

# OpX Advantage Program for Life Sciences

The path to operational excellence and guaranteed results





# Making the Business Case for Change

Although pharmaceutical and biotech manufacturers are committed to improving health and well-being, you're also in business to increase shareholder value.

That's not as easy as it used to be. Patents are being challenged. Blockbuster drugs are harder to come by. Safety concerns are at an all-time high. And prices are under increasing pressure.

Many of these revenue-squeezing factors are beyond your control. That's why leading producers are focusing on **operational improvements** to maintain and improve profit margins.

## The Time Is Right

Fortunately, recent developments offer new opportunities for achieving **operational excellence (OpX)**.

The first is an evolving regulatory climate. The FDA's historical approach for process changes has made manufacturers reluctant to attempt improvements. But the agency's new guidance on cGMPs and Process Analytical Technology allows a risk-managed approach to new technologies for improving operations, and offers a safe harbor for evaluating their success.

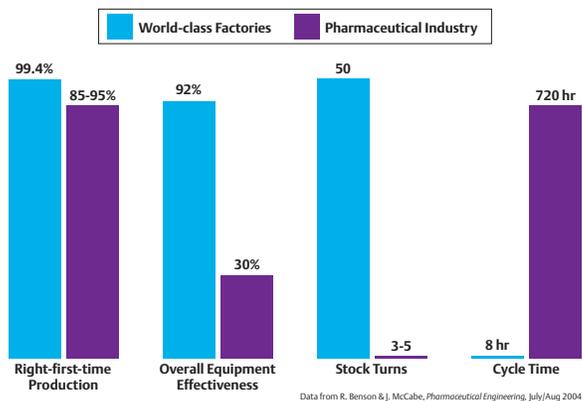
The second development is the growing availability of such technologies—from real-time quality measurement and analysis, to advanced process control, to integrated information management.

## A Wealth Of Opportunities

Every operation is different, but most harbor numerous opportunities for improvement.

- **Better quality.** Increase right-first-time results — for paperwork as well as products — using real-time process and analytical data, improved control, and automatic documentation.
- **Higher throughput.** Improve yield, repeatability, and cycle times with better end-of-batch prediction, automated sequencing, and more efficient work flow.
- **Greater availability.** Find hidden capacity by reducing both planned and unplanned maintenance; trimming calibration, cleaning, and changeover times; and avoiding documentation delays.
- **More productive operations and maintenance.** Enable personnel to work efficiently, eliminate non-value-added procedures, and keep equipment running smoothly, without costly variances.
- **Streamlined compliance.** Reduce effort needed to manage SOPs and compliance documentation.
- **Lower utility costs.** Cut costs for electricity, steam, WFI and other utilities by increasing process efficiency and equipment utilization.
- **Less waste.** Reduce wasted labor, material, energy and inventory costs for failed batches and documentation errors.

*Operational excellence is more than a goal; it's a necessity. But how do you make it happen?*



*Pharmaceutical manufacturing has not kept pace with operational improvements in other industries.*

## Charting A Course

But where do you begin? How do you build a business case for OpX investments, and turn the most promising opportunities into solid benefits? We can help.

Emerson's **OpX Advantage Program** provides a proven roadmap to operational excellence—including key services and technologies needed to reach your goal.

It's a job we're uniquely qualified to do. In decades of serving the life sciences industry, we've helped more than 75% of the leading global pharmaceutical and biotech manufacturers improve their process performance through our expert automation and engineering design services. And our PlantWeb® digital plant architecture—proven in thousands of installations around the world—is a key enabler for a broad range of benefits that go beyond better process control to include asset optimization and other operational improvements.

## How Do We Do It?

We've developed a highly effective OpX methodology to help you achieve success. From identifying initial opportunities to implementing enterprise-wide initiatives, it utilizes a risk-managed approach to improvement.

Emerson OpX consultants team with personnel from across your organization to develop a customized plan that addresses the critical aspects of your improvement project, including

- What are the priorities for problems to be solved?
- Where are the opportunities for increasing capacity and reducing variability?
- When and where do defects, delays, and inefficiencies occur?
- How can process and manufacturing capability be improved?
- What controls can be put in place to sustain the gains?

We'll then work with you to implement the plan, measure results, and—when you're ready—expand the benefits to other areas of your operation.

## Results Everyone Can Count On

We're so confident our OpX Advantage program can help you improve your operations that we'll even guarantee the predicted results (see sidebar). There's no better way to ensure consumers get the prices and quality they expect, employees the safe and productive work environment they deserve, and shareholders the returns they require.



*Our OpX Advantage Program provides you a structured approach to reach your goals.*

## Guaranteed Improvement



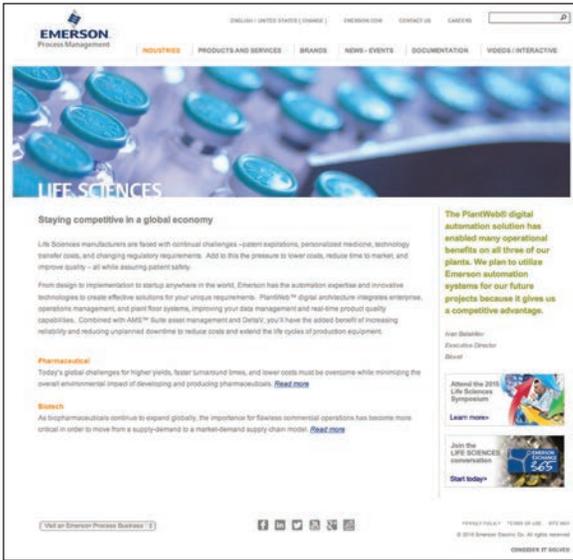
Through thousands of projects around the world, Emerson Process Management has gained the experience and expertise to predict—and deliver—improved operating efficiency. In fact, we'll guarantee it.



Using the tools and methodology of our OpX Advantage Program, we'll work with you to define, analyze, measure, and plan your targeted improvement and agree to parameters of the guarantee. After the project is carried out using agreed-to methodology, services, and technologies, a post-installation audit measures savings. The audit results are then compared to baseline performance as measured in our original study. We guarantee improvement. It's that simple.

If you'd like to learn more about how we can help you achieve the OpX Advantage or the terms of our guarantee, contact your local Emerson Process Management representative.

[EmersonProcess.com/](http://EmersonProcess.com/LifeSciences)  
**LifeSciences**



## World-class automation and operational improvement is just a click away.

For information to help you build an OpX business case, plan your next project, or learn more about technologies and services that can help you meet your goals, visit [www.EmersonProcess.com/LifeSciences](http://www.EmersonProcess.com/LifeSciences)

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