BioSpectrum the business of Bio & Health Sciences ASIA EDITION

"We've unveiled many novel analytical workflows which can be used in developing vaccines"

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A global leader in life science analytical technologies, US-based Sciex has appointed Joe Fox as the new President of the entire organisation. Fox joined Sciex in 2011 and has demonstrated exceptional leadership and management in each of his roles. Most recently, as Senior Vice President, Global Sales and Service, Fox led and inspired a global commercial workforce across the Americas, EMEAI and JAPAC.



With a focus on extending the company's leadership in quantitative LC-MS, and oversee the launch of innovative technologies later this year, Joe Fox, President, Sciex, US spoke to BioSpectrum Asia about his upcoming plans.**Edited excerpts;**

What are the key strategies in place at Sciex for 2021?

2021 is an exciting year for us with new products and innovations set to launch throughout the year. We will focus on extending the company's leadership in quantitative LC-MS, addressing urgent customer needs in biopharmaceuticals, and investing in both our innovation efforts as well as talent.

Our goals this year are to launch exceptional new products that provide a solution to our customers' problems, and further invest in making SCIEX a destination for the industry's best talent. That means focusing on and enabling our associates

across the board, particularly on the culture of inclusiveness and diversity that breeds the best solutions to our customers' needs.

What are the new products being launched this year?

Our teams across the business are hard at work on the final stages of new product launches and will be introducing them throughout 2021. I know we'd like to break news here, but your readers will have to wait just a bit! To give you a hint - we are committing to advancements in high-end accurate mass LC-MS systems, CE systems, and the industry-renowned service, support, and software that serve our customers.

How are the growth and investment plans coming along within the APAC market?

Like many companies, the pandemic has impacted our strategic plans, including those in the APAC market. I've been impressed with the way the huge challenge of the pandemic was addressed in APAC, and as a result we were able to continue support of our customers' important work. Our Danaher Business System (DBS) framework allowed us to understand, adjust, and invest, and we've delivered robust performance so far in 2021. My expectation is that this will continue, so rather than call out one country, I would say that we plan on investing broadly in the area as it's so critical to our overall strategy.

How do you foresee the growth of Sciex in the Indian market?

Recent headlines saw the unfortunate news of an increase in COVID-19 cases in India. My hope is for a quick recovery for the people and nation as a whole. Our business in India has been robust, our nominal mass products continue to play a critical role in bioanalysis and we've expanded our solutions to impurity testing which has performed well.

How is Sciex contributing to the ongoing pandemic globally?

Our response was enabled by DBS. It allowed us to understand and adapt quickly – and as a result, respond to our customers' changing needs. Over the past few years, we have brought forth many novel analytical workflows focused on viral vectors, plasmid DNA and oligonucleotide analyses, which can be used to develop vaccines. Likewise, our analytical platforms and workflows have been the mainstay in protein analysis, particularly with monoclonal antibodies. We are very humbled to play a small part in this global effort to rapidly bring vaccines and therapies to help people around the world. We did this while prioritising the safety of the most important part of SCIEX – our associates. While there is still much work to be done to address the COVID-19 pandemic globally, I'm proud of the team and how they've risen to this incredible challenge.

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