

Fabulous Fabtech

The market for clean room systems is building up across the world, making way for innovations and new players in this sector. Fabtech has built up a good market not just here but internationally too, in a very short span. Fabtech has been in the business of pre-fabricated partitions, clean room equipment, injectable and oral lines since the last nine years. The company originally began with clean room systems and then graduated into sterilising tunnels, filling lines and isolators. It is one of the first Indian companies to launch pre-fabricated partitions in India in a market dominated by European companies.

It has a clear-cut advantage here as the cost of manufacturing clean room systems in India is lesser than that of its European counterparts. "The costs of clean room systems could easily be 40-50 percent lesser than that of European costs. The advantage here is that Indian companies have greater potential of exporting this technology outside the country," says Douglas Thorogood, Partner Design and Development, Isolators, Fabtech who tied up with the company in order to provide technological assistance in developing isolation technology and its components.

Fabtech's USP lies in its expertise in validating pharmaceutical equipment. "Our service network and experience of validating pharma equipment gives us an edge in validating isolators also," says Asif Khan, CEO, Fabtech. Other factors that make Fabtech stand out in the crowd of European companies are their endeavours towards providing user required specifications and total service support. Khan says, "Dr Thorogood is going to engineer our equipment according to our customer's specific requirements." The company's in-house team of pharmacists, engineers and technicians have been exposed to well-known national and multinational pharmaceutical companies thus giving them multi-lateral skills of pharma engineering. In addition, Fabtech's sales and after sales service team are conversant with multiple languages and are present all throughout India and at 17 international locations to ensure the smooth execution of projects.

Fabtech believes in manufacturing quality equipment that is coupled with the best technology by working in partnership with the client. "It would be a partnership that would look into the client's problems, manufacture equipment accordingly and provide post sale consultation. So even after 20 years the client would know that if there were a problem with the equipment, the partner company could look at it and fix it," validates Thorogood. All its endeavours have made Fabtech a reliable name in the industry. Its technological and marketing acumen has made it well known in 27 countries. Looking ahead, Khan says, "The aim that we have for Fabtech is to make it more visible in the international scene."