

Frost & Sullivan Honours Veolia Water Solutions & Technologies for its Exceptional Business Development Strategy Leadership

The 2008 Frost & Sullivan Business Development Strategy Leadership Award is presented to Veolia Water Solutions & Technologies (VWS) for its successful strategies that have led to the rapid growth of its pharmaceutical water and wastewater business. The company's focused approach has enabled it to consolidate its position as one of the leading process water and wastewater solution providers for the pharmaceutical industry across Europe.

"The success of VWS in the highly process critical pharmaceutical industry is attributed to its well structured business strategies that center on customised advanced treatment technologies and comprehensive, fully integrated treatment and service solutions," notes Frost & Sullivan Research Analyst Karthikeyan Ravikumar. "Superior product quality, coupled with effective after sales services, has resulted in high levels of customer satisfaction."

VWS is the only company in the market with a team dedicated to the pharmaceutical industry. The Veolia Pharmaceutical Competence Centre is a single unit devoted to the pharmaceutical industry. It consists of specialists responsible for technology and product development, marketing and communication as well as project support.

The company offers complete turn key water and wastewater treatment solutions that meet the varying needs of pharmaceutical companies. High quality standard equipment offerings include ORION™, QUATTRO™, TRITON and POLARIS for producing Purified Water (PW) and Water for Injection (WFI).

"The broad variety of technological solutions ranging from pre and post treatment ultrafilters, RO recovery, evaporators, moving bed bio reactors (MBBR) and membrane bio reactors (MBR) has been its greatest strength," adds Ravikumar. "This ability of VWS has helped in delivering better and better services to the diverse range of pharmaceutical companies."

Since 2005, VWS has also been successful in offering turnkey solutions involving engineering, design, construction, project management, and validation on a global basis to the pharmaceutical industry. The company's technical expertise has helped it attain optimal business process performance.

Two unique after sales services - AQUATREND™ and AQUAMOVE™ – have been focused on achieving high levels of customer service satisfaction. The former is a remote monitoring system used to trend and analyze the plants performance while the latter is the mobile water and waste water solutions offering of VWS to its pharmaceutical customers across Europe.

"A dedicated website (www.pharma.veoliawaterst.com) has been instrumental in supporting and developing the company's pharmaceutical water business segment," states Ravikumar. "The launch of the website in early 2008 is a significant step in the business strategy of VWS of further enhancing its focus on the high potential pharmaceutical water and wastewater treatment market."

The Frost & Sullivan Award for Business Development Strategy Leadership is presented each year to the company that has demonstrated excellence in business development within the industry. The Award recognises the company's ability to best perceive consumer needs, develop products and/or services that meet consumer needs, successfully introduce products or services to the industry, and identify new market segments to expand the existing customer base. Through a combination of vision, technology, and successful marketing, the Award recipient has demonstrated superior market growth skills.

Frost & Sullivan Best Practices Awards recognise companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as

leadership, technological innovation, customer service, and strategic product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis, and extensive secondary research in order to identify best practices in the industry.

About Veolia Water Solutions & Technologies

Veolia Water Solutions & Technologies

Veolia Water Solutions & Technologies (VWS), subsidiary of Veolia Water, is a leading design & build company and a specialized provider of technological solutions in water treatment. With over 8,900 employees in 57 countries, Veolia Water Solutions & Technologies recorded revenue of €2.5 billion Euros in 2008.

Veolia Water, the water division of Veolia Environnement, is the world leader in water and wastewater services. Specialized in outsourcing services for municipal authorities, as well as industrial and service companies, Veolia Water serves 139 million people worldwide. With 93,400 employees, its 2008 revenues amounted to €12.6 billion.

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