

USCCG

When It Comes To  
The Life Sciences,  
We Can Help  
You Achieve A  
Breakthrough

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*USC Consulting Group,  
An Experienced Professional  
Resource for the Drug, Medical  
Equipment & Supplies, and  
Biotechnology Industries*



# life sciences

## Life Sciences Industry Experience

USCCG has been actively engaged in the drug, medical devices & supplies, and biotechnology industries for many years. During that time, we've helped many well-known and highly regarded companies to:

- Achieve warehousing cost reductions
- Eliminate waste
- Improve capacity
- Improve maintenance
- Improve quality
- Improve real time data reporting
- Improve shop floor scheduling
- Improve understanding of non-conformance issues
- Improve utilization of existing facilities & technology
- Improve yields
- Increase labor productivity
- Realize quality improvements through pFema and capability studies
- Reduce back orders
- Reduce cycle time (formulating, manufacturing, quality testing)
- Reduce inventory (raw, WIP, finished goods)
- Reduce overtime

- Speed up clean-outs, changeovers and start-ups

## Processes Worked

We've improved nearly every process, including:

- Advanced aseptic filling and packaging
- Attaching and winding
- Automatic and hand assembly
- Automatic and manual inspections
- Conventional fermentation
- Chemical synthesis
- Crystallization
- Distillation
- Freeze drying
- Gelatin encapsulation
- Granulation
- Grinding and honing
- Injection and silicon molding
- Integrated manufacturing (formulate, fill, inspect, package)
- Multivac packaging
- Terminal sterilization

## Product Experience

Along with many different processes, we have been involved with many different types of products, including:

- Adhesives
- Antibiotics
- Cardiovascular equipment

- Dry products (capsules, tablets)
- Freeze dried
- IV bags and accessories
- Lab and dental equipment
- Liquids
- Needles, sutures and syringes
- Steroids
- Sterile solutions and suspensions
- Surgical kits
- Urinary devices
- Wet products (creams, ointments, suppositories, syrups)

## Totally Customized Approach

Our approach is totally customized for each client and situation, but will typically include some or all of the following components and/or methodologies:

- Cycle time improvement
- Inventory and physical asset management
- Line balancing (equipment, resources)
- Maintenance, engineering and indirect support effectiveness
- Management/supervisory effectiveness

- Problem identification and resolution
- Process/equipment control and calibration
- Process mapping and optimization
- Resource and demand planning
- Sales and operations planning
- Statistical process control
- Structure and decision-making
- Visual management techniques

## Client Benefits

These tools and techniques enable us to deliver a wide range of benefits to our clients:

1. Better asset utilization
2. Better planning using existing software
3. Higher share of market
4. Improved communications skills at all levels
5. Improved customer service
6. Improved quality/less rework
7. Lower operating costs
8. Reduced cycle time
9. Reduced process variation
10. Repeatable process

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## Our Work

Let's take a look at some of our work in the drug, medical devices & supplies, and biotechnology industries. Each of the following solutions was totally customized and implemented by USCCG professionals, using proprietary techniques and methodologies, to meet the unique needs of individual clients. Here are some highlights from three real engagements.

### Case History # 1

Large tablet and syrup manufacturer serving the generic and branded pharmaceutical markets wanted to leverage existing facilities to meet growing market demand for its products.

**Our Assignment:** Reduce quality testing cycle time and improve core processes in anticipation of significant increases in volume.

#### Our Approach:

1. Conducted two-week feasibility study to identify and quantify benefits of potential improvements.
2. Established cross-functional teams throughout the facility.
3. Redesigned and streamlined the working formula and batch folder processes to improve productivity.
4. Installed capacity planning module to quantify resource needs to meet 80% growth in volume.
5. Minimized/eliminated non-value-added activities across the facility.
6. Used inventory management techniques to reduce WIP.

#### The Results:

1. Labor was reduced 5%
2. Productivity increased 20%
3. WIP was reduced by \$750,000

### Case History # 2

Manufacturer of disposable hospital

supplies sold through distributors to healthcare facilities.

**Our Assignment:** Reduce inventory to improve profitability.

#### Our Approach:

1. Obtained input from personnel at all levels in the organization to help develop improvement prototypes.
2. Installed master production schedule to match resources with expected level of demand, thereby reducing the need to carry so much inventory.
3. Reduced freight costs by consolidating less-than-full loads.
4. Combined work centers through manufacturing cell development to reduce headcount.

#### The Results:

1. Reduced inventory 10%
2. Reduced annual freight expense by \$500,000
3. Reduced labor cost by 50%

### Case History # 3

Manufacturer of needles and syringes for hospitals, clinics and resellers.

**Our Assignment:** Improve productivity and throughput, reduce costs.

#### Our Approach:

1. Conducted two-week feasibility study to identify and quantify benefits of potential improvements.
2. Obtained input from personnel at all levels in the organization to help develop improvement prototypes.
3. Installed new management operating system.
4. Applied 5 Ss approach.

#### The Results:

1. Improved throughput in grinding and honing approximately 25%

2. Reduced crewing in grinding and honing 25%
3. Improved throughput in assembly 15-20%
4. Reduced changeover times 10-15%
5. Improved asset utilization
6. Realized first favorable manufacturing variances in years

These results are fairly typical of what we've been able to accomplish in the life sciences field. You can review other case histories on our web site.

For more information, contact us at **800-888-8872** or [www.usccg.com](http://www.usccg.com).

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