

INDUSTRY

# Pharmaceutical & Medical Devices

Manufacturing Excellence for a Healthier World.

## Does your organization struggle with:

- Supply chain disruption challenges
- Inflation causing high input costs
- Rising variable costs
- Evolving capability requirements
- Talent recruitment and retention
- Sustained efficiency improvements
- Lack of a structured Management System

## Leverage TBM's deep expertise in pharmaceutical and medical devices to:

- Enhance quality, capacity, compliance, and cost-efficiency
- Optimize spend and manage procurement efficiently
- Engage and empower employees
- Optimize operational efficiency and quality control
- Ensure product availability
- Improve equipment reliability
- Integrate new acquisitions

## Streamline new product introductions, release capacity and increase productivity.

To improve profitability and manage growth, TBM's pharmaceutical and medical devices experts are helping companies transform their operations by adopting innovative business processes and broadening their focus on best practices beyond R&D. In a world that demands immediate access to the latest drug therapies and vaccines, speed-to-market and high-quality go hand in hand. Well-designed and executed business processes can deliver both high quality and short lead times between production and product shipment.

## Our main pharmaceutical and medical devices industry focus areas:

**Performance Improvement:** Efficiently monitor process quality through effective batch record design and execution, increase capacity with rapid changeovers, streamlined line clearance, ramp-up improvements, and scrap reduction. Ensure regulatory compliance by effectively resolving CAPAs and other minor findings while reducing direct labor and material costs.

**Supporting the Growth Agenda:** Efficiently integrate new acquisitions to drive Enterprise Value rapidly and effectively. Help identify bottlenecks and install new equipment within existing lines or plan & implement additional capacity as needed to meet increasing demand while avoiding unnecessary capital expenditures.

**Asset Utilization:** Enhance Overall Equipment Effectiveness and implement a World-Class Maintenance Department to improve equipment reliability.

**Supply Chain Management:** Ensure product availability with improved OTIF, while addressing Improved Planning and Scheduling. streamline support services from internal laboratories, warehouses, and shipping.

**Management System:** Develop effective metrics by area from the shop floor to the executive level that drives action and accountability. Engage and empower employees to take action, improve quality, and foster a problem-solving culture through the development and training of personnel.

## About TBM Consulting Group

TBM is a global operations and supply chain consultancy with deep roots in operational improvement and lean manufacturing. Many of our consultants have worked in or with pharmaceutical and medical devices manufacturers during the course of their careers. Our senior management consultants have 25+ years of hands on experience in C-suite, operational leadership or continuous improvement roles.

### Pharmaceutical and Medical Devices Manufacturing Results

#### PHARMACEUTICAL MANUFACTURER

##### Productivity Increased, Changeover Time Reduced, Backlog Reduction

After six months the pharmaceutical manufacturer observed significant improvements:

- Changeover time reduced by 60% to 75%
- On-time delivery improved from 85% to 90%
- Backlog reduction of 100% within 6 months
- Inventory reduction of 13%

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#### MANUFACTURER OF CONSUMABLE MEDICAL PRODUCTS & SUPPLIES

##### Lower Direct Labor Costs, Inventory Reduction, Faster Delivery, Fewer Shipping Errors

- Achieved revenue and earnings budget for the first time in 18 months
- Reduced backorders by over 70%
- Lowered inventory by \$1 million
- Reduced direct labor cost per piece by 23%
- Shipping errors reduced by 90%
- Improved overall equipment effectiveness on key production lines by 114%
- Reduced safety incidents by 40%

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#### CONTRACT MANUFACTURER AND PACKAGING TO OTC PHARMA

##### Throughput Increase by 6-8%

- Time saved from these events provided 6-8% additional throughput.
- SMED activities on 4 of 7 lines resulted in a 70% reduction in changeover times.
- Maintenance focus addressed chronic unplanned downtime on the improved bottling lines—resulting in increased efficiency from the low 80% range to the low 90% range.

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### TBM's Pharmaceutical and Medical Devices Experts



#### Nero Haralalka

Director, US Consulting

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Nero Haralalka is a LeanSigma Master Black Belt with 35 years of experience in the areas of operational excellence, product development, statistical modeling using AI, and root cause problem solving.

Nero is sought after for his ability to lead and motivate teams from the shop floor to corporate offices in all aspects of LeanSigma and enterprise-wide transformations at world class pharmaceutical, lab and medical solutions manufacturers such as Genzyme, Alexion Pharmaceuticals, Path Labs, Solstas Labs (Quest Diagnostics), Formulated Solutions, Arthrex and St. Jude Medical. Nero has a Masters in Mechanical Engineering and a Bachelor of Science in Mechanical along with AAMI and QSR Certifications.



#### Ashay Gude

Senior Management Consultant

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Ashay Gude is a dedicated, results driven and adaptable leader with 16 years of documented success in Management Consulting, Operations and Supply Chain Management, Operational Excellence, Change Management and Team Leadership in the United States, Japan and Canada. He is a relationship and results oriented critical thinker who builds purposeful teams to deliver value-added solutions to drive organizational transformation, cost-reduction, and performance improvement. Ashay has led a progressive career at pharmaceutical and medical solutions manufacturers such as Abbott Laboratories, Young Innovations and Germiphene. Ashay has earned a Bachelor's and Master's degree in Mechanical Engineering, and an MBA. He is also a Lean Six Sigma Black Belt (ASQ).

## Speed wins every time.

TBM specializes in operations and supply chain consulting for manufacturers and distributors. We accelerate operational performance to make you more agile and help you accelerate business performance 3-5x faster than your peers.



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