Makino Asia adopts a digitalisation value chain strategy in which the company’s manufacturing processes are enhanced with advanced automation and digital solutions. These digital solutions ensure seamless data integration and automation from sales order management, supply chain, shop floor management to customer service, which are essential in accelerating current and future initiatives in data analytics and machine learning. Like many organisations, the talent pool in advanced automation and Industrial Internet of Things (IIoT) within Singapore is very limited. To overcome this challenge, we partner training institutions to upskill our employees and empower them to take on higher competency roles. Another strategy is collaborating with research institutes and institutes of higher learning to develop cutting-edge manufacturing solutions. This partnership helps in the transfer of knowledge and technology, and potentially manpower too.

Innovate to save lives
Globally, healthcare costs are increasing. Without employing technologies to develop new medicines, equipment and tests, many healthcare systems will be unsustainable. For example, infectious diseases can spread very fast in a ‘borderless’ world, exacerbated by increased antibiotics resistance.

My company has developed a novel diagnostic test for earlier, rapid and more accurate diagnosis of sepsis, which is a life-threatening condition due to infection that becomes complicated and causes organ failure. So far, sepsis tests are based on the bacterial growth in the laboratory over three to seven days. But we have developed a method to diagnose sepsis by measuring the levels of a set of biomarker genes in the immune cells that are activated when sepsis occurs. This method takes just four hours and is much more accurate.

The Leader in Looking Forward
As the industry leader in machinery design and digital innovation, Makino introduces game-changing solutions for premium performance. We produce the world’s most accurate and highest quality metal-cutting and EDM machines, horizontal machining centres, vertical machining centres, 5-axis machining centres, graphic matching centres, wire and wire EDMs.

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Get ahead of the curve
Two winners of the SMF Awards this year tell Esther Teo how their companies are working to overcome challenges in the industry

Enhance assets and collaborate with others
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Thank you and sincerely,
Dr. Ong Siew Hwa, PhD
Founder and Chief Scientist
Acumen Research Laboratories

“We are very grateful to everyone who has supported me in my whole journey of becoming a scientist and a medical technology entrepreneur. I share this with all my staff (past and present), local and international business partners and collaboration from the hospitals and research institutions. I would also like to express my gratitude to all our suppliers and professional services provider, in particular, I would like to thank the Diagnostics Development Hub of A*STAR, that has strongly supported our product development, which is a pioneering diagnostic test based on host immune gene expression for complicated bloodstream infections.

We will continue the mission of medical technology innovation to advance medical diagnostics for infectious diseases from the status quo, using new technologies to develop more rapid, accurate and cost-effective diagnostic tests. Together with our partners, we would like to make advanced diagnostic tests accessible to all doctors and patients, to save and improve lives. In addition, we are also committed to participate in the creation of knowledge-based industries and high-value jobs.

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“"It is a great honour and privilege to win the SMF Business Model Innovation Award 2018 I am very grateful to everyone who has supported me in my whole journey of becoming a scientist and a medical technology entrepreneur. I share this with all my staff (past and present), local and international business partners and collaboration from the hospitals and research institutions. I would also like to express my gratitude to all our suppliers and professional services provider, in particular, I would like to thank the Diagnostics Development Hub of A*STAR, that has strongly supported our product development, which is a pioneering diagnostic test based on host immune gene expression for complicated bloodstream infections.

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Making moves with precision

Akribis Systems’ expansion into the Chinese market was a gamble that paid off

BY BRYANT CHAN

A kribis Systems, economics is a simple matter of demand and supply.
But it takes a special kind of mind to identify what the market needs, and how to supply it.
What ignited such a vision was the rise in demand and supply of linear motors.

With offices in Suzhou, Shenzhen, Tianjin, Wuhan, and 23 other cities, the company is one of the largest in China.

In 2010, its Shanghai office was established and the company began exploring new business opportunities.

In 2004, he and three others co-founded a business in Singapore selling direct drive motors and high-precision systems used in automation equipment.

Mr. Kong Yong Min, co-founder and director of Akribis Systems, attributes the success of Akribis Systems to it being a Singaporean-run company.

Today, the company employs 600 staff and has its sights on the West. It established its first American office in 2012, followed by Germany and Israel last year.

Kong also believes that a people-centric approach has also helped in the expansion of the company.

Winning ways

The company, which employs almost 600 staff, has picked up the Sustainable Growth Distinguished Winner Award at the Singapore Manufacturing Federation (SMF) Awards 2018.

Future plans

Mr. Kong hopes to expand Akribis’ operations in the direct drive motor market, while seeking opportunities in applying the direct drive technology to mainstream machine tools that currently use other forms of drive technology.

It’s an honour to win the award this year, especially as we’re competing against many good companies in Singapore,” he says.

Being bilingual, having a systematic approach and possessing natural integrity are key ingredients to our success in overseas markets.

Mr. Kong says. “Being bilingual, having a systematic approach and possessing natural integrity are key ingredients to our success in overseas markets.”

Akribis Systems Pte Ltd was founded in Singapore in 2004.

We design and manufacture direct drive motors and high precision systems for automation and conveyors.

Our potential customers encompass any industries requiring customisation of precision motion control to micron or submicron levels.

We have expanded very quickly from a small firm run by engineers to a global player with a worldwide presence.

Today, we have two production factories in China, two in Asia, one in Europe and North America.

Banking on our expertise and wealth of experience, we are constantly striving to grow even stronger through the development of new products (new and expansion or new business opportunities.

AKRIBIS SYSTEMS IS PROUD TO BE THE DISTINGUISHED WINNER OF THE SUSTAINABLE GROWTH AWARD 2018

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