

Making External Manufacturing a seamless extension of Internal Manufacturing

Company Name: Janssen Pharmaceutica

Location: Belgium

Sector: Life Sciences & Healthcare

Function: Supply & Demand Planning

Business Challenges:

Consider all cost containment programmes, including External Manufacturing, to continue delivering patient value at affordable prices.

Consulting Services:

Performance Improvement, R&D Optimization, Change Management

Capabilities: Innovation, Asset Management (multi-site management, contracts and contractor management)

Client quote:

“The immediate impact is that people are more capable of doing their jobs and working more effectively with partners.”
Luc Ruelens, VP External Manufacturing

Situation

Cost pressures on pharmaceutical manufacturers are global and growing. As a producer of active pharmaceutical ingredients for the Janssen Supply Chain, Janssen Pharmaceutica needed a clear strategy for the future and if supply could be guaranteed, External Manufacturing (EM) was crucial to this new strategy. The company wanted to become a supply chain organisation with both Internal and EM to provide an equally secured, competitive, reliable and compliant supply to Janssen Pharmaceutical Companies of Johnson & Johnson.

Approach & Delivery

Celerant Consulting was brought in to help the company drive its new strategy. The objective was security of supply through management of EM as a seamless extension of its own manufacturing footprint.

Achieving this required the development and implementation of a roadmap for the detailed qualification, selection and development of EM partners.

Celerant’s experts worked closely with the Janssen project team to address the specific requirements for the optimum way forward.

Clear timelines and results-focus were achieved by installing a robust Project & Portfolio Management System, progress was driven by pre-planning and allocation of all resources across EM sites and effective decision-making was facilitated by applying clear criteria for each process step.

Results

EM partners are now managed as Janssen Pharmaceutica virtual sites.

EM partners are systematically managed to Janssen Pharmaceutica standards.

Consistent risk management has led to improved CAPEX avoidance and accelerated cost productivity benefits in outsourcing.

Client Satisfaction

Janssen Pharmaceutica now has a robust roadmap for the management of EM, as well as for licensing & acquisition. It can now manage external partners as part of the core organisation and ensure efficiency, cost productivity and the release of capacity.