

# We built the impossible



## Client

A global pharmaceutical company and its Japanese partner.

## Need

A global pharmaceutical company and its Japanese partner wanted to construct and operate two new “world class” pharmaceutical manufacturing facilities. They had planned to discontinue six international operations and relocate systems into one new operation in the U.S. and one in Spain. The deal needed to meet an “impossible” budget target of \$35 million. The original corporate estimate was over \$68 million.

## Effort

Clearpath people led the Strategy to drive the construction projects and design the future business operations. This required alignment of the international leaders to the uniqueness of the mission and approach. We guided the Executive Steering Team, defined critical roles, and designed project teams. We developed management structures, innovation plans, processes, technology systems, and everything needed to create the operations and stay on budget and schedule. Clearpath team members led all planning, design innovation, contractor selections, logistics and start-up efforts.

## Result

Two operations were built 12½ weeks ahead of a challenging schedule. This enabled the company to enter the Asian market early with a key product. Clearpath people were able to save the company \$37 million from the original budget, \$4 million under the lowest target. The project achieved world-class status, fast ISO certification and FDA approval at both sites.

*“You have already done the work we couldn’t get done in over a year, ... in less than three days. We had spent over a million dollars on consultants. You only charged us \$40,000 and we got a better answer.”*

— President

**clearpath**

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