

Recently, Pfizer CEO Ian Read created four imperatives to help guide the way we do business. One of his imperatives is: “Make the right capital allocation decisions that will maximize value for Pfizer and create enhanced shareholder return.”

Below we share the stories of four PGS colleagues who have embraced this imperative and are taking action to keep the business moving forward in a positive way.

Robyn Byers-Huang
Senior Manager, Business Infrastructure Solutions
(Peapack, New Jersey – Pfizer Global Engineering)

As a Global Program Manager and Service Solutions Owner, I apply this imperative to all projects that I support, which include the Engine for Sustainable Innovation, plant and logistics network strategies, King integration and the Capsugel divestiture. I approach each assignment with innovation and cost-effectiveness in mind. In our global matrix environment, we influence and execute plans to deliver outcomes by adhering to Pfizer’s standards while utilizing re-deployable assets and Lean Engineering, as well as an added focus on energy savings through green engineering. When evaluating capital investments, we consider how we can leverage each one throughout a product’s life cycle to provide the maximum benefit to the business. We’ve adopted a mindset to continually challenge ourselves to understand the value of all investments in terms of Pfizer success and shareholder value.

Graham Martin
Cold Chain Strategic Development Manager
(Havant, United Kingdom – Specialty/Biotechnology Operating Unit)

The Temperature Sensitive Solutions Group (TSSG) in Havant is supporting this imperative through a new Vision that we expect to drive cost-effective, sustainable, compliant systems and ensure our products are delivered to the market according to the approved product label. Through networking and colleague engagement, we have developed systems that seek to deliver a competitive advantage to Pfizer whenever we can.

The TSSG VISION looks to recognize the



Robyn Byers-Huang



Graham Martin

group as the controlled temperature center of excellence for supporting global strategy, driving technology, and delivering compliant and cost-effective systems to our customers. These objectives support our strategy and optimize performance while we continue to work with our external vendors to drive innovation in a temperature-controlled environment.

We use Lean tools to recognize non-value added tasks and risks within the process of developing interrelationship diagrams, which identify any risk to product in an effort to minimize that risk and to ensure we have the customers’ voice inherently built in. Costs and potential projects are managed in order to identify opportunities for savings and reductions in site and network costs.

Sunny Lv
Finance Supervisor
(Yantai, China – Animal Health Operating Unit)

The Yantai, China, plant added a tumble blender in May 2011 to meet the expected increase in demand for the products made here. As Yantai Finance Supervisor, my job entails managing the data analysis and fixed asset depreciation of the new blender. The cost of the tumble blender was USD \$16,500, including the support structure, dust control and installation. This improvement is significant for Pfizer as it will

decrease labor costs by about 44%, and it will add more throughputs to respond to market demand, resulting in a noticeable return on investment in one year’s time. Finally, Yantai will gain the ability to validate other products in the tumble blender to support greater market expansion.

Jaak Boiy
Manager, Warehouse and Customs Operations
(Zaventem, Belgium – Global Logistics & Supply)

At the European Logistics Center, our Warehouse and Customs team initiatives always are focused on improving our processes and shortening our lead times. By closely monitoring our daily activities, we have achieved maximum utilization of our storage capacity and have enabled an increase in volume throughput without having to add resources. Through efficient use of the methods outlined by the *Operational Excellence* initiative, our team has launched several projects that have improved our daily performance. We have reduced inventory costs by turning stock around faster and decreased packing and shipment expenses by introducing new ways to ship our cold chain products, which, in turn, prevents damage or exposure to unacceptable temperature ranges and allows us to attain a higher delivery ratio to our markets.

PGS

Jaak Boiy



Sunny Lv

