

Scaling at the speed of demand




A customer's packaging advantage with Körber

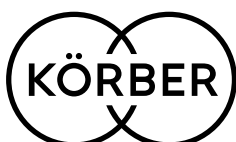


Launching a groundbreaking drug requires a packaging strategy that's equally innovative. When a Körber customer, a global leader in diabetes care and biopharmaceuticals, prepared to launch its new product, they faced a challenge: how to scale production rapidly while accommodating the complexities of a global launch. Leveraging their Late Stage Customization (LSC®) concept, Körber enabled the customer to overcome their production challenges, accelerate time-to-market, and achieve a successful product launch.

As the market launch of every blockbuster drug is characterized by initially supplying global markets with small quantities, pharmaceutical companies are faced with a major challenge when it comes to their packaging lines. While traditional high-speed packaging lines are extremely efficient for large batches, they would need to be adjusted frequently to small batch sizes of the initial phase of the product life-cycle. These changeovers would not only require a great deal of effort, but also result in a significant loss of production time as high-speed equipment, once stopped, calls for long ramp-up times. A Körber customer, a globally operating pharma company, therefore needed a packaging solution that could deliver both high-speed output and the flexibility to adapt to evolving market needs without compromising efficiency.

At a glance

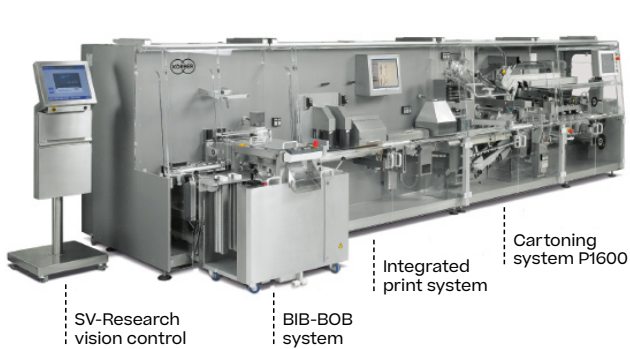
 Challenges	 Solution	 Customer benefits
<ul style="list-style-type: none">• Need to rapidly scale production of a new drug for global launch• Traditional high-speed packaging lines unsuitable for initial small batch sizes• Frequent changeovers of packaging lines leading to downtime, increased costs and potential for errors	<ul style="list-style-type: none">• Implementation of Körber's LSC concept featuring the BIB-BOB® module• Decoupling of primary from secondary packaging• Enabling high-speed production of primary packs and flexible, on-demand secondary packaging	<ul style="list-style-type: none">• Enhanced production flexibility to manage both large and small batch sizes• Seamless integration and accelerated time-to-market due to minimized on-site installation time• Reduced waste of pre-packaged products from inventory through alignment of secondary packaging with market demand• Reduced consumption of packaging foil thanks to only printing in the secondary packaging process• Decreased storage space and expensive foil stock by using neutral lid foil in primary packaging



Balancing speed and agility

Looking back, Körber's solutions have been instrumental in transforming their customer's manufacturing operations in the past. Their collaboration began with a bold step towards innovation: the purchase of their first Körber packaging line in 2020 followed by several additional lines. This successful initial project paved the way for further collaboration, leading to a rapid upgrade to

the cloud-based PAS-X NextGen MES. The customer's early adoption of this cutting-edge technology underscores their commitment to leveraging digital solutions for greater efficiency and agility across their production processes. It was therefore obvious for them to turn to Körber again in this case. Körber proposed their so-called LSC concept to them, including the established Blister Into Box and Blister Out of Box (BIB-BOB) module.



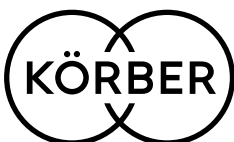
Körber packaging line with seamlessly integrated LSC concept featuring the BIB-BOB module.



Körber's Blister Into Box and Blister Out of Box (BIB-BOB) module.



Flexible and efficient handling of secondary packaging depending on market demand.



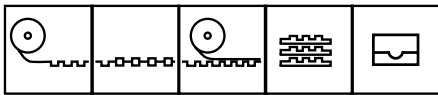
Our LSC solution, featuring the innovative BIB-BOB module, directly addresses the challenges of efficiently packaging smaller, market-specific batches – a critical success factor for the customer’s global launch strategy. By separating primary and secondary packaging processes, LSC unlocks a new level of flexibility and efficiency. Large batches of blister packs are produced on dedicated high-speed lines, maximizing output and minimizing downtime. Then, leveraging the BIB-BOB module, these blisters are efficiently bundled and staged for later customization.

This allows the customer to package smaller, market-specific carton batches on demand, eliminating the need for frequent line changeovers and significantly reducing waste associated with overstocking or outdated packaging. Additionally, only one foil is required for all batches, as the blisters can be individually printed later in the LSC depending on the batch. Furthermore, the system is designed to work seamlessly with Körber’s MES and Line Optimizer solutions, which was an ideal precondition for the customer, a long-standing user of PAS-X.

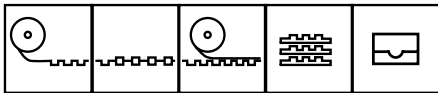
How BIB-BOB works with LSC Center

Classic Line Concept CSC

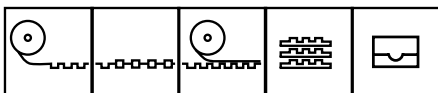
Line 1



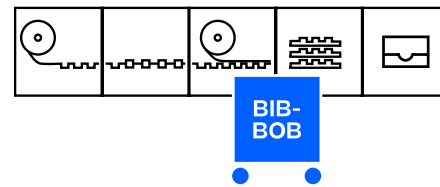
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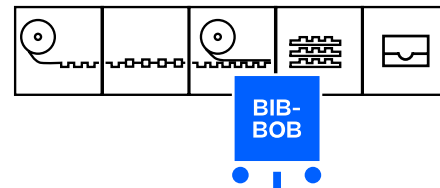
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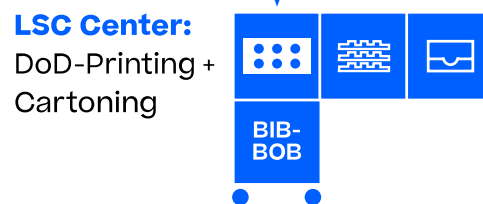
Late Stage Customization LSC



OEE
+25 %



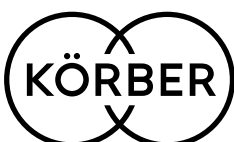
OEE
+25 %



Integration and functionality of the BIB-BOB module within packaging line causing OEE to improve.

“By implementing Körber’s split systems in the LSC setup, we have achieved a remarkable line efficiency exceeding 80%, even with frequent batch changes in our tablet packaging process.”

Feedback from customer



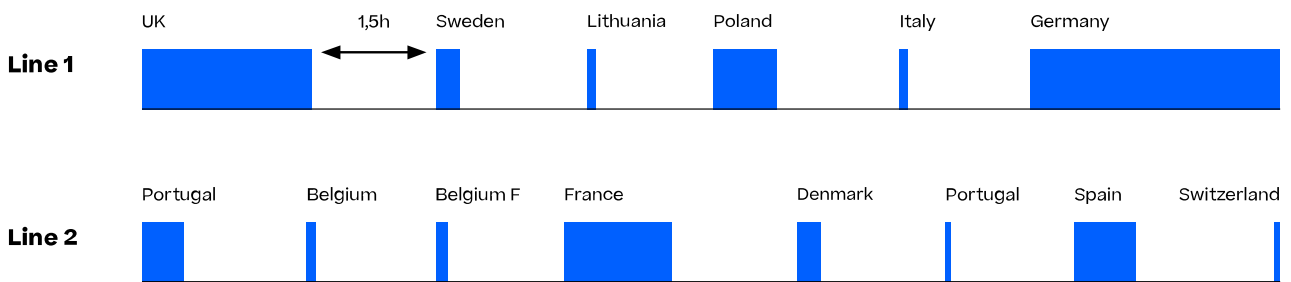
Minimizing waste, maximizing value

The LSC approach not only optimizes efficiency during the initial phase of a product launch but also contributes to the customer's sustainability efforts. Decoupling primary and secondary packaging ensures that every blister pack produced has a chance to reach a patient. This "nothing goes to waste" concept minimizes product loss that can occur with traditional packaging methods. Since secondary packaging is completed only when a market demands it, the risk of outdated or incorrectly packaged products expiring in warehouses is significantly

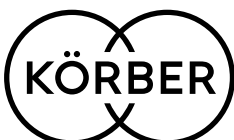
reduced. This streamlined, demand-driven approach helps prevent up to 36% of packaged medications from being destroyed before they reach patients. Additionally, LSC allows larger, uninterrupted primary packaging runs, minimizing changeovers and their associated time, energy, and chemical use.

Thanks to the Körber ecosystem, the customer was able to seamlessly integrate the BIB-BOB module into their packaging line, enabling efficient production of both small and large batches, and therefore initiating a successful product launch.

Country specific batches often lower OEE by up to 30%



Lowered efficiency due to different batch destinations.



About Körber

We are Körber - an international technology group with more than 12,000 employees at over 100 locations worldwide and a common goal: We turn entrepreneurial thinking into customer success and shape technological change. In the Business Areas Digital, Pharma, Supply Chain, and Technologies, we offer products, solutions and services that inspire. We act fast to customer needs, we execute ideas seamlessly, and with our innovations we create added value for our customers. In doing so, we are increasingly building on ecosystems that solve the challenges of today and tomorrow. Körber AG is the holding company of the Körber Group.

Delivering the difference in pharma

At Business Area Pharma, we deliver the difference along the entire pharmaceutical value chain by offering a unique portfolio of integrated solutions. Based on in-depth experience spanning consulting, inspection, transport systems, packaging machines and materials, track and trace and software, we understand the challenges in pharmaceutical processes and regulation that our customers face day to day, from the beginning to the end of their production. For them, we deliver the difference to unlock the potential of global pharmaceutical and biotech manufacturing.

Contact us today

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Delivering the difference in pharma

As your personal partner and pharma technology expert, we deliver industry-leading consultancy supporting you from requirement analysis to project implementation.

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- Design a solution specific to your business size and needs
- Connect to the future and benefit from our profound knowledge on upcoming trends in Pharma 4.0
- Unlock your business potential and receive support from over 2,500 pharma experts at 100 global locations

Industry sector
Pharma & Biotech

Production site
Global

