

# Agility – The Definition of Success for Today's Health Care Manufacturer

As a health care manufacturer in today's fiercely competitive, fast-paced world, you are under increasing pressure to perform better and faster – to do more with less. Never has it been more important for your enterprise – and your entire supply chain – to be agile. Agility has become the most critical key performance indicator (KPI) because it influences the other KPIs that matter most – cost, quality and schedule attainment.



lowest possible cost and greatest return on investment.

Honeywell POMS® solutions are helping many health care manufacturers to meet these challenges with unparalleled agility. And they can do the same for you.

## Focus on the Product Life Cycle for Increased Benefit

With POMS, Honeywell is world renowned for leadership in pioneering solutions for the entire product life cycle of health care and clinical manufacturing operations. POMS solutions give you comprehensive management capability over new product development, manufacturing, packaging and quality assurance and control. This comprehensive capability is delivered by an advanced manufacturing execution system (MES) at the core, with complementary and standalone applications that serve specialised needs, including POMS's breakthrough electronic specification offering – POMS eSpec®.

The way you manage your product's life cycle affects every other aspect of your enterprise. It determines the speed at which you bring new products to market, as well as your ability to reduce costs, satisfy your customers and meet your planning, scheduling and distribution goals. New business drivers such as e-commerce, worldwide competition, and global sourcing are placing tough new demands on manufacturing operations – just as the implementations of enterprise resource planning (ERP) and supply chain planning systems have placed added pressure on manufacturers to perform more efficiently.

We've designed POMS solutions to handle these challenges. Our solutions proactively enforce best practices, quality and regulatory compliance, while helping you avoid the risks, costs and time delays of waste and error. The MES foundation has an electronic batch record (EBR) system that enables consistency, effective control and compliance. It is unmatched by any other EBR system in the industry.

With the manufacturing agility that POMS provides, you will see dramatic improvements in plant performance. Actual customer benefits have included:

- US\$72 million savings through eliminating bottlenecks
- US\$50 million increase per year in effective capacity through decreased cycle time

Agility gives you the flexibility to meet ever-shifting customer expectations, whilst being structured enough to meet and exceed rigorous regulatory requirements. It also helps you control your manufacturing operations to meet your supply chain commitments, with the highest quality product,

- US\$500,000 annual reduction in product waste per plant
- 90 per cent reduction in batch/device record deviations
- 30 per cent improvement in overall plant performance

## Support for Enterprise Systems and e-Business Supply Chain

POMS solutions have the functionality required at plant floor level that is missing from ERP, supply chain planning, and equipment and process control systems. Our solutions complement and enhance existing systems by providing a conduit to critical plant floor data. They provide real-time visibility into the manufacturing plant, feeding critical information about plant operations to the enterprise. At the same time, they calculate the KPIs that are important for monitoring and improving critical production processes, so that the plant can deliver on today's e-business supply chain processes.

## POMS Product Portfolio

POMS Solutions, as part of Honeywell's comprehensive Unified Manufacturing™ Solution for the health care industry, typify Honeywell POMS eXceleration™, a focus on the enhancement of a manufacturer's ability to accelerate innovation across product development, manufacturing and e-commerce, all under a common standard of excellence. Honeywell POMS eXceleration enables manufacturers to 'be smarter and go faster' by increasing cashflows via reduced times to market, improved agility and effective capacity, reduced costs, and full integration of operations into the e-business supply chain.

The solutions portfolio includes: POMS Manufacturing Execution System (MES); POMS Clinical Manufacturing System (CMS); POMS Electronic Specification System (eSpec); and POMS eKPI, ePIC, and eRPI. These products are used by more than 15,000 people across more than 20 countries, in industries including dietary supplements, food, beverage and personal care products, commercial and clinical pharmaceuticals, biopharmaceuticals, nutraceuticals, primary pharmaceutical chemicals, and medical devices. Our customers include Baxter Healthcare, Dompé Pharmaceuticals, SpA., The J.M. Smucker Company, Johnson & Johnson PRI, Boehringer Ingelheim, Aventis, Schering-Plough Research Institute, Tnuva Dairies, and R.P. Scherer.

More information on POMS solutions can be accessed on the Honeywell POMS website at [www.poms.com](http://www.poms.com) or contact:

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