

“The current challenge facing the life sciences R&D market is the sheer number of data generated and the ability to analyse”

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A company previously affiliated with PerkinElmer, Inc., US-based Revvity, Inc was recently launched as an independent science-based solutions company that leverages innovation across life sciences and diagnostics to help improve lives everywhere. Revvity provides reagents, consumables, assays, instruments and software to customers in markets ranging from pharma and biotech, to diagnostic labs, academia and government agencies. During a detailed discussion with BioSpectrum, Shripad Joshi, President, India and South Asia at Revvity speaks at length about the company’s presence and growth plans in the Asia-Pacific (APAC) region.



What are the current offerings and key highlights of your product portfolio for the APAC countries?

Revvity is a visionary partner in developing technologies and solutions to help solve the world's greatest health challenges and powering innovation from discovery to development, and diagnosis to cure. Our unified portfolio delivers complete solutions across translational multi-omics technologies, biomarker identification, imaging, prediction, screening, detection and diagnosis, informatics and more. Some of our most innovative solutions include the Honeycomb Single-Cell Platform and Organoid Platform derived from our collaboration with Honeycomb Biotechnologies. The Honeycomb HIVE is currently being used to isolate a patient's cells before and after treatment and observe the impact a drug can have at the single-cell level.

Our organoid platform combines our automation, flagship Opera Phenix Plus High-Content Imager and Celigo Cytometry Platform, allowing the generation of 3D organoids that mimic organs in the body. These innovations enable an endless possibility of applications for clinical and precision medicine in the near future.

In terms of new product launches, investments and partnerships in the APAC market, how promising is 2023?

Revvity continues to innovate and deliver to the market focusing on our customers' most pressing needs and pain points. Laboratory automation, central to most laboratory processes, has ongoing challenges of flexible throughput, sample integrity and reproducibility. To account for those issues, the Fontus Liquid Handling Workstation is a next-generation liquid handler which combines the best technology from our existing platforms and incorporates numerous improvements to make our customers' workflows easier and faster while delivering better results.

Our recently launched BioQule NGS Platform, addresses the continued growth of next-generation sequencing (NGS) and requirements of ease of use, robustness and fully automated workflows allowing the decentralisation of NGS library preparation. The System is a fully automated, open-chemistry, walkaway sample preparation system for constructing up to 8 libraries simultaneously, with in-built QC and quantitation. Through the incorporation of an integrated thermal cycler, an on-board bead wash system, easy to use interface and an integrated optical device, the BioQule NGS System can automate and quantify an endless library of NGS methods.

Imaging is a powerful technology for accelerating our understanding of biology and disease. Our cell and in vivo portfolio continues to be used by leading scientists across the world to accurately capture and analyse biological changes. This year, we expanded on our offering by introducing the Vega UltraSound Imaging Platform and the Cellaca PLX, a benchtop solution for accurate measurements of small sample volumes to easily perform rapid subpopulation analysis for downstream processing. Lastly, building on from our flagship EnVision plate reader which has been the proven leader in high-throughput screening, the EnVision Nexus is the next generation of superior detection and sensitivity. It operates on a brand-new innovative platform that fast-tracks research, delivering the speed and accuracy needed for the most demanding applications. Complementing all these platforms is our continued investment in our reagent solutions.

One of our core values is to partner with purpose, and as we move into the year and beyond, Revvity continues to seek partnerships with local companies in order to bring new products to market. As an example, our partnership with Korean company Celeemics will enable Revvity to broaden its portfolio in the NGS clinical space for newborn screening.

Which APAC country is expected to generate the most business for Revvity in the coming years?

Among APAC countries, China currently contributes the most revenue for Revvity, while India, Australia, Singapore and Japan are all posting higher growth. China's broad ambitions and economic prowess have sustained significant government investment in R&D infrastructure and fostered a prosperous biopharma industry. And Revvity, offering a comprehensive and cutting-edge portfolio backed by a proficient support team, caters for China's appetite for modernisation very well. It is not uncommon for a university or research institution to gain the most advanced platform from molecular detection to cellular and preclinical imaging through acquiring a 'Revvity package'.

Beyond that, we expect India to gain more share in the APAC region. India has overtaken China as the world's most populous country, according to the UN population estimates, the most significant shift in global demographics since records began. And India has outpaced China in economic growth for the past two years—its GDP grew 6.1 per cent last quarter, compared with China's 4.5 per cent. India also has a very successful pharma industry. The biotechnology market in India has grown 14 per cent in the last year to more than \$80 billion, which bodes very well for Revvity's future here.

What are the current challenges facing the life sciences R&D market in APAC? And how is Revvity addressing those?

The current challenge facing the life sciences R&D market is the sheer number of data generated and the ability to analyse. To meet this challenge, Revvity Signals has developed the VitroVivo Software Platform. As the name suggests, this software is able to manage and analyse data from early-stage in vitro experiments through to pre-clinical in vivo applications. With the ability to integrate, manage and analyse data from a wide range of sources, including genomics, proteomics and imaging, Revvity Signals is ready to support researchers and their multi-omics workflows.

What are your views on strengthening the sustainable ecosystem in the APAC region with respect to life sciences operations?

A key issue for us within multi-omics and big data management and analysis includes the integration of artificial intelligence (AI)/deep learning in the data analysis workflow. It'll be imperative to use these technologies to make sense of large datasets and find the results that drive research forward.

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