

The Active Agents for Efficiency.



Pharmaceutical Industry

Efficient outsourced pharmaceutical operations.

Reliable operational execution ...

The pharmaceutical industry is characterised by intensive competition, high cost pressures and falling margins. Significant consolidation is also taking place in the industry through international mergers & acquisitions, creating further competitive stresses in the industry. Only companies that combine competitively priced high-quality products with fast, efficient and cost effective production will achieve lasting market success.

As a result of these market forces there is now significant attention being focussed on the interaction between the production facilities, the built environment and the sites they are located on. Sustainable business success depends on realising efficiencies across the entire production process, through process optimisation and the realisation of synergies

... thanks to reliable secondary processes

The pharmaceutical industry is characterised by highly sensitive processes that demand reliability and experience to provide problem-free, cost effective production. As a business sector specialist, HOCHTIEF Facility Management is able to ensure ongoing systems reliability and availability within a secure production environment resulting in sustained product quality and cost-effectiveness.

Reliable and efficient services support your core business



HOCHTIEF Facility Management, through our in-depth and thorough knowledge of the pharmaceutical industry, is able to provide support in the following fields:

- The optimisation of facilities, buildings and sites and their interaction in the production process
- Contracting and Energy Services
- Analysis and concept preparation
- Operation and maintenance of all supporting technical facilities and media supply systems in accordance with cGMP regulations.

Seamless integration of services.

Our full-service offering guarantees that you are able to concentrate on your core business



Group backing for greater benefits

HOCHTIEF Facility Management, through the HOCHTIEF Group, is able to provide access to the full range of built environment and production services including development, construction, services, concessions and operations.

As HOCHTIEF, we design, plan, construct, and modernize buildings, facilities and production sites. In addition, our innovative financial models provide significant incentives for our customers to outsource. So speak to us before your investment plans are finalised. After all, we know the cost drivers in your industry – and where there is potential for optimisation.

Building up partnerships

We believe that relationships built on trust and the philosophy of long-term partnerships with our customers provide the best foundation for designing and implementing customer-centric solutions. With our broad range of services we believe that we are able to offer flexible and sustainable solutions. Through close collaboration with our customers we can integrate our innovative services with their core processes and help to optimise them. We do this by identifying those areas which we believe have the potential for greater efficiency and together with our customers, design and implement the appropriate solutions. We also assume responsibility for the outcomes. From maintenance projects to fully financed service packages with systems availability guarantees: turn to a new form of cooperation.

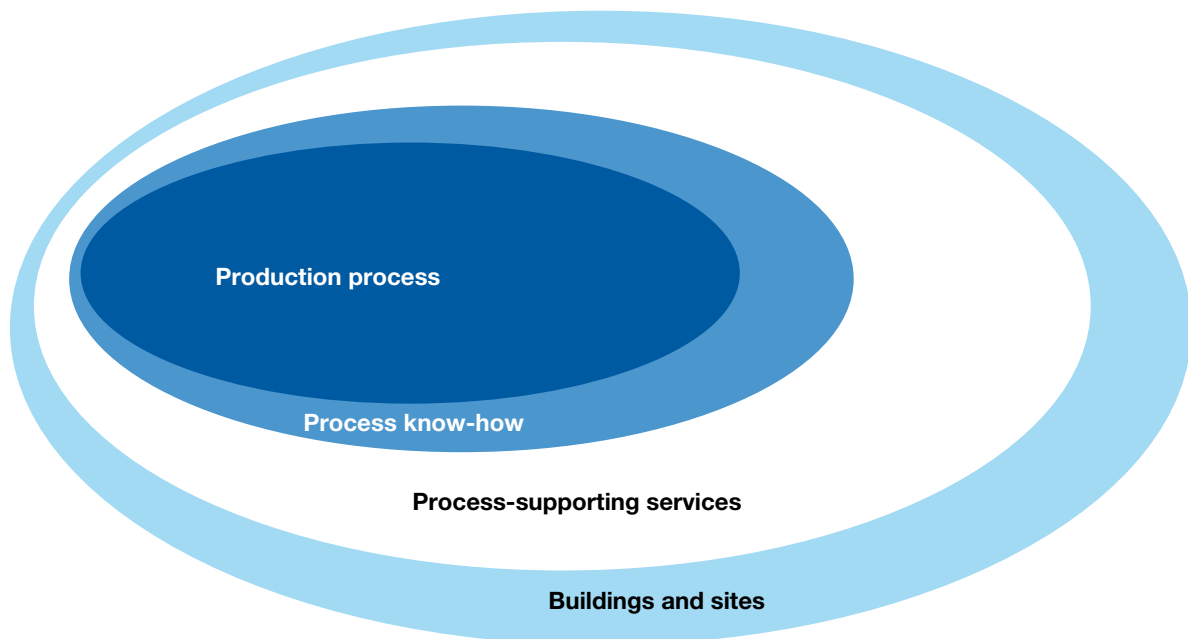
Utilising outsourcing competence

Numerous projects bear witness to our outsourcing competence. This can range from secondment to the permanent transfer of personnel in line with the relevant legal regulations and include a project in which we have assumed direct control over more than 2,300 personnel. Our integration philosophy not only encompasses long-term job security, but also the systematic integration of employees into HOCHTIEF with the help of our special integration team. We believe that only once a shared corporate culture is embraced and “lived” by all employees do we consider the integration process to have succeeded. We also believe in investing in our employees and creating new and interesting career prospects for our employees through a range of individual personnel development initiatives. This creates a solid foundation for a shared and successful future.

Individual solutions.

**We are familiar with your processes:
Our know-how gives you custom-designed services**

We adapt our solutions to your specific needs and requirements. We recognise the critical nature of your production processes and the need for absolute dependability and reliability. Clearly defined interfaces between us and our customers and process know-how on both sides is the formula for success.



Buildings and sites:

- Hard services: heat supply, drinking water supply, room air and cooling installations, electricity supply, security installations, materials handling
- Soft services: reception, janitor services, conference rooms, administration, cleaning, security etc.

Process-supporting services:

- Media supply: supplying the production process with electricity, water, heat, cooling, compressed air, chemicals, technical gases, waste water, high purified water, pure steam and vacuum, with subsequent disposal
- Contracting and Energy Services: operating power plants/energy control centres, from supply contracting to complete outsourcing, plant or performance contracting, analyses and optimisation solutions
- Soft services: cleaning, internal logistics etc.

Proven in practice.

The greatest challenges to service providers in the pharmaceutical industry relate to maintaining product purity and production quality. At HOCHTIEF Facility Management we are intimately familiar with these specific standards as required within the pharmaceutical industry. Our strength is the ability to take an end-to-end view combined with precise attention to detail. We have a proven track record in the pharmaceutical industry with an established record that clearly demonstrates our know-how and our reliability across many projects. We therefore have the knowledge and the experience to support you in accordance with the current Good Manufacturing Practice regulations (cGMP). We have the competence and skill to cover the entire value chain from R&D to production and through to administration, be it in large industrial complexes or individual locations. With HOCHTIEF Facility Management, you are not taking on an experiment.

In the USA, our colleagues at Turner Pharmaceutical, a subsidiary of the HOCHTIEF Group, are leaders in the construction of bio-technology production and R&D facilities and in the fields of bio-containment and warehouses for the pharmaceutical and bio-technology industry. A large proportion of the leading companies in these fields are clients of Turner Pharmaceutical. As the HOCHTIEF Group, we have accumulated a significant amount of practical knowledge and experience worldwide in the pharmaceutical industry and are able to draw on this knowledge and experience to offer our customers a substantial spectrum of custom-designed solutions.

If you are looking for industrial productivity at the highest economic and technical levels, the solution is HOCHTIEF Facility Management.



Time and again, our reliability has proven itself in practice

Our answers are as individual as your tasks.

You expect efficiencies, synergies and savings. You define your requirements and demand solutions.

As a committed partner we will strive to provide you with optimised secondary processes in production premises, and help to cut costs and ensure quality and high unit output. Through our expertise we are able to provide you maximum availability for your production and media supply facilities. In addition, we adapt our capacities individually to your needs in order to provide you with flexibility in the event of fluctuations in plant utilization. We offer everything through to the seamless and demand-conformant management of production, administrative and sales locations.

Cooperation with HOCHTIEF Facility Management on the basis of genuine partnership will give you more freedom and enable you to concentrate entirely on your own core processes.

Integrated facility management
Interlocking with industries value chain



More than meets the eye.

Utilize our industrial know-how,
benefit from our experience.

We create value and enable you
to focus on your core business.

Definitely a good decision.

Interested? Please contact us for further details about our range of services. Benefit from the experience we have gained in a host of previous projects and put us to the test!

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