



pharma tech
INDUSTRIES
Your product delivered.

Case Study

A Defining Moment in World-Class Pharma Product Development Expertise



How Pharma Tech Industries turned its first major technology transfer into a blueprint for success

Seizing a Transformative Opportunity for Pharma Contract Manufacturing Companies

When a large, global pharma company decided to outsource some of its consumer products, Pharma Tech Industries was one of several companies asked to develop a proposal.

Challenges in Handling Large-Scale Pharma Manufacturing & Production

Pharma Tech Industries soon realized that to manufacture the company'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 the company was then producing at its pharmaceutical manufacturing facility in Royston, Georgia.

Acquiring a
260,000 sq.
ft.
facility in one seamless transfer

Pharma Tech Industries' Pharmaceutical Contract Manufacturing Solution

A full analysis by Pharma Tech Industries' leadership showed that the fundamental step to set the stage for success was to acquire the entire 260,000-sq.-ft. pharma manufacturing facility. After being selected through a competitive bidding process, Pharma Tech Industries 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 the customer to a world leader in the external manufacturing and packaging of powder products.



pharma tech
INDUSTRIES
Your product delivered.

Outcome: A Blueprint for Future CDMO Pharma Success

This defining moment in Pharma Tech Industries' 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 and expenses
- 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 Industries was awarded Best Supplier of the Year
- Increased utilization of facility through business from several pharmaceutical customers, creating a more diversified base

Pharma Tech Industries, a family of companies with locations in Georgia and Missouri, is a trusted solutions provider for powder-based products and custom packaging services. The companies provide development to high-volume commercial-scale production capabilities and offer a wide variety of delivery systems and formats, including sachets, stick packs, bottles, pouches, effervescent, tablets, capsules, drug-devices, and medical swabs.