

NiCHE Case Study



Iron Derivative

Problem:

A global pharmaceutical company required a supplier of a high-purity iron derivative for its manufacturing process. It had previously tested samples from more than 20 sources worldwide, and each had failed the supply specifications.

Its ultimate need would be for quantities in the tens of tonnes per annum, so the ability to reliably supply at this level was vital.

NiCHE Solution:

NiCHE Materials presented the customer with a supplier that had the potential to scale-up and meet the planned project requirements. In the years following the initial enquiry and kilogramme-scale sample supply, NiCHE Materials has consistently supplied the customer material in multi-tonne batches.

Long-term Outcome:

Since the start of the project, not a single delivery deadline has been missed by NiCHE Materials. Its supplier can offer dual sourcing using the same process and raw materials, but manufactured in a different production location, and since the start of the project has maintained its prices, despite being in a sole supplier position. It remains the customer's only approved global source for this material.

