



# Generating value by challenging ideas on an established manufacturing process

## Challenge

Isochem, a large Contract Manufacturing Organisation (CMO) had been operating a multi-stage synthesis process for over 25 years. Although deemed the 'best possible' route it involved tricky and long process steps, resulting in poor profitability. The company needed to reduce costs and drive value, but after 25 years what was there left to optimise?

## Approach

A Britest trained internal team ran a process improvement study incorporating two rounds of lab trials, built around answering three key questions:

- Could production costs be reduced?
- Where was the value?
- How well do we understand the process?

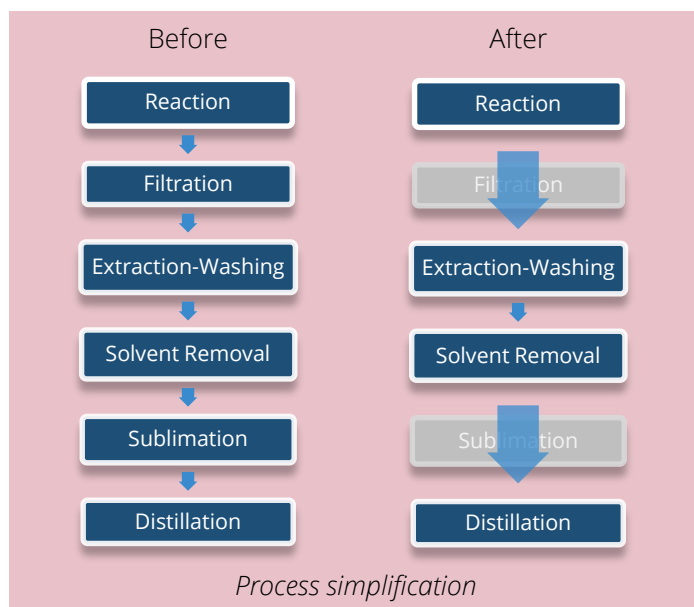
The study discovered that chemistry and critical parameters were not well known, and that the efficiency of the work-up and purification stage was not clear. The Britest understanding-driven approach and focus on the messages of data captured from production campaigns allowed false ideas and rumours to be killed, and ultimately efforts could be focused on the critical stage of the process.

## Benefits

- Dramatic simplification of work-up and purification
- Filtration and sublimation completely eliminated
- Reduction in time-consuming extraction steps.
- Yield increased from 76% to 81%
- Production cycle time reduced by 60%
- Production margin on redesigned process improved by 15%
- Value gained amounted to total business turnover of €500 000 per annum.

## Key Features:

- **Client** - Isochem S.A.S.
- **Industry Application Area**  
Pharmaceuticals - manufacturing, process improvement, synthesis
- **Challenge**  
Finding process improvements in a 25 year old manufacturing plant
- **Solution**  
Facilitated process for open dialogue between manufacturers, equipment providers and key stakeholders
- **Outcomes**  
Yield increased from 76% to 81%.  
Cycle time down by 60%.  
Production margin improved by 20%  
Annual value gained: €500 000.



“ **Britest helped us better understand our process and focus our efforts on where the gains were.** ”

YVES ROBIN, VPR&D - INDUSTRIALISATION  
Isochem S.A.S.

Supporting organisations in gaining value from process understanding

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