

DARE TO FLY

MANUFACTURING

EDUARDO ALONSO
HEAD OF PRODUCTION
GALENICUM SAG



Barcelona - March 15th 2023

Galenicum | 20 YEARS

1. ROLE OF YOUR AREA WITHIN THE INDUSTRY



Production Area

Production Area is the core of our Company, without production no product.



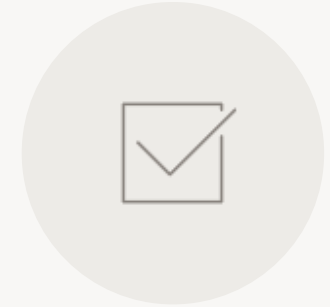
Innovation

Innovation belongs to the R&D or Market strategy.
However, without the product we don't have anything!.



Galenicum's Purpose

Galenicum's purpose is improving people's lives providing worldwide high-quality medicine at an affordable price . But at the end of the day we are a pharmaceutical company and it works as a business.



Transformation

Transform products: Time, cost , quality and safety of people.

2. ONE DAY IN THE OFFICE

- NO OFFICE - Management by walking around -
- SQDCP: Security - Quality - Delivery - Cost - People
 - Revision of the KPIs (Key Performance Indicators)
 - Production: OEE (Overall Equipment Effectiveness)
 - Production Budget Compliance
 - Strategy : New Products
 - Strategy: New Facilities/Equipment

2. ONE DAY IN THE OFFICE



1. People must be safe

- Incidents



2. Quality

- Claims:
- Deviation Reports
- Complaints
- Risk Analysis
- Reviews



3. Delivery

- Delivery Time
- Delivery Level
- Breakdowns

KPI: Key Performance Indicator

2. ONE DAY IN THE OFFICE



4. Cost

- Income
- Sales
- Expenses
- EBITDA
- Investments



5. People

- Absenteeism
- Training
- Engagement

KPI: Key Performance Indicator

2. ONE DAY IN THE OFFICE



Best/worst of the job position

- Stress-Mental Agility
- Meeting deadlines
- Technical problems
- Communication with people
- Delivery service
- Team organization
- Challenging 365 days
- You need to master many disciplines

3. WHAT IS THE MARKET LOOKING FOR



Soft Skills

- Flexible & Adaptability
- Open minded
- Proactive
- Good management skills
- Ability to work under pressure
- Team player
- Good communication skills
- Focused on results & Problem Solving



Technical Skills

- Knowledge in Pharmaceutical / Chemical installations and utilities
- Mechanical and Industrial Engineering
- GMP training



Languages

- Fluent in English

MERCI

THANK YOU

GRACIAS

GRÀCIES