

All thoughts must be distilled into action and action that brings results.

LOOKING FOR THE PERFECT GLOBAL PARTNERS? IT'S ALL DOWN TO CHEMISTRY

Janssen Pharmaceutia knew that to continue delivering patient value at affordable prices, External Manufacturing was crucial to its supply chain strategy. Celerant Consulting helped it find the perfect partners.

'The immediate impact is that people are more capable of doing their jobs and working more effectively with partners.'

Luc Ruelens, VP External Manufacturing.



As a producer of active pharmaceutical ingredients for the Janssen Supply Chain, Janssen Pharmaceutia has to ensure that demand can always be met. Cost pressures on pharmaceutical manufacturers are global and growing all the time, so the company needed to implement a new strategy for the future. It wanted to become a supply chain organisation with both Internal and External Manufacturing (EM) to enable it to provide an equally reliable, competitive and compliant supply to global pharmaceutical companies such as Johnson & Johnson.

Creating long lasting relationships

Celerant Consulting was brought in to help drive this new strategy and guide the company

on how to manage EM as a seamless extension of its own manufacturing footprint.

Celerant's experts worked closely with the Janssen project team to develop and implement a robust roadmap for the qualification, selection and development of EM partners.

As the project involved multi-site management, contracts and contractor management, a comprehensive Project & Portfolio Management System was installed to achieve clear timelines and results-focus. 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. ■

CONSISTENT RESULTS

- EM partners are now managed as Janssen Pharmaceutia virtual sites.
- EM partners are systematically managed to Janssen Pharmaceutia standards.
- Consistent risk management has led to improved CapEx avoidance and accelerated cost productivity benefits in outsourcing.