

Factorytalk Announces to Expand Software and Digital Solutions to Drive Digitization of Thailand's Life Sciences and Healthcare Sectors in Alignment with Thailand 4.0 Initiative; Aims to Establish Thailand as a Global Hub for Future Expansion

Bangkok- Factorytalk, a leading provider of IT solutions and compliance consulting services in the pharmaceutical and life sciences sectors, has announced the expansion of its sister company, BatchLine, in Thailand. The move aims to provide advanced software and digital solutions to 'GxP' regulated manufacturing companies in the country looking to digitize their operations and increase their competitiveness in the rapidly evolving industry landscape.

Mr. David Holt, the Managing Director of Factorytalk, said that the company is keen on taking advantage of the investment opportunities offered by Thailand's growing life science sector and pharmaceutical industry, which has been stimulated by the Thailand's Industry 4.0 initiative. The company is particularly interested in biotech, medical devices, cell & gene therapies, and health tech, which are among the target areas of Thailand 4.0.

Factorytalk has been in operations in Thailand since 2004 with a range of IT products and compliance consulting services catering to various 'GxP' industries, including pharmaceuticals, biotech, medical devices, herbal medicines, health tech, cosmetics, and F&B. According to Mr. Holt, these regulated industries require compliance with Good 'x' Practices (GxP) - multiple disciplines including Manufacturing (GMP), Laboratory (GLP), clinical (GCP) and others - is essential. Factorytalk's goal is to help companies in Thailand and the surrounding regions digitize their operations to improve efficiency, quality, and competitiveness.

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We are excited to see the significant progress made in the Thai-backed projects aimed at achieving the goals of the Thailand 4.0 initiative, which includes tax incentives for foreign investors. Our company has also benefited from the Board of Investment (BOI)'s policies aimed at attracting foreign talents and reducing tax burdens during the initial years of operation. These measures have played a critical role in helping us establish and grow our software business in the region.

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David Holt
Managing Director of Factorytalk



With the Thailand 4.0 scheme, the company is optimistic about the investment opportunities and is keen on leveraging the support of the BOI to expand its operations and target customers.

Factorytalk is expanding its offerings through its subsidiary BatchLine, with the aims to facilitate both established and new players in GxP regulated industries, a smooth transition from traditional paper-based processes to modern, electronic systems by providing digital solutions of groundbreaking cloud EBR that simplify and streamline operations. By embracing digital transformation, those companies can significantly enhance efficiency and the quality of their products, making it easier for them to compete domestically against low-cost imports, while at the same time lowering barriers to export by increasing compliance to international GMP's such as for the EU, US, and Australia. The scope of digitalization will cover the entire value chain, from manufacturing processes and quality control to distribution.

According to Mr. David Holt, one of the biggest challenges facing regulated industries such as pharmaceuticals is the high cost of traditional software systems. To address this challenge, Factorytalk has developed affordable products that provide world-class solutions and the benefits of digitalization for regulated manufacturing companies. These products leverage modern technology, including Cloud infrastructure and the Internet of Things (IoT) physical interfacing, to bring significant benefits to the industry.

BatchLine's software includes digital solutions for manufacturing, quality control & assurance, process monitoring, and data analytics. These software products are designed to help companies eliminate paperwork and enhance efficiency by digitizing the entire manufacturing processes through real-time monitoring, automation, and data-driven decision-making, while also ensuring that they meet GxP compliance requirements.

BATCHLINE

"We are excited about expanding BatchLine's base in Thailand to support the country's digital transformation journey. With the experience and expertise from our international work in Japan, the United States, and Europe, we are able to package and deliver our tools and solutions to serve the needs of the Thai and SE Asian market. The expansion also includes building BatchLine's Thai team as a regional hub, enabling the company to support global expansion," Mr. Holt said.



The potential for growth in Thailand's life sciences sector is significant, and Factorytalk is poised to support companies in the region with its expertise and experience in the industry. By providing world-class digital tools and strategies tailored to these emerging sectors, Factorytalk aims to help its clients succeed in the rapidly evolving and competitive market.

Visit our websites for more information:



www.factory-talk.com



www.batchline.com

About Factorytalk

Factorytalk are a leading IT solutions and compliance consulting services provider for the life sciences and GxP regulated industries including pharmaceuticals, biotech, cell and gene therapy, medical device, herbal medicines, health tech, cosmetics, and F&B. The company's member BatchLine offers software solutions that digitise entirely the paper Batch Record, saving time and costs, improving workflows with automation, distribution, and data analysis. Factorytalk have a team of experts operating across Asia, Europe, and the US from their offices in Bangkok, Thailand, and Daresbury, UK. The company has engaged with over 200 customers from all over the world and has offered validation services and consulting services and systems implementation for GxP regulated manufacturing companies, government organizations, and regulators across the Southeast Asia, Asia Pacific, Europe, and North America regions.