Enhance Export Opportunities
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Brief Profile

Name – Sunil Govind Uttarwar

Date of Birth – 20/06/1971

Marital Status – Married (Two Kids)

Qualification
– 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.

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.
Basket of Products

- Product mix or the basket of products offered for exports is critical in enhancing the exports.
- Exporters should focus on high-tech products.
- Ensure the number of products in the different segments within the manufacturing set up.
- Engineering, Pharmaceutical, petroleum, agricultural products are the few examples as basket list products.

- Different categories –
  - Anti diabetic
  - Anti depressant
  - Anti psychiatric
  - Anti cancer
  - Anti allergic
  - Anti ulcer
  - Anti hypertensive
  - Anti coagulant
  - Anti inflammatory
  - Anti psoriatic
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!