



Maxiom Group helps clients improve efficiency and effectiveness by partnering with them to identify, analyze and improve key business processes.

Operational Excellence

Life science companies experiencing rapid growth and increased business complexity are adopting a philosophy of waste elimination and continuous improvement to help streamline and improve productivity. Maxiom Group's Operational Excellence (OE) Practice helps clients plan, design and execute these processes. Rather than relying on any one approach, we help assess the leading philosophies and tools for continuous improvement and determine the best approach for business needs, culture and objectives. Our experienced practitioners work with client teams in areas including:

- ◆ Lean manufacturing
- ◆ Six Sigma
- ◆ Risk management
- ◆ Business process design
- ◆ Cycle time reduction
- ◆ Workplace organization
- ◆ Best practices assessment
- ◆ Performance management
- ◆ OE Program implementation/remediation

Our OE services also assist clients in strategically aligning their business operations with their overall growth strategy.

Scalable Operations

Life science companies face enormous challenges as they bring new products to market and OE can provide effective tools and approaches for ensuring scalability and reliability. The process of commercializing new therapeutics and devices drives a significant increase in business complexity and a transformation in the way the company operates. In order to scale effectively, business processes that may have been adequate for lower volume, primarily manual operations must be redesigned to remove inefficiencies that can result in fragmented, redundant efforts and schedule delays.

Maxiom Group helps its clients establish streamlined business processes and eliminate waste in all its forms, thus reducing effort and cost, and breaking the bottlenecks that constrain company growth.

Reliable Execution

As regulatory requirements become more stringent, operational consistency and reliability have an increasing impact on compliance. Variability not only results in compromised quality, but also causes disruption to upstream and downstream operations, and may also indicate processes that are out of control. Additionally, the effective performance of operations over and above GMP requirements, in areas such as Product Launch, Tech Transfer, Change Control, Supply Planning and Materials Management, is crucial to meeting timelines and maintaining quality. Successful development, launch, and sustainable supply depend upon bridging knowledge and skills across virtually all corporate functions.

Maxiom Group works closely with its clients to ensure critical processes that are reliable and repeatable.



Operational Excellence

Performance Improvement

A key element of superior performance is ensuring that operations stay tightly aligned with business strategies even as they continue to evolve. Maxiom Group helps its clients stay focused on managing and enhancing strategy execution by providing support for specific or broad-based performance improvement projects or programs. Maxiom Group supports individual improvement projects as well as OE for the enterprise.

Our capabilities and approaches include:

- ◆ Methodologies and tools
- ◆ Mechanisms for identifying and prioritizing improvement projects
- ◆ Programmatic communications efforts
- ◆ Active learning and knowledge transfer to project teams
- ◆ Executive leadership and governance structures

OE builds value by enhancing the ability to execute strategies and react to changes in the competitive landscape, thus increasing revenue, profitability and overall business success.

The Right Tools

As life science companies grow and become more complex, they require more sophisticated methodologies and frameworks that measure business performance along key dimensions and that deliver proven, consistent results. Maxiom Group works with clients to apply the right tools for achieving breakthrough improvements including:

Six Sigma

- ◆ Quality improvement
- ◆ Actively engaged leadership
- ◆ Variability reduction
- ◆ Process improvement

Lean Operations

- ◆ Eliminate waste
- ◆ Streamline operations
- ◆ Improve cycle times
- ◆ Customer focus

Business Process Design

- ◆ Streamline work
- ◆ Ensure compliance
- ◆ Enhance cross-functional collaboration

Deployment of the right tools enables life science companies to enhance business efficiency and effectiveness and drive better corporate performance.

About Maxiom Group

Maxiom Group is the leading strategic business and IT consulting firm exclusively serving the life sciences industry. We help transform emerging, established and mature biotechnology, pharmaceutical and medical device companies at each stage of their life cycle by solving mission critical business issues. From drug discovery and development, to clinical trials, to commercial launch and sustained market leadership, Maxiom Group clients rely on our unique focus, insight and approach to delivering superior business results.



Maxiom Consulting Group, Inc.
CityPoint | 230 Third Avenue
Waltham, MA 02451
www.maxiomgroup.com

Contact:
Todd Martin
Vice President, Business Development
TEL 781.250.4890 tmartin@maxiomgroup.com