

Six Key Considerations in Choosing an Agrochemical Formulation Partner

How do you choose the right formulation partner for agrochemical development? It's important to have a development partner who understands the challenges faced by the agrochemical industry and has the capacity and vision to solve them. Here are six key traits agrochemical companies should look for when choosing a development partner.

1: Broad and Diverse Formulation Expertise

Agrochemical formulation requires a lot of different capabilities, including analytical chemistry, biochemistry, microbiology, chemical engineering and material science. Look for a partner who can offer services across the whole spectrum of development, from characterization to formulation to testing. Battelle has internationally recognized experts in both conventional and biological agrochemical formulation on staff and maintains a full-service formulation laboratory. We can also reach back across Battelle for additional cross-industry expertise to solve specific challenges for our partners.

2: A Track Record of Innovation

The agrochemical formulation industry is changing rapidly. You need a formulation partner who is on top of the latest trends and knows how to apply new technologies and methods to solve tough challenges. That's exactly what we do at Battelle. Our clients come to us because they trust us to solve their most difficult problems, from creating shelf-stable multi-ingredient formulations to finding environmentally-friendly replacement ingredients to meet new regulatory requirements. We also continually invest in original research, creating new intellectual property that can be leveraged or licensed by our clients and partners.

3: Independent, Unbiased Answers

Battelle operates in a unique space in the agrochemical formulation industry. We're not a for-profit chemical company. We're an independent, non-profit research institution. That means we do not have a vested interest in selling you a specific chemical compound—even one developed here. We will work with you to source or develop the best ingredients for your formulation, with no supplier bias. We can also help you find replacement ingredients, so you're never dependent on a single supplier who can raise prices, reduce availability or change their formula at any time. And we'll help you understand exactly what is in your blend, so you can make informed choices.

4: Industry and Regulatory Experience

You need a research partner who knows the industry and will be there for the long haul. Some contract research organizations have limited experience in the agrochemical industry and may not fully understand client needs or regulatory requirements. Battelle has been working in agrochemical formulation for decades in both the US and the EU, so we understand the business as well as the science. We have extensive regulatory experience and can help you navigate changing requirements to maintain your registration status. As new opportunities and challenges arise in the future, we'll be here to help you address them.

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5: Project Management and Operational Excellence

In a competitive market, it's important to keep development on time and on budget to stay ahead of the competition, meet regulators' expectations and gain market share. You need a partner who will work within your timelines and business processes to keep development on track. We have the capacity, experience and project management skillset to accelerate formulation development for our partners. We communicate every step of the way and use best practices in lab and project management for a smooth development process.

6: Turnkey Development Solutions

Many labs only provide specific services, such as formulation development or safety testing. Contracting with multiple labs for different aspects of development is hard to manage and slows things down. Battelle offers

turnkey solutions for the whole development process, from product concept through formulation development through regulatory testing and dossier preparation. We have the capabilities to handle all your development and testing needs, including formulation for both conventional and biologic formulations, safety testing, residue testing, spray testing, agricultural drift studies and more. We can simplify the development process and ensure that you have all the pieces in place for a smooth regulatory submission.

Everything You Need for Agrochemical Formulation Under One Roof

Battelle is working with our formulation clients and partners to bring new innovations to market and improve the safety, stability, sustainability and effectiveness of their products. We can even develop new solutions based on our IP under a shared revenue model. Talk to us about your formulation needs and see how we can put our team to work for you.

How We Can Help	
PROCESSES	RESULTS
Bioformulation	<ul style="list-style-type: none"> • Our know-how and IP improve and significantly extend the shelf-life, field efficacy, and ease of application of a wide range of microbes for crop-based protectants or biostimulants. • Our experts in agrochemical formulation, advanced materials polymer chemistry and biology find solutions that solve problems for crop protection. • We provide microbial formulation development, production & processing and regulatory support to enhance on-shelf and on-seed stability.
Encapsulation	<ul style="list-style-type: none"> • Our innovative microencapsulation technology can be adapted for a wide range of products • We have an IP portfolio and the expertise needed to provide solutions for formerly incompatible chemistries and ingredients to encapsulate a single shelf-stable product that can be designed and released as needed.
Synthetic Chemistry Formulation	<ul style="list-style-type: none"> • Our 40+ years of expertise formulating crop protection products is complemented with internal research and development and cross-disiplinary expertise. • We provide experience with all classes of chemistries, a full range of formulation types, seed coatings/dressings, and formulating microbial plant protection products.
Genomics, Proteomics, and Metabolomics	<ul style="list-style-type: none"> • Our technical subject matter experts fundamentally understand molecular, cellular and biological pathway organisms to support your product R&D • Our breadth of services runs deep with decades of biological, bioscience and agrochemical formulation solutions that provide a full-service solution compared to competitor contract research organizations (CROs). • We provide unparalleled full service support with commercially focused endpoints in mind.

Contact us today to talk to a Battelle agrochemical formulation expert.



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It can be done