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â??We are developing customised solutions aligned with Indiaâ??s regulatory and market needsâ?•

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US- headquartered Agilent Technologies International has opened its first-ever India Solution Center at its LEED Platinum-certified office in Manesar, Haryana. Designed to provide integrated solutions, this strategic investment marks a major milestone in Agilentâ??s global journey, highlighting strong focus on India as a high-growth, innovation-driven market. BioSpectrum took the opportunity to interact with Jonah Kirkwood, Chief Commercial Officer at Agilent, during the launch ceremony on May 8, 2025, to find out more about the companyâ??s growth plans in the country.



What are the key objectives of opening the India Solution Center?

The India Solution Center represents a strategic investment by Agilent to meet the growing demand for localised, end-to-end scientific solutions in India. Its primary objective is to deliver customised workflows across life sciences, diagnostics, and applied markets. By addressing critical challenges in areas such as pharmaceuticals, food safety, environmental monitoring, and clinical diagnostics, the center underscores Agilent's commitment to innovation, sustainability, and a customer-centric approach.

Are you deploying new technologies such as AI and automation at the new center? Could you share a few examples?

Yes, the India Solution Center is equipped with cutting-edge technologies, including automation and advanced lab informatics. These innovations are designed to enhance laboratory efficiency and accelerate digital transformation. By integrating these tools, we aim to streamline workflows, reduce turnaround times, and support data-driven decision-making for our customers.

What makes the India center unique? Do you have similar centers globally?

This is Agilent's first-ever Solution Center in India. While we operate similar centers globally, the India Solution Center stands out due to its strong focus on localised solutions tailored to India's unique scientific and regulatory environment; integration of training, research and development, and proof-of-concept demonstrations within a single facility; and a vision to become a collaborative hub for customers, fostering innovation and co-creation.

How do you plan to strengthen Agilent's presence in the Indian market through this facility?

The India Solution Center will play a pivotal role in deepening Agilent's engagement with key sectors such as pharmaceuticals, biopharma, food, and environmental sciences. By offering holistic, scalable, and real-world-ready solutions, the center will serve as a platform for collaboration among researchers, regulators, and industry leaders—driving innovation and knowledge exchange across the ecosystem.

What are Agilent's major plans for the Indian market in 2025?

India is undergoing a significant transformation in its life sciences and healthcare sectors, with the pharmaceutical industry poised for substantial growth by 2030. In 2025, Agilent's focus will be on strengthening infrastructure through initiatives like the India Solution Center; developing customised solutions aligned with India's regulatory and market needs; supporting high-growth sectors such as Pharma and Biopharma, where India is emerging as a global leader; driving digital transformation and lab automation to enhance efficiency and meet international quality standards; and collaborating with academia and industry to nurture local talent and foster innovation in genomics, cell analysis, and next-generation therapeutics.

Are there any new product launches planned this year in India or globally?

Yes, we have a robust pipeline of product launches scheduled across all our key markets this year. These launches are aligned with our commitment to innovation and are designed to address evolving customer needs across various scientific domains.

What are your views on the US pharma tariff and its potential impact on Agilent's business in India?

For Agilent, this situation reinforces the importance of supporting Indian pharma and biopharma customers through localized innovation at the India Solution Center; closely monitoring policy developments while ensuring supply chain resilience and sustained customer engagement; and leveraging the center to strengthen domestic capabilities in alignment with both Indian and global regulatory standards.

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