

Caliber – Shimadzu

Business Collaboration Agreement

Announcement



Caliber and Shimadzu team at Singapore Shimadzu office

Agreement Signed on
24th July 2018
At Shimadzu, Singapore



Caliber-Shimadzu

Business Collaboration Announcement

We are pleased to announce that Caliber has signed a landmark agreement with Global Analytical Instruments leader Shimadzu to serve the market in China. With this agreement, Caliber is poised to provide its Integrated Quality Management and Paperless Informatics solutions in the Pharma industry of China.

Caliber and Shimadzu have entered into a business collaboration agreement that will allow Shimadzu's Asia Pacific subsidiary to provide products and solutions, of the LIMS giant and Integrated Quality Management solutions provider, Caliber, to customers in Hong Kong. Shimadzu Hong Kong now becomes the sole provider of Caliber's technologies in HK ushering in a new era of customers facing regulatory challenges with confidence in China.

Shimadzu (Asia Pacific) is playing the pivotal role in this milestone tri-partite agreement between Caliber and Shimadzu (Hong Kong). The APAC subsidiary of the longest serving analytical instruments manufacturer in the world, has been spearheading a rapid growth in informatics users base in the region.

Caliber, which is a market leader in India with over 70% share in the LIMS business, will spread its coverage to other strategic countries and position its products effectively. It already has established its presence in USA, UK, Thailand and Singapore, and now is poised to establish a strong foothold in the China market with Shimadzu Hong Kong offering a wide range of Caliber products and solutions such as **CaliberLIMS**, **CaliberQAMS**, **CaliberDMS**, **CaliberBRM**, **Nichelon5**, and **CaliberAPQR**. Caliber's suite of products enables pharma companies to build an excellent informatics base to support Integrated Quality Management across divisions and profit centers. Caliber's offerings are specifically made to meet regulatory requirements, and to in turn help pharma companies achieve 3 critical goals simultaneously – **Quality, Compliance, and Automation**.



Shimadzu on the other hand benefits by expanding its product portfolio by offering LIMS in the region. Shimadzu instruments are manufactured in Japan following rigorous Quality tests that are the best in the world. Shimadzu has been making its software equally competent. Shimadzu is well renowned globally for offering ground breaking innovations. It is due to these innovations that Mr Koichi Tanaka won the 2002 Nobel Prize in Chemistry, while developing Mass Spectrometry technologies for Shimadzu. The collaboration between Shimadzu and Caliber has great potential as both the organizations share mutual values and vision.

Mr. Sateesh TNV, Shimadzu's Global Informatics Leader, said that, "With appropriate knowledge, the customers are now beginning to fully understand that software is often as important as the hardware. A good software will not only give you complete peace of mind but also help you face all challenges with confidence. Our globally established LIMS solutions has already been recognized across the world for solving critical issues."

Mr. Prem Anand, Executive Officer and Senior General Manager, Shimadzu (Asia Pacific) Pte Ltd, while highlighting the need for LIMS solutions, said that, "Information is King, and thus management and safeguard of information is of utmost priority in any domain today. This is particularly true when it comes to crucial laboratory information. Having a good Laboratory Information Management System (LIMS) is now a necessity rather than a luxury, more so due to the stringent compliance regulations. Shimadzu's LabSolutions CS, which is considered as the

MR. SEKHAR SURABHI,
CEO OF CALIBER

"The Caliber – Shimadzu partnership is a momentous agreement between two companies offering the best of the best - Shimadzu's outstanding Analytical and Scientific Instruments and Caliber's unmatched Integrated Quality Management solutions."



Ultimate Network in the industry, has increased its product portfolio with the Caliber-Shimadzu LIMS network and this will help us support you better.”

Mr. Tetsuya Tanigaki, Managing Director, Shimadzu (Asia Pacific) Pte Ltd, highlighted that, “The introduction of Caliber-Shimadzu solutions and services will be a real value addition to laboratory informatics not only in Hong Kong but also in the region. Helping users face their informatics challenges with confidence is a reiteration of Shimadzu's philosophy of ‘Contributing to Society through Science and Technology’. This tri-partite agreement is the first-of-its-kinds in the 143 years legacy of Shimadzu and we are very glad to be a part of it.” Mr. Prakash Sattiraju, Head – International Sales & Marketing of Caliber said that, “Partnering with Shimadzu is a milestone in our go-to market strategy in Asia Pacific and China. With a focus on regulatory compliant solutions, Caliber has a strong customer base for its products in India, USA, UK, and in parts of Asia-Pacific. Shimadzu, with its analytical and scientific instruments, focuses on world-class solutions for Pharma companies across the world, and we are now glad to be accessible to their immense customer base to provide a complete, incomparable package of analytical and scientific instruments and laboratory informatics.”

Mr. Sekhar Surabhi, CEO and President of Caliber, highlighted that “The pharma industry is one that affects life directly, and rightly so, the requirements from regulatory bodies are stringent. These regulations, though stringent, need not seem like a burden if pharma companies are equipped with the right tools. The right Instruments for the laboratory and Software that efficiently connects and enables them can make Quality and Regulatory Compliance a smooth journey. The Caliber – Shimadzu partnership is a momentous agreement between two companies offering the best of the best - Shimadzu's outstanding Analytical and Scientific Instruments and Caliber's unmatched Integrated Quality Management solutions. This landmark partnership will not only enable the APAC and China market with regulatory compliant solutions to live up to the regulatory needs but will also have futuristic solutions like Integrated Quality Management solutions and Machine Learning solutions, to make companies stronger, more secure and more efficient than ever.”