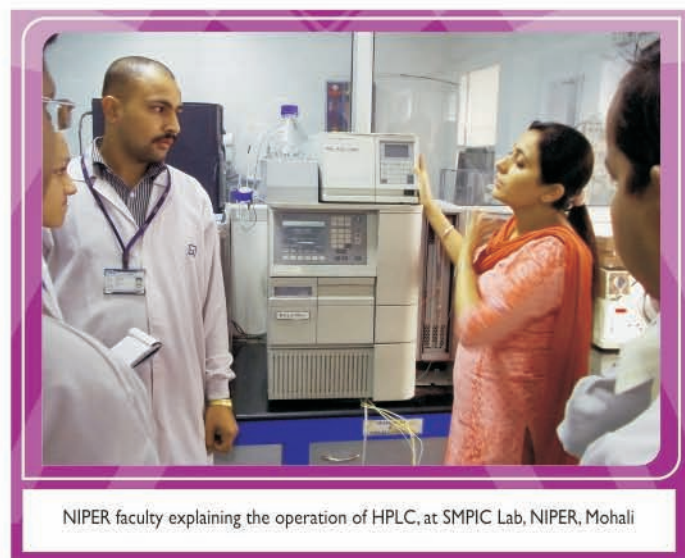
Training programme on Effective Marketing & Management Skills for BMOs at Dehradun and Haridwar

The first and second one day training programmes on Marketing and Management Skills was held by the cluster on 21st and 22nd May 2011 at Dehradun and Haridwar. These programmes were conducted for the benefit of BMOs, and were held basically to disseminate information regarding required Marketing & Management Skills. The programme was held in three technical sessions. The first technical session was flagged off by Mr. Roopender Singh Joint Secretary Industries association of Chandigarh and covered issues on Effective Marketing and Management Skills. The 2nd session covered issues on Effective Leadership for BMOs, and was presented by Mr. Y.K. Mahajan Honorary Secretary

Industries Association of Chandigarh.

The 3rd presentation on Role of Associations for the Development of Industry was held by Mr. Arun Mahajan President Industries Association of Chandigarh. All the technical sessions were useful and informative. An open forum was organized with the participants coming up with questions. The experts in the panel clarified the doubts expressed by the participants. The programme was well received by the participants.

Training on High Performance Liquid Chromatography (HPLC)



NIPER faculty explaining the operation of HPLC, at SMPIC Lab, NIPER, Mohali

Dehradun Pharma cluster organized a 5-day Practical oriented training programme for technical staff of Pharma SMEs on High Performance Liquid Chromatography (HPLC) and 35 candidates from 22 SMEs were trained at NIPER Mohali.

Aspects dealt at the training programme covered issues such as What is Chromatography, Different modes of Chromatography, Instrumentation

aspects (such as Pump Mechanism, Injector, Various Detectors / Oven), Normal and reverse phases used in HPLC, Mechanism of separation on different stationary phases etc.

Demonstration of HPLC operation starting from sample preparation, mobile phase preparation, starting of HPLC instrument, equilibration with the mobile phase and removal of air bubbles if any during elution using degasser, injection of sample (manual mode), acquiring HPLC chromatogram (that is handling of HPLC software) and interpretation of the chromatogram, Column performance test methods etc. were discussed. The participants also learned on operating the software and integrating of peaks, analyzing chromatogram.

“Ambassadors Meet” during 13th-14th May 2011, to showcase Uttarakhand and its immense potential for increasing international trade opportunities. The state offers immense opportunities for medical, Pharma export oriented units. The meet discussed strategies for promoting closer trade relations between Uttarakhand and the participating countries.

The team of 15 Ambassadors visited Pharma Cluster, and also visited the Pharma stall arranged by Deharadun Pharmaceutical cluster. Drug Manufacturers Association (DMA) gave presentation on overall Development of Pharma Sector in Uttarakhand in which Chief Minister Dr. Ramesh Pokhriyal Nishank, Mr. S. Rama Swamy, Principle Secretary Department of Industries, Uttarakhand, Mr. S.C. Nautiyal Addl. Director of Industries, Uttarakhand participated.



Chief Minister of Uttarakhand appreciating the Cluster Development initiatives of APITCO.

Ambassadors Meet

Government of Uttarakhand in association with the Industries association of Uttarakhand (IAU) had organized an



Uttarakhand Government explaining growth of Pharma Sector, at the meet of Ambassadors.

Activities Planned for the period 2011-2012.

1. Organize dissemination workshops on outcome / impact due to implementation of cGMP pilots, ERP and energy management
2. Organize a Dissemination workshop for BMOs/ Academic Institutions on the outcome / impact of the skill
- 3 Link it to MoMSME training programme
4. Organize one training activity with other support agency
5. Preparation of "Training Documentary" on outcomes of implementation on cGMP compliance & ICT (Club with Hyderabad & Indore)
6. Interaction meets for BMO executive with BDSps to formalize BDSP help desk, sign MoU and handover www.dehradunbds.com
7. Strengthening of BDSP through promotion of BDS help desk in any 2 forth coming association by supporting consultancy component of the executives
8. CCC Meetings (Q-II) presentation of achievements and future road map
- 9 BDS Clinics (monthly) dissemination of Information.

Vox Populi

Since 2 years, myself along with my unit staff, attended most of the Cluster Development programmes organized by APITCO. These interventions impacted a lot to maintain the GMP compliance in our firm. Our unit might be a best utiliser of the SIDBI-BDS Cluster Development Programme.

Mr.Sushil Bhatra

Managing Director

M/s. Intacto Pharmaceuticals Pvt Ltd.

Member of Drug Manufacturers Association.

The initiation of the Energy efficiency implementation in the Pharma Industry is one of the best interventions in the cluster. The results of the pilot implementation of 9 units may give motivation to other firms to make energy efficient.

Mr. R.K.Agarwal, Energy Consultant

Managing Director,

M/s. Association of Energy Conservation and Environment Protection (AECEP)

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