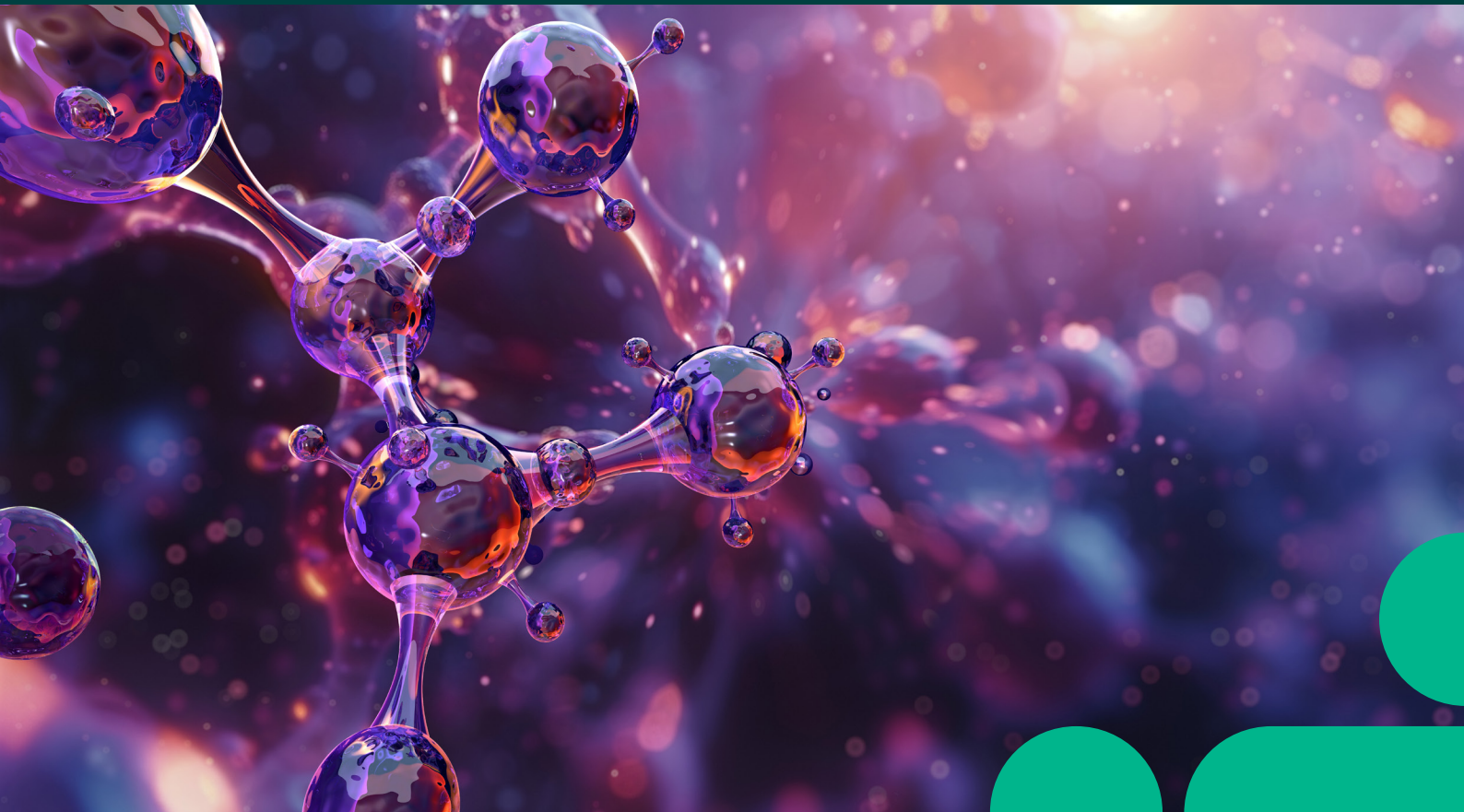


CPHI Global Ambassador Case Study

Cormica



CPHI Global Ambassadors

Become a trusted industry voice in the international pharma community as a CPHI Global Ambassador.

The program was set up to showcase the work of our most dedicated exhibitors – organisation of any size who have participated in several of our worldwide events for more than two years.

Our newest CPHI Global Ambassador is a pharmaceutical and medical device testing company **Cormica**. We spoke with **Aiden Tingley, Global Marketing Manager**, to find out more about Cormica's journey, what brought them to CPHI, and their evolving experience of exhibiting at our events.



Aiden Tingley
Global Marketing Manager



“CPHI has provided a platform to connect with global pharma and device companies, supporting our growth and visibility.”



Introducing Cormica

Initially founded as a testing facility in 1962, **Cormica** has become one of the leading global medical device and pharmaceutical testing companies, with teams working in facilities and laboratories across the US, EU and UK.

With a full suite of services across pharmaceutical, medical device and combination product testing, Cormica has expanded significantly over the past six decades. Through strategic acquisitions and partnerships with like-minded international companies, the company has built up impressive industry experience, and prides itself on a “deep regulatory understanding” of the pharma sector.

As the company’s Global Marketing Manager, Tingley is responsible for “leading Cormica’s marketing strategy, driving brand awareness across international markets and supporting commercial growth” to ensure further expansion for the company. Indeed, it was his goal of “raising awareness of our integrated offering across multiple geographies” which led him to investigate CPHI’s events as a possible way to build its network and spread the word.

STATS

Name:
Cormica

Founded:
1962

Location:
United Kingdom, United States, Germany

Field:
Analytical Chemistry, Microbiology, Sterility, Physical and Packaging Testing Of pharmaceuticals and Medical devices

Size:
250+ employees



Cormica's road to CPHI

Why CPHI?

Cormica first began exhibiting at CPHI conferences in 2024, making appearances at both CPHI Americas, shortly after making their first American acquisition, and CPHI Milan, raising awareness of their business to a combined total of almost 65,000 attendees across the two events. They were drawn to our events by glowing recommendations from peers and clients who were regular attendees at previous shows.

The company gravitated towards CPHI off the back of its reputation as “a recognised hub for pharma innovation and [a place for] networking with key decision-makers.” Tingley noted that Cormica’s aim as an exhibitor was to “boost brand awareness, forge new partnerships and showcase our work to new audiences.”



Cormica's road to CPHI

The CPHI experience

Tingley describes the company's initial experiences of exhibiting with us as "professional, busy and rewarding." Each of Cormica's representatives at CPHI Milan had their own area of expertise, giving the company a chance to showcase the diversity of their offerings to attendees on the show floor.

He also called Cormica's networking experience during CPHI shows "very valuable", meeting new global contacts and reconnecting with existing ones. Tingley also appreciated that, alongside the onsite meeting and conference rooms, CPHI offered more informal areas to meet with prospects, as they allowed for "some great introductions to happen naturally."

When asked to name a highlight from his time at CPHI events, Tingley singled out having the opportunity to hold a first in-person meeting with a client, "after years of virtual collaboration." This shows how, even five years after the outbreak of the COVID-19 pandemic, events like ours are still giving the pharma industry a place to reconnect, helping businesses create and nurture lasting relationships.



After the show

Highlights

“CPHI has provided a platform to connect with global pharma and device companies, supporting our growth and visibility.”



Praising CPHI events for being “professional and well-attended,” and for the “strong global exposure” they offer, Tingley’s experience suggests Cormica as a shining example of what businesses can accomplish at the heart of pharma.

With Cormica having been a presence at our events for over a year, Tingley describes the company’s partnership with CPHI as a “growing” one. Elaborating that “each event has given us better positioning and more valuable interactions,” he explained that the business has “quality leads and

initiated partnerships” as an exhibitor, with some contacts made at CPHI events leading to “ongoing projects and long-term collaborations.”

As far as where Cormica are looking to take their business in the future, the company’s aim is “to become the leading integrated testing partner for regulated life sciences globally, expanding our capabilities, team and client reach.” Based on what they’ve already accomplished as a CPHI exhibitor, there’s every chance they’ll reach those goals, and we’re thrilled to be a part of their journey.

Do you want results like this?

Join the CPHI community and grow your business like **Cormica**.

Contact us today to learn how we can support you with your specific goals.

Discover more about exhibiting at one CPHI's events and put yourself at the heart of pharma.

