



LIFECYCLE COGS  
REDUCTION FOR  
A US BIG PHARMA

## CUSTOMER NEED



The customer had a basket of 6 on-patent products, including API and formulations, approaching expiry. The customer wanted a reduction in the COGs for these products to maintain its profitability in the late phase and off-patent stages

## WHAT WE DID

We developed an organizational focus on continuous improvements:

- Trained all employees in Operational excellence and lean projects
- Trained key employees at Institute of Leadership management

This process was followed by technical process improvements, yield improvements, backward integration in API and alternative sourcing measures

## VALUE DELIVERED TO CUSTOMER

A considerable cost reduction over 2 years was achieved for formulations (9-17%) as well as for APIs (12-17%). Overall price benefit to the customer was 2-9%. With a focus on “Customer Delight”, we at Piramal Pharma solutions strive to improve and delivery solutions that benefits the customer by maintaining the quality aspect!



Piramal Pharma Solutions is a contract development and manufacturing organization (CDMO), offering end-to-end development and manufacturing solutions across the drug life cycle. We serve our clients through a globally integrated network of facilities in North America, Europe and Asia. This enables us to offer a comprehensive range of services including Drug Discovery Solutions, Process & Pharmaceutical Development services, Clinical Trial Supplies and Commercial supply of APIs and Finished dosage forms. We also offer specialized services like development and manufacture of Highly Potent APIs, Antibody Drug Conjugation and are well versed in technologies such as Bio-catalysis, Route Scouting etc. Our capability as an integrated service provider & experience with various technologies enables us to serve Innovator and Generic companies worldwide.



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