

# What do experts think about us?

Clonz Biotech, Hyderabad, India.

**B** | medical systems  
From Azenta Life Sciences



**CLONZ BIO**  
BUILDING ACCESSIBLE BIOLOGICS

Through these brief conversations, we aim to understand our customers' perspectives. Today, we are visiting Genome Valley, Hyderabad, India, to speak with Dr. M. Praveen Kumar, Assistant Production Manager at [Clonz Biotech](#).

Founded in 2010 by an experienced team of recognized leaders in biosimilar research and manufacturing, Clonz Biotech exclusively focuses on developing biosimilar therapeutic monoclonal antibodies. Their state-of-the-art manufacturing facility spans 40,000 square feet in Genome Valley, Hyderabad. This fully integrated facility includes process development, analytical labs, and an independent warehouse.

At Clonz Biotech, they strive to be the most knowledgeable and experienced in the field of monoclonal antibodies (MABs) concerning the engineering and manufacturing of biosimilars and biobetters. With a vision to enhance accessibility to life-improving oncology and immunology biologics, they aim to build, engage, and supply like-minded partners globally.

**1. Could you explain what your activities consist of?** Our primary activities involve the identification and research of new compounds or molecules for potential therapeutic applications. Additionally, we optimize the production of biological products through various bioprocessing techniques, with a focus on fermentation.

**2. Why is there a need of cold storage in your organization?** Storage of pharmaceutical products, including vaccines, biologics, and other drugs, is crucial. Maintaining a specific temperature range is critical for ensuring the stability and effectiveness of these products. For materials that need to be stored for extended periods, such as reference materials, calibration standards, or long-term research projects, cold storage prevents degradation and ensures the longevity of the materials.

**3. Which product did you buy from B Medical Systems? We purchased the ULT Freezer -86°C (U 401) and Refrigerator P 290 from B Medical Systems. The ULT Freezer is utilized to prevent degradation and ensure the longevity of samples requiring ultra-low temperatures.**

**4. What are the features that you like the most? Could you please talk about the performance of the device?** Key features we appreciate include efficient cooling and rapid recovery. The device's quick cooling preserves sample quality during storage, and fast recovery times are critical after opening the door to minimize temperature fluctuations.

**5. How are you using B Medical Systems' product and how does it benefit your institution?** B Medical Systems' products are employed for storing pharmaceutical products, particularly biologically derived or heat-sensitive ones, ensuring the stability and efficacy of vaccines, drugs, and biologics over time.

**6. Have you found in B Medical Systems a trustworthy partner?** Yes, B Medical Systems is considered a trustworthy partner.

**7. How did you learn about B Medical Systems?** We learned about B Medical Systems through their Channel Partner.

**8. How long have you been a B Medical Systems customer?** We have been a customer of B Medical Systems since February 2021, nearing almost two years.

**9. Are you satisfied with the equipment?** Yes, we are satisfied.

**10. Would you recommend B Medical Systems?** Yes, definitely.



Ultra-Low  
Freezer

U 401

