



JAMES ROSS
CONSULTING

Benchmarking Eli Lilly's manufacturing sites against pharmaceutical best practice in Europe and North America

Eli Lilly's packaging processes have been developed to meet market, product, cost and regulatory needs. This has traditionally been built on development of medium / high volume ethical pharmaceutical products. However the ethical pharmaceutical industry is coming under increasing pressure from a number of external sources and factors.

Business Challenge

Many major pharmaceutical manufacturers had invested through the 1980's and 90's in high speed, high efficiency lines, built for long, sustained runs. However, the global marketplace is increasing demanding more flexibility, shorter runs, low costs. Ethical Pharma producers are also seeing margins eroded by low cost generics competitors and regulators are driving more diversity into the market; adding further complexity, driving down run lengths, increasing inventories and costs. Eli Lilly required a deeper understanding of their manufacturing processes and wanted to know how they compared with industry best practice.

How JRC Helped

We were commissioned to compare and assess capabilities, approach and methodologies across manufacturing sites in Europe and North America. This helped Eli Lilly in identifying and capitalizing on operational best practice across the sites and benchmarked these opportunities against pharmaceutical and other manufacturing businesses.

Value Delivered

The JRC survey provided Eli Lilly with a comprehensive analysis of current packaging capabilities and projected performance against a range of measures. These included comparison with direct and indirect industry competitors, assessment of cost / capacity impact of volume growth or range increase and potential opportunities for increased operational flexibility within the context of product, packaging and regulatory requirements.

About Eli Lilly

Eli Lilly and Company is a leading, innovation-driven corporation committed to developing a growing portfolio of best-in-class and first-in-class pharmaceutical products that help people live longer, healthier and more active lives. Lilly products treat depression, schizophrenia, attention-deficit hyperactivity disorder, diabetes, osteoporosis and many other conditions. They are committed to providing answers that matter for some of the world's most urgent medical needs.

About James Ross Consulting

James Ross Consulting is a mid sized global manufacturing consulting, technical support and analytical services company, with offices established in the UK, USA and Australia. Their three competence groups, Cost Optimization, Technical Support and Analytical Services, develop a full spectrum of services and solutions that address business opportunities and challenges common across industries. See also www.jrconsulting.com.

Cost Optimization, Technical Support and Analytical Services