NIIR PROJECT CONSULTANCY SERVICES (NPCS)

Consultancy | Feasibility Studies | Detailed Project Reports

CLIENT SUCCESS STORY

Establishment of an IV Cannulas Manufacturing Unit

For

M/s. Nureca Limited, Chandigarh

"Transforming Investment Vision into Profitable Industrial Reality"

Industry: Healthcare Manufacturing | Location: Chandigarh, India

Consultancy Type: Techno-Economic Feasibility Study & Strategic Advisory

www.niir.org | www.entrepreneurindia.co | info@niir.org | +91 9097075054

ABOUT NIIR PROJECT CONSULTANCY SERVICES (NPCS)

Niir Project Consultancy Services (NPCS) is one of Asia's most trusted industrial project consultancy organisations. With over three decades of uninterrupted service, NPCS has established itself as the trusted advisory partner for entrepreneurs, MSMEs, large corporations, and institutional investors seeking technically validated and commercially viable manufacturing ventures.

NPCS is part of Asia's leading industrial knowledge ecosystem with thousands of project profiles and global consulting expertise.

NPCS — By the Numbers

85	150K+	150K+	30+
Countries Served	Clients Served	Successful Projects Delivered	Years in Consulting

NPCS combines decades of industrial experience, proprietary research databases, and a multidisciplinary team of engineers, economists, and market analysts to deliver consulting reports that stand up to the scrutiny of banks, investors, and government bodies.

Core Services

- Detailed Project Reports (DPR)
- Techno-Economic Feasibility Studies
- Market Research & Demand Analysis
- Engineering Advisory & Process Design
- Financial Modeling & Viability Evaluation
- Manufacturing Opportunity Identification

PROJECT SNAPSHOT

Client Name	M/s. Nureca Limited
Location	Chandigarh, India
Industry	Healthcare Manufacturing — Medical Devices & Disposables
Project Recommended	IV Cannulas Manufacturing Unit
Consultancy Scope	Techno-Economic Feasibility Study, Market Assessment, Financial Viability Evaluation, DPR Inputs, Strategic Advisory
Implementation Status	Client Confirmed — Proceeding with Project Implementation

CLIENT BACKGROUND & INVESTMENT OBJECTIVE

M/s. Nureca Limited, based in Chandigarh, approached NPCS with the strategic objective of investing in a new large-scale manufacturing venture. The client sought a project capable of offering long-term profitability, strong market demand, and sustainable operational performance within a growth-oriented sector.

Client's Core Investment Criteria

- Long-term business profitability and sustainable operational performance
- Strong and recurring market demand potential
- Viable resource and supply-chain feasibility
- Scalable manufacturing opportunities with room for expansion
- Strategic alignment with future healthcare sector growth

CHALLENGES & PROBLEM STATEMENT

Entering the healthcare manufacturing space presents a complex array of challenges that require expert navigation. M/s. Nureca Limited faced several key decision-making hurdles:

Market Gap Identification

Pinpointing the right sub-sector with sustainable demand amid a crowded medical device landscape.

Technical Feasibility Uncertainty

Evaluating manufacturing complexity, machinery requirements, and production scalability without prior DPR guidance.

Financial Risk Assessment

Determining capital requirements, return timelines, and break-even horizons in a capital-intensive sector.

Supply Chain Viability

Assessing raw material availability and continuity of supply for uninterrupted production.

Regulatory Complexity

Understanding compliance requirements for medical-grade manufacturing and quality standards.

Strategic Alignment

Ensuring the chosen project aligned with long-term business goals, available resources, and investor expectations.

OUR APPROACH & METHODOLOGY

NPCS deployed its proven five-phase industrial consultancy methodology to systematically evaluate and recommend the most suitable manufacturing opportunity for the client:

1

Project Identification

Systematic analysis of industrial opportunities across healthcare sub-sectors. Cross-referencing with client investment profile, risk appetite, and sector growth data.

2

Market Analysis

In-depth demand forecasting, competitive landscape mapping, import-export trend analysis, and institutional consumption assessment for IV cannulas.

3

Technical Feasibility

Evaluation of manufacturing processes, plant layout, machinery requirements, raw material sourcing, quality standards, and production parameters.

4

Financial Modeling

Project cost estimation, revenue projections, ROI analysis, payback period calculation, break-even assessment, and working capital requirements.

5

Implementation Strategy

Structured implementation roadmap covering project setup milestones, compliance planning, operational ramp-up, and strategic advisory support.

SCOPE OF SERVICES DELIVERED

Manufacturing Opportunity ID	Identification and shortlisting of investment-worthy projects aligned with client goals.
Market Potential Assessment	Demand analysis, growth projections, institutional consumption mapping.
Raw Material Availability	Sourcing feasibility study for key manufacturing inputs.
Technical Feasibility	Process analysis, plant specifications, machinery selection guidance.
Project Cost Estimation	Structured capital investment overview and infrastructure requirements.
Financial Viability Report	Revenue potential, profitability assessment, long-term sustainability evaluation.
Implementation Planning	Phased project setup roadmap with key milestones and timelines.
Strategic Advisory	Expert guidance for confident, well-informed investment decision-making.

BUSINESS OPPORTUNITY — IV CANNULAS MANUFACTURING

Following rigorous techno-economic feasibility assessment, NPCS recommended establishing an IV Cannulas Manufacturing Unit as the most strategically attractive and commercially viable opportunity for M/s. Nureca Limited.

Why IV Cannulas?

IV cannulas (intravenous cannulas) are fundamental single-use medical consumables used for intravenous access and fluid administration across virtually all healthcare settings. Their essential, recurring nature creates a predictable demand base:

- Hospitals, nursing homes, and multi-specialty healthcare institutions
- Emergency care facilities and intensive care units (ICUs)
- Diagnostic centers and surgical suites
- Clinics and out-patient treatment centers
- Government-run public health facilities and dispensaries

MARKET OPPORTUNITY & DEMAND OUTLOOK

The market outlook for IV cannulas is highly favorable, driven by multiple converging macro and sector-level growth drivers identified by NPCS:

Healthcare Infrastructure Growth

Rapid expansion of hospitals, specialty clinics, and diagnostic networks across India and emerging markets creating sustained, scalable demand for medical disposables.

Medical Disposable Adoption

Rising focus on infection control, patient safety, and single-use sterile products is accelerating institutional procurement of IV cannulas.

Government Health Initiatives

National health schemes, expanded public hospital capacities, and increased healthcare budgets are amplifying institutional purchasing volumes.

Import Substitution Opportunity

Significant share of medical consumables in India is still imported. Domestic manufacturing provides a competitive cost advantage and policy support tailwinds.

Export Market Potential

Quality-certified Indian manufacturers are increasingly competitive in export markets across Southeast Asia, Africa, and the Middle East.

Recurring Institutional Demand

IV cannulas are consumables with zero reuse — ensuring continuous, predictable, and volume-scalable institutional procurement cycles.

TECHNICAL INSIGHTS — MANUFACTURING PROCESS

The manufacturing process for IV cannulas involves precision engineering and quality-controlled production under sterile conditions. Key process stages include:

Step 1	Step 2	Step 3	Step 4	Step 5	Step 6
Raw Material Procurement	Component Manufacture	Assembly (Clean-Room)	Quality Inspection	Sterilization (EO/Gamma)	Packaging & Labeling

Key Machinery & Technologies

- Precision extrusion lines for polymer tubing
- CNC needle grinding and sharpening machines
- High-speed automated assembly stations (clean-room environment)
- Vision-based optical inspection systems
- EO sterilization chambers or Gamma radiation units
- Automated blister packing and labeling lines

FINANCIAL & INVESTMENT OVERVIEW

NPCS conducted a structured financial viability evaluation to determine the investment attractiveness of the IV Cannulas Manufacturing Unit. The assessment covered all critical financial parameters:

Project Scale	Large-scale industrial manufacturing unit.
Capital Investment	Evaluated across land & building, plant & machinery, and pre-operative expenses.
Working Capital	Assessed for raw materials, WIP inventory, finished goods, and receivables cycle.
Revenue Projection	Based on installed capacity utilization, product pricing, and institutional demand volumes.
Profitability Outlook	Strong gross and net margins expected given low per-unit raw material cost and high demand volumes.
Payback Period	Favorable payback horizon identified through financial modeling.
ROI / IRR	Project demonstrated commercially attractive returns commensurate with large-scale investment.
Break-even Analysis	Break-even output level determined to be achievable within initial production ramp-up phase.

The project was assessed as economically viable, commercially sustainable, and strategically aligned with the client's large-scale investment mandate — subject to efficient project execution and operational planning.

RESULTS & KEY OUTCOMES

✅Entry into a high-growth healthcare manufacturing sector with long-term commercial prospects.
✅Expert validation of investment decision through rigorous techno-economic analysis.
✅Clear market demand visibility backed by data-driven institutional demand assessment.
✅Reduced investment risk through structured feasibility analysis and financial modeling.
✅Comprehensive understanding of manufacturing process, technical requirements, and quality standards.
✅Confidence to commit capital with a well-defined implementation roadmap and milestone plan.
✅Strategic positioning in the fast-growing medical disposables segment.
✅Access to NPCS's global industrial knowledge network for ongoing advisory support.

CLIENT TESTIMONIAL

"NPCS provided us with valuable techno-economic insights and strategic guidance that enabled us to evaluate a promising healthcare manufacturing opportunity with clarity and confidence. Their structured feasibility approach and professional support played an important role in our investment planning process."

— M/s. Nureca Limited, Chandigarh

WHY CHOOSE NPCS

30+ Years of Industrial Expertise

Decades of hands-on experience across 100+ manufacturing sectors in India and globally.

150K+ Successful Projects Delivered

Proven track record across chemicals, FMCG, agro-processing, textiles, engineering, and more.

Clients in 85 Countries

Global reach with local understanding — trusted by entrepreneurs, MSMEs, and corporates worldwide.

Data-Driven Feasibility

Every recommendation backed by primary research, real market data, and rigorous financial modelling.

End-to-End Project Support

From opportunity identification to implementation roadmap — one partner for the full investment journey.

Risk Mitigation Approach

Structured due diligence methodology designed to identify and reduce investment uncertainty.

Bankable Project Reports

DPRs prepared to banking and investor standards, suitable for loan applications and board approvals.

Global Market Intelligence

Internationally benchmarked insights drawn from engagements across 85 countries and 500+ industry sectors.

CONCLUSION

Investing in a manufacturing business requires far more than recognizing market opportunity — it demands technical validation, financial feasibility analysis, and a structured implementation strategy.

Through its structured consultancy methodology, Niir Project Consultancy Services (NPCS) empowered M/s. Nureca Limited to identify a commercially viable, technically feasible, and strategically aligned healthcare manufacturing opportunity — the IV Cannulas Manufacturing Unit — with full confidence in its long-term potential.

This engagement is a testament to NPCS's ability to transform investment vision into well-defined, bankable industrial projects. By delivering rigorous market intelligence, technical clarity, and financial modeling, NPCS enabled the client to commit capital with confidence and proceed with a clear path to profitable implementation.

READY TO BUILD YOUR NEXT INDUSTRIAL PROJECT?

Partner with NPCS to transform your investment idea into a profitable industrial venture.

www.niir.org | www.entrepreneurindia.co | info@niir.org | +91 9097075054