

Honeywell POMS Background Information

Company Background

Honeywell POMS (formerly POMS Corporation) is the pioneer and industry leader in providing solutions that address the entire product life cycle – from discovery to finished goods. Honeywell POMS solutions increase cash flows for healthcare products and consumer packaged goods industries by reducing time to market for new products, improving manufacturing agility and effective capacity, reducing costs, and ensuring that operations are integrated into the e-business supply chain. The combination of POMS and other Honeywell products provides a single source for process and production management and environmental control solutions.

Mission Statement

We will help customers in the global pharmaceutical, biopharmaceutical and CPG markets achieve optimal performance by creating collaborative information and execution environments throughout the value chain - Lab to Product Commercialization - in order to:

- Improve cost & time to market
- Improve operational cash-flows
- Improve agility in execution

Commitment to Value

Honeywell POMS customers realize tangible, financial value that is consistently measured in the tens, even hundreds, of millions of dollars.

Honeywell POMS' commitment to delivering value underpins a basic philosophy behind software development, solution implementation, support, and account management. The enhancement of POMS' product suite is always driven with the key value drivers of our customers in mind. Honeywell POMS' approach engages senior executives on the financial returns from Honeywell POMS products and the importance of POMS to their product development and manufacturing strategy. POMS out-of-the-box functionality and service philosophy is designed to maximize the speed of implementation, so that time-to-benefits is minimized.

Business Drivers / Benefits Provided

- Increased revenue, profitability, and manufacturing agility from more effective use of production capacity, reduced working capital, and reduced manufacturing costs
- Increased revenue and market share from reduced time-to-market by reducing initial product concept to commercial production time
- Increased customer satisfaction from reduced cycle times, smaller runs, and greater ability to customize products
- Enhanced E-Business supply chain effectiveness by integrating manufacturing operations into the overall supply chain management process.
- Increased plant stability, through product consistency resulting in a more responsive supply chain, and greater plant responsiveness
- Reduced manufacturing costs through improved manufacturing performance – shorter manufacturing cycle time, decreased production and packaging errors, reduced product waste during the manufacturing process, and improved utilization of labor and equipment
- Increased manufacturing agility through improved schedule attainment and tight supply chain integration
- Reduced time-to-market for new products through streamlined technology transfer from R&D to commercial operations
- Immediate visibility of Key Performance Indicators (KPIs) including cost, quality, and schedule attainment within and across all plants
- Improved customer satisfaction through increased quality controls and faster demand response
- Ability to drive continuous process improvement by providing real-time shop floor information and control for analysis, experimentation, and enforcement of best practices
- Improved compliance procedure by eliminating errors, deviations, and exceptions in the manufacturing process
- Reduced time-to-benefit through rapid implementations and comprehensive out-of-the-box software functionality

Products

Honeywell POMS solutions address entire product life cycles from new product development through manufacturing operations. Honeywell POMS solutions include products that utilize Internet technology to facilitate intra- and inter-enterprise collaboration found in today's E-Business supply chain. Honeywell POMS solutions are designed to be an integral component of a total supply chain management strategy.

POMS MES™ – POMS MES is a Manufacturing Execution System that increases responsiveness of manufacturing by ensuring products are manufactured and packaged the right way at the right time, every time at lowest possible cost. POMS MES enables control and tracking of all aspects of production on the plant floor, ensuring predictive quality and enforcing cGMP, Best Practice Manufacturing, and HACCP compliance while providing a complete history for compliance demonstration and performance improvements.

POMS MES uses the Interactive Process Director™ to guide operators and equipment through every step of the manufacturing and packaging process. It uses an interactive step-by-step dialog, that provides instant feedback, verifies whether actions taken are correct and executed in the proper sequence, and determines whether additional action must be taken before continuing.

POMS CMS™ – POMS CMS is a Clinical Manufacturing and Supplies solution that enforces cGMP procedures and streamlines the production, packaging, labeling, and distribution of clinical supplies. POMS CMS improves clinical supply organizations' ability to respond to medical and study sites, while reducing waste and costs, and ensuring compliance. POMS CMS guarantees that the right clinical supplies are delivered to the right investigation site.

The system's versatility is ideal for the small, constantly changing formulations, production volumes, and packaging requirements unique to clinical supplies. POMS CMS also reduces time-to-market by streamlining New Drug Approval (NDA) preparation activities, and accelerating the transition to commercial production volumes.

POMS Enterprise Application Integration (EAI) Modules – POMS EAI Modules increase responsiveness to customers and suppliers by providing easy integration to enterprise and plant systems including ERP, Advanced Planning and Scheduling (APS), Laboratory Information Management Systems (LIMS), process controls, RF devices, document management, and other E-Business solutions. POMS MES and POMS CMS also offer direct links to scales, barcode label printers, and packaging label design and printing systems.

POMS ePIC™ – POMS ePIC is the electronic Production Information Center, a Web-based solution that increases responsiveness by providing real-time status and progress of orders to your entire E-Business supply chain. POMS ePIC allows production supervisors, plant managers, clinical coordinators, customers, and distributors to view the real-time status of their production orders within POMS MES and POMS CMS. POMS ePIC builds relationships with partners and customers by enhancing the management of customer order fulfillment and effectively communicating order status.

POMS eKPI™ – POMS eKPI is a Web-enabled solution that drives continuous improvement by providing immediate feedback of Key Performance Indicators (KPI) within and across plants in the enterprise. POMS eKPI gives manufacturing executives immediate visibility to KPIs within and across all plants, to allow for more effective performance analysis and drive decision-making for continuous improvement. POMS eKPI provides up-to-the-minute information on plant utilization, quality, material yields, and on-time orders, providing decision support that helps the manufacturing organization focus on process improvement.

POMS® eSpec – POMS eSpec is a web-based specification management software solution that drives rapid product innovation for improved business performance. POMS eSpec manages the development and deployment of completed specifications required to plan, source, make, and deliver a product. It supports the full product life cycle, from



concept to commercial-scale manufacturing, with enterprise standardization and consistent multi-site manufacturing execution. And it supports the entire extended supply chain by enabling cooperative development and exchange of specifications with customers and internal or external suppliers through the Internet.

POMS eSpec will significantly reduce time to market by supporting structured collaborative product development and by reducing the time to full-scale production. POMS eSpec can be used as a stand-alone application or in combination with the POMS product suite. Together with POMS MES, POMS eSpec manages product development and global specifications, while POMS MES executes these activities and ensures that best-practice manufacturing is enforced. They cooperate to bridge the gap between new product development and manufacturing and address the entire product life cycle – from research to commercialization.

POMS eSpec is an object-oriented, web-based application based on industry standards designed to adapt to changing business requirements. The system fully incorporates S88 standards.

Markets

Healthcare Products

- Commercial Pharmaceuticals
- Clinical Pharmaceuticals
- Biotechnology Products
- Medical Devices
- Primary Pharmaceutical Chemicals
- Nutritional Products

Consumer Packaged Goods

- Cosmetics, Fragrances and Personal Care
- Dairy
- Flavorings, Additives & Extracts
- Food & Beverage
- Nutritional Products
- OTC Pharmaceuticals

Services

Honeywell POMS offers value-based services resulting in rapid time-to-benefit and continuous process improvement:

- Value-based methodology, POMS FasTrack™ ensures business requirements are effectively met with POMS solutions
- Manufacturing expertise with clear understanding of how to maximize the plant floor performance
- Industry-leading experience in deployment of consistent solutions across multiple facilities around the world
- Integration technology for easy integration to all relevant enterprise and plant systems

Technology

- Advanced, object-oriented technology
- Windows NT platform
- Supports Oracle and Microsoft SQL Server RDBMS
- Advanced Recipe Manager technology combined with manufacturing Best Practice Objects™ to support dynamic application configuration
- Multiple languages, including double byte

Partnerships

To leverage their success and knowledge base, as well as provide enhanced support for worldwide rollouts, Honeywell POMS has developed strategic partnerships and alliances with industry-leading organizations that extend Honeywell POMS' worldwide coverage.

Honeywell POMS consulting partners go through extensive training to receive POMS certification, ensuring they are properly qualified to implement solutions consistent with Honeywell POMS' values. Honeywell POMS works closely with its partners to ensure coordinated and complete implementation efforts, resulting in rapid benefits for their customers.

Software Partners

- JD Edwards
- Intellution
- Manugistics
- SAP
- Documentum
- Wonderware

Technology Partners

- Microsoft (Certified Solutions Provider)
- Oracle
- Mercator
- Cognos

Global Consulting Partners

- CSC
- Cap Gemini Ernst & Young
- Foster Wheeler
- KPMG
- PriceWaterhouseCoopers
- Raytheon

Executive Leadership

Wayne Castner Vice President Business.FLEX Pharmaceutical/CPG:

Wayne is responsible for the business development and global deployment of Honeywell POMS solutions as the corner stone for definition and deployment of the Honeywell Pharmaceutical/ CPG initiative. Wayne has more than 25 years of systems experience, with assignments in executive management, software product development, business management, marketing, and sales.

Honeywell POMS solutions, as part of the Business.FLEX suite, provide single-source solutions for product development and manufacturing operations for customers in the health care and consumer packaged goods industries. Under Wayne's leadership the Honeywell POMS executive team is responsible for the strategic and for overall operational management direction which will bring additional value to the existing Honeywell POMS product suite by integrating its other "best of breed" automation solutions into cohesive solution offerings targeted to the regulated industry needs. The team will also provide direction to leverage synergies across all Honeywell business entities, which include Honeywell's Specialty Chemical and Pharmaceutical manufacturing businesses, IAC, and H&BC.

Curt Grina, President: Curt is co-founder of POMS Corporation. He shares responsibility for POMS strategic direction and for overall operational management. He also directs the company's product development strategy. Curt has more than 27 years of computer systems development experience, with 20 years of executive management experience in manufacturing software product development, business management, marketing, and sales.

Sam McNamee, Vice President, Development: Sam has over 20 years experience managing development and implementation of manufacturing and supply chain systems. Sam directs all POMS product development and is responsible for defining and setting platform architecture and application direction. He previously served as POMS Director of Applications and currently serves as a member of the senior executive management committee.

Rick Gallisa, Executive Vice President Worldwide Sales: Rick is a 15-year veteran of Honeywell International with a background that includes divisional management of accounts, sales, and operations, with proven results. Rick serves on POMS' senior executive management committee and is responsible for worldwide sales, marketing, and alliances. His marketing responsibilities include product marketing and management.

Rick Sterrett, Vice President, Services: Rick directs POMS's professional services—including consulting, implementation, customer support, quality assurance, and training—in support of customer satisfaction and corporate profit objectives. He has more than 15 years of experience in the management of manufacturing systems integration and consulting and also a member of the senior executive management committee.

Pat Cass, Vice President, Product Marketing: Pat is responsible for setting product strategies and functional directions for Honeywell's Pharmaceutical/ CPG solutions. Pat boasts seventeen years experience as a software professional, with 8+ years experience technical management and software system deployment to a cross-section of Honeywell's process industry customers. Her areas of expertise include the integration of process control and production management software solutions, network protocols, and deployment of Internet-based software solutions.

Carolyn Hardy Vice President, U. S. Services: Carolyn directs POMS professional services in the United States including consulting and implementation in support of customer satisfaction and corporate profit objectives. Carolyn has 20 years experience in manufacturing operations management with a background that includes division operations manager, quality management, human resource management, controller and 5 years experience in management of manufacturing systems.

Steve Hardesty, VP Quality Management: Steve is responsible for the Quality Management program for Honeywell-POMS. He is recognized for the development and implementation of the company's comprehensive and continuous quality improvement and management program. Quality management addresses industry regulations and compliance, business processes, measurement practices, auditing, and testing. Steve has over 13 years of diverse quality management experience in healthcare, e-business, telecommunications, and defense technology.