



BUSINESS STORIES

PHARMACEUTICALS

AT A GLANCE

CHALLENGE

- Problem of poor raw material quality not being addressed
- Poor supplier communication
- Thousand of pounds worth of scrap material being wasted every week

BENEFIT

- Output increased and scrap reduced
- Good communication with new supplier

CHALLENGE

A large multinational healthcare company was complacent about its line performance. Poor supplier communication and raw material performance was resulting in lower output and material losses leading to thousands of pounds worth of scrap material being wasted every week.

SOLUTION

- ✓ In collaboration with the client, we conducted a full analysis of process losses.
- ✓ Engaged with the raw materials supplier to understand their ways of working and explore possible solutions.
- ✓ Agreed with the client that key equipment would be overhauled during summer shut-down to prevent down-time losses.
- ✓ Worked with the new supplier to implement and validate a new design including functional testing at the supplier's test facility.

BENEFIT

- OEE IMPROVED** Having helped the client identify and address their key packing line issues, OEE was improved, increasing output and reducing scrap.
- IMPROVED SUPPLIER RELATIONSHIP** The relationship with the new supplier was dramatically improved leading to better collaboration and problem solving.

RESULT

With improved design and better supply chain, analysis showed potential savings of £1.8m on the key UK site. Subsequent analyses across European sites showed potential savings of €6M+ for this key raw material.

All achieved in around 12 months.



"This was an interesting project to work on and illustrated the importance of maintaining good relationships with suppliers."

"When volumes are large, small changes can make a bit impact on costs and profitability"

ANDY DOBSON

Generator