

## "Right team, commitment to work bring success"

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**-Anuradha Acharya, CEO, Ocimum Biosolutions, Hyderabad**

*Perseverance and flexibility helped Anuradha achieve success and her company, Ocimum Biosolutions, acquired three international companies*

**Q What has been your formula for success?**

Having the right team in place and being very involved and committed to business is my formula for success

**Q What are the business strategies that led to the growth of Ocimum Biosolutions?**

During the initial stages, having the right processes in place is very important for the growth of a company. One must make sure that the process is followed to perfection. And one should also be quick enough to reorient, if processes are not bearing fruit.

**Q What are your professional goals for the future?**

My professional growth is related to the progress of my company. My prime goal is to take Ocimum to the next level and/or expand in multiple areas. Right now, we are genomic-focused. We have been working in integrating what we have - from software to hardware to services. The next level would be to acquire competencies in newer areas like clinical or preclinical. That will enhance our capabilities as a clinical research organization. Building further on it would be - generating intellectual property.

**Q Could you share your learning with other women who aspire to become successful entrepreneurs?**

As an entrepreneur, I feel a person should never forget the basics of running a business. Firstly, one should create a business that is sustainable.

**Q What are your aspirations for Ocimum Biosolutions?**

We want to be a premier R&D outsourcing company. I want Ocimum to achieve 444 crore (\$100 million) revenue target in the next three years. To achieve that, we would look into a couple of acquisitions.