

ANOTHER PROMISE DELIVERED

A DEFINING MOMENT IN WORLD-CLASS EXPERTISE

HOW PHARMA TECH INDUSTRIES TURNED ITS
FIRST MAJOR TECHNOLOGY TRANSFER INTO A
BLUEPRINT FOR SUCCESS

The Situation:

When Johnson & Johnson (J&J) decided to outsource some of its consumer products, Pharma Tech industries was one of several companies interested in the opportunity.

The Challenge:

Pharma Tech soon realized that to manufacture J&J's products at a high standard required "outside the box" thinking. The problem was that in 2005, no one had the capacity to handle the enormous volume of topical powder products that J&J was then producing at its manufacturing facility in Royston, Georgia.

The Solution:

A full analysis by Pharma Tech's leadership showed that the fundamental step to set the stage for success was to acquire the entire 260,000-sq.-ft. facility. After being selected through a competitive bidding process, Pharma Tech was awarded a long-term supply agreement. It improved the site's operating capabilities, built a new ERP system from the ground up, and implemented other key innovations which transformed the operation from an in-house facility for J & J to a world leader in the external manufacturing and packaging of powder products.

The Result:

This defining moment in Pharma Tech's history was a site transfer - a highly successful one with many vital benefits:

- Multi-year fixed price supply agreement & significant reduction in COGS through reduced overhead
- Transfer of certain business to other J&J suppliers and the ability to reposition certain assets
- Ongoing cost improvements for existing business resulting in millions of dollars in savings
- Best-in-class service and quality performance consistently delivered - in 2012 Pharma Tech was awarded Best Supplier of the Year
- Increased utilization of facility through business from several pharmaceutical customers, creating a more diversified base

ACQUIRING A
260,000-SQUARE-
FOOT
FACILITY IN ONE SEAMLESS TRANSFER

"Pharma Tech, as a strategic partner, has consistently demonstrated the ability to perform at a high level on a daily basis and to meet the challenge of large project tasks, often going above and beyond the call of duty."

-- a Johnson & Johnson franchise director

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