SARTORIUS

Success Story

Cost of Goods Optimization for a Leading Pharmaceutical Company

Case profile

Company type:
Large CDMO | CMO

Related molecule:
Proteins: drugs, biosimilars, and active pharmaceutical ingredients

Related process steps:
Upstream processing
Downstream processing

Our client is a leading pharmaceutical company, prominent in Central and Eastern Europe and specializing in generic drugs, biosimilars, and active pharmaceutical ingredients. The organization has a strong focus on innovation and quality in research and development to enhance healthcare solutions. To remain competitive, they aimed to achieve significant cost savings while protecting their market share, which led to a collaboration to identify and implement effective solutions.

Challenge

Facing significant pressure in the competitive generic drugs market, the organization targeted a 30% reduction in production costs to maintain its market position. This included a 10 – 15% decrease in cost of goods and a further 15% improvement in process efficiency through optimization of upstream and downstream processes. The challenge was to achieve this substantial cost reduction without compromising product quality or increasing competitive risk.

Provided solution

Sartorius supported the organization in standardizing single-use technologies and optimizing consumables to reduce costs. Process intensification strategies were also discussed: upstream by improving seed train efficiency and adopting perfusion cultures; and downstream through multi-column chromatography (MCC) and optimized virus inactivation to reduce costs and processing time.

Before

- Traditional batch upstream and downstream processes
- Approximately 190 customized and 290 standard consumable designs

After

- Proposed intensification of upstream and downstream processes
- 80 harmonized alternatives to reduce customization of consumable designs
- 350 standard consumable designs

Minimized
manual connections with Tuflux® alignment

Depth filter optimization saving €10,000 per batch

Up to €3 million in annual savings through consumable standardization and optimization

Up to 30% savings in resin and buffer costs with MCC

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Learn more
sartorius.com/process-intensification