facts

MEDIPAK LIFE CYCLE SERVICE
Consulting and service from a single source.
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Dear Customers,

Before I come to Medipak Systems, let’s have a look into another area: Recently this year’s Hannover Messe has closed its doors. More than 220,000 visitors from all over the globe used this platform themed “On the way to Industry 4.0 – Driving the Digital Enterprise” to inform themselves about new technologies and prepare investments. Driven by new IT technologies the real and the virtual world are growing together. For the manufacturing pharma and biotech industry this offers new opportunities to increase efficiency and save time and costs in the production process.

This is exactly where Medipak Systems comes into play: a group of innovative, midsize companies providing integrated pharma solutions from one source. In this issue of facts you can read how the packaging machines from Dividella and Mediseal and the matching KPI/OEE software solutions from Werum IT Solutions grow together and provide live monitoring for operators, supervisors and management to maximize shop floor performance.

PAS-X, Werums MES is collecting highly detailed data throughout the whole process enabling significant input to Big-Data-Solutions and thus, providing the key to future success. Because only with smart monitoring and decision processes a pharmaceutical company and furthermore complete supply chain networks can be optimized.

Pharma customers in Latin America can look forward to our expanded local presence with a new location just opened in São Paulo, Brazil. Excellent trained local experts offer our complete portfolio including Manufacturing IT solutions based on Werum’s MES PAS-X, inspection and packaging machines and comprehensive after sales service and technical support.

If Brazil is too far away, I look forward to welcome you in Frankfurt in June at our booth at Achema, the worldwide leading show for the process industry. On our joint booth all Medipak Systems companies are happy to show you the latest developments in packaging, inspection and Manufacturing IT.

I cordially invite you, to visit us from June 15 to 19 in hall 3.1, booth J72. See for yourself what benefits we can offer and design your future with us. I’m looking forward to welcome you.

Yours sincerely

Rüdiger Schlierenkämper
CEO Werum IT Solutions GmbH
Werum’s KPI Solution: The optimal fit for Mediseal and Dividella machines

The shop floor performance booster for pharma and biotech manufacturing

For efficient pharmaceutical manufacturing it is essential both for operators and supervisors on the shop floor and for production site managers to constantly monitor the operating data. Thus, all stakeholders can use the key performance indicators (KPI) from the production and packaging lines to optimize their processes or equipment. Werum’s PAS-X KPI Solution provides powerful functions for ensuring operational excellence and lean manufacturing by combining PAS-X data and equipment data for performance management.

Live monitoring of production

On the shop floor, the PAS-X KPI Solution automatically acquires process data related to Overall Equipment Effectiveness (OEE) in real time. The results are visualized on different monitors and can be understood easily to aid decisions. Operators and supervisors can view the current status of their packaging lines and their production targets at any time. If data is not provided by the equipment, the PAS-X KPI Solution also allows operators and supervisors to manually enter the causes of interruptions, such as setup times, pausing times or maintenance.
Software-aided decision making

Production site managers benefit from standard reports allowing the analysis of aggregated data with drill-down functions for root cause analysis. For example, the OEEs for the same product manufactured on different equipment can be compared easily. The gapless recording of process data in the system facilitates continuous improvements in terms of efficiency, productivity and profitability.

Device-optimized and improved design

The PAS-X KPI Solution comes with device-specific dialogs. They are optimized for large screens, as for example used at packaging lines, and also for tablets used by supervisors. The graphical user interface has a well-structured and color-coded design that draws the operator’s attention to the essential aspects. Monitors on the shop floor display all important KPIs in real time so that operators and supervisors can view the status of their line at any time.
PAS-X KPI solution for packaging machines from Mediseal and Dividella

In the future, Werum’s KPI tool will be available as a standalone solution for lean implementation with packaging machines of Mediseal and Dividella. KPIs such as Availability, Effectiveness and Quality are displayed together with the resulting OEE in real time right where they are generated. Operators will be able to directly monitor the performance of their line on mobile HMI monitors or on the screen at the equipment.

Pharma and biotech customers benefit from a powerful and user-friendly KPI tool directly at their packaging line, supporting them in maximizing the manufacturing performance. “Our KPI solution offers the advantage of a fine-tuned interaction of software and equipment. Thus, it can be introduced in a more secure and faster way than third-party components”, says Karl Hoffmann, Senior Director Marketing & Business Development, Werum IT Solutions GmbH.

At the Achema exhibition in Frankfurt, Germany (June 15 to 19, 2015), Werum IT Solutions will be presenting the PAS-X KPI Solution together with Mediseal and Dividella packaging machines.

Why PAS-X Solution?

Management
- Increased profitability – software-aided decision making to facilitate improvement processes

Supervisor
- Achieving production targets – knowing that performance falls behind before problems arise

Operator
- Increased transparency – live monitoring of individual production performance and status

Administration
- Ease of configuration – all functions and data are available within a single system
Intelligent and environmentally-friendly packaging to avoid glass breakage

Rondo presents new shock and vibration resistant packaging solutions for liquid and sterile pharmaceuticals.

The volume of parenteral pharmaceuticals is growing constantly. To ensure safe transportation without loss of the often valuable and expensive drugs, the development team at Rondo AG developed a new packaging solution in cooperation with a large Swiss pharmaceutical customer.

The “Safepack”, Rondo will be exhibiting the new shock- and vibration-resistant folding box at Achema. It has been developed particularly for the packaging of sterile substances and other products in glass containers needing extra protection. The folding carton almost entirely prevents vibrations, for example during transportation, from affecting the fragile glass containers. As a consequence, glass breakage and other defects in the product are dramatically reduced. Safepack consists of a double-wall construction on all six sides of the folding carton, protecting the product from outside influences and safely preventing glass breakage.

For pharmaceutical companies, the packaging process is the same as that for a normal folding carton. The partitions are already integrated into the carton, meaning this solution is suitable both for manual packaging and for fully automated packaging lines. The use of 100% cardboard as mono-material is in line with the trend for environmentally-friendly packaging, and at the same time reduces disposal costs.

“Rondo’s Safepack offers pharmaceutical companies the guarantee that their products make it through even long transportation distances undamaged, without additional, expensive safety measures,” explains Dr. Rüdiger Freier, CEO of Rondo AG. “This packaging solution can be integrated easily into the existing packaging processes and is just as easy to use for patients.”

More information and samples can be found at Achema 2015.

Visit us in Hall 3.1, stand J72
Mr. Schmidtbleicher, how important is customer service?

Schmidtbleicher: Successful service is crucial for customer satisfaction and for competitiveness. The competition situation in our industry is becoming ever stronger due to continuing globalization. Our customers are concentrating their activities and expect identical conditions for all running systems worldwide. The service division therefore has to ensure the necessary stability. This is how we in our companies see it, and we are therefore strengthening the networking between sales and service.

At the same time, demands on the customer side, and thus our solutions, are becoming more and more complex. Even before a purchase is made, comprehensive consulting is provided so that the best solution is developed jointly. We see ourselves more as a solution-provider than a supplier of IT systems or machines. It’s not for nothing that we have entitled the entire division “Medipak Life Cycle Services”. Even in such highly specialized industries as pharmaceuticals, products become exchangeable, but good service is not so easy to substitute. We have to offer our customers an added value if he or she decides, for example, to purchase original spare parts or to conclude service contracts with us. Service must create a benefit.

Mr. Schmidtbleicher, what, for you, is the role of the people in customer service?

Schmidtbleicher: For me, people are crucial. And by that I don’t just mean the colleagues whose business cards bear the title “Service”. Actually, for all colleagues it always comes down to the key question: what impact does my behavior have on customer satisfaction? Willingness and ability to communicate are therefore so important because they affect customer loyalty so considerably and thus also future service business. Part of that is also listening carefully: taking customers’ wishes on board, asking for opinions on the service experience and taking further measures for optimization from this, and also try new things, we might not have offered until now.

What strategic areas for action take priority when it comes to Service?

Schmidtbleicher: 1. Link our activities: Medipak Systems consists of five companies that already offer first-class services as individual companies, but we can improve our networking. Here we have already taken a big step forward by standardizing terms and concepts across the group. This way we simplify communication between the companies but also with the customer. After all, customers often have solutions or products from more than one of our companies.
2. Internationalization: We are continually expanding our international locations in order to be closer to the customer. In doing so, we focus on local employees from the regions. This way, we guarantee both short reaction times and an understanding of the local circumstances and requirements. The issue of training plays a crucial role here. Our international staff is trained intensively in the “parent plants” so that we can guarantee a high standard of service worldwide.

3. Customer loyalty and communication: We are pushing these issues intensively. Only satisfied customers are loyal customers. We measure customer satisfaction continually in our companies using specific tools. For example, we use the so-called Net Promoter Score (NPS) as a KPI in order to work continuously on improving customer satisfaction. This works best with ongoing dialogue.

4. Expansion of service products: It’s nothing new that service needs products, but we are currently analyzing what kind of products the markets need and will need. Similarly to the new customer business, we stringently introduce service products that have been developed and will continue to develop in line with customer needs. Well-established services such as spare parts, upgrades and trainings will be expanded by new products like service agreements, embedded engineering services, support in validation/qualification etc. Our customers can and should see us as an integrated provider, and thus, we can implement intensive projects together as a team.

Do you see any areas of improvement in the service process?

Schmidtbleicher: For me, this starts at the very beginning, with reaction times for enquiries. That doesn’t just relate to the individual employee, but rather to processes and tools. Like many companies, the parts of Medipak Systems come from medium-sized companies focusing on the development of innovative solutions and products. Now it is necessary to likewise bring the service process to life with all employees. If we have 1,600 employees, then 1,600 employees are working for new customer business, but 1,600 are also working for service. This process is well underway and is gradually being intensified – for the sake of fast and individual customer solutions. That must be our goal. Completing the life cycle.

Thank you for this interview.
So what does a service technician actually do?

If the packaging line is jolting or the software reports an error, service technicians are on hand. Dividella’s service technicians know their machines inside out. Yet their intervention isn’t only required in emergencies: primarily they support customers with machine set-ups, upgrade of installed systems or regular maintenance.
Service technician Andreas Medik (50), for example, spends more than 80% of the year travelling, servicing pharmaceutical customers all over the world. He has worked at Dividella AG for more than nine years and can look back on almost 30 years of experience in customer service. We caught up with him in Berlin, where he is managing the retrofit of a packaging line for a large German pharmaceutical manufacturer. “The customer has already been using the NeoTOP 904 for ten years,” says Andreas Medik. “Now we are adapting the application of the glue to the cardboard boxes, so aside from mechanical changes we also need to make adjustments to the electronics and the software.”

“Our packaging lines are never really standard, but are always tailor-made. This means you need to keep learning in order to stay up to date.”

Medik is a qualified electrical and mechanical engineer, who also completed a further education in control engineering. The nature of his work means he is constantly learning, however. Our technology is always progressing and every customer is different, Medik explains. In addition, he is the expert when it comes to particularly tricky tasks – finding solutions for undefined disruptions, as he calls it. But that’s also what makes his job so exciting. No two days are the same. He enjoys the combination of mechanics, electronics and software as well as the fact that it all lies in his hands.

“Take the OEE optimization, for example. It’s great when we work with the customer to find solutions to improve the equipment efficiency and thus productivity. That not only makes the customer happy, but also gives me a great sense of satisfaction.” Service technicians are highly qualified specialists. Alongside technical competence and expertise, they also need “soft skills”. Ultimately, they are the face of a company. Communication skills, good self-organization and time management are extremely important, since customer appointments must be kept to.

“A service technician must have advisory skills and pursue a dialogue with the customer,” says Andreas Medik. And a good deal of passion is also required. Dividella machines are renowned for their quality, but just as crucial is the customer service. There’s no such thing as impossible in Medik’s book. “A tolerant family is the fundament for me to be able to give my all to my job,” Medik explains in conclusion. “It happens time and again that appointments have to be changed at short notice.” It’s essential to be flexible here, including in terms of one’s private life. Medik is married and has two children.

Körber Medipak Systems has opened a new location in Sao Paulo. Due to growing populations in Latin America, with current figures at over 600 million people, the pharmaceutical industry is recording strong growth in the region, particularly in Brazil. The services of the new location are meeting the increasing need for solutions for the pharmaceutical and biotech industry in Latin America.
As a market leader in pharmaceutical solutions, Körber Medipak Systems, with its strong customer base and over 100 installations, is highly committed to this region and has an excellent reputation. The investment in a new location for Latin America is the logical consequence of this. Located in Sao Paulo a well-trained and highly motivated team serves customers in Latin America since May. Besides the two managing directors, there are IT consultants from Werum IT Solutions, as well as sales and project managers for the inspection and packaging technology business, all of whom are based directly in Sao Paulo. Specially trained service technicians for the installation and maintenance of the lines complete the team, which is set to grow further over the coming weeks and months.

Until now the regional and multinational customers of the Medipak Systems companies have been supported from bases in other countries. Now they can benefit from the advantages of having local experts with an international network. Borja Guerra, Managing Director of Körber Medipak América Latina: “Personal contact with our customer has proven to be the key to success in every country in which I have worked so far. With our office in Brazil, we are now able to give our customers even better support right on spot.”

Körber Medipak Systems América Latina is being expanded continuously. In future, it will employ more than 20 people. There are also plans for the manufacturing and warehousing of spare and format parts. Customers will profit from direct support by local experts and shorter reaction times.

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Medipak Systems – Integrated Solutions for Pharma and Biotech

In Frankfurt, Medipak Systems, the leading provider of integrated solutions for the international pharmaceutical and biotech industry, will once again be demonstrating its competence for safe and efficient processes for the manufacturing, packaging and inspection of pharmaceutical products. At our booth of almost 600 m², visitors will have the opportunity to find out about innovations in Manufacturing IT, inspection technologies as well as in tailor-made packaging solutions and track & trace systems.

Visit us at Achema
Hall 3.1, stand J72
www.achema.medipak-systems.com
With a combination of software solutions, machines, exhibits and live demonstrations, Medipak Systems will be demonstrating integrated line concepts for various dosage forms and areas of application. Where required, customers can get a complete, individual line concept including production management and serialization from one source, but also high-quality standard solutions for smaller productions.

**OEE increase through live monitoring**

Werum IT Solutions is demonstrating its PAS-X KPI solution linked to the packaging lines from Dividella and Mediseal. Monitors on the shop floor enable the operator and the supervisor to oversee the efficiency of their lines in real time. As a consequence, reaction times to disruptions are cut dramatically. A continual improvement of the process will enable equipment efficiency to be boosted over the long term. The PAS-X KPI solution is designed as a standalone solution and is perfectly tailored to Dividella and Mediseal packaging machines. “This innovative solution is an example of the advantages that result from the cooperation within Medipak Systems,” says Karl Hoffmann, Senior Director Marketing & Business Development at Werum IT Solutions. “IT expertise meets engineering know-how and our customers benefit from integrated solutions.” For more details please refer to the article on page 04.

**Focus on patient safety**

For parenteral pharmaceuticals, the container integrity and the sterility of the products are the precondition for patient safety. With the new HVLD SOLO (High Voltage Leak Detection), Seidenader presents a standalone solution that provides full inspection of the complete DIN area of ampoules, cartridges and vials up to 52 millimeters in diameter and 130 millimeters in height in one single machine. At the same time, the precise handling system ensures a constantly short distance from the electrodes and thus creates the base for a precise, reproducible inspection of up to 36,000 containers per hour. You can find further information on the inspection solution on page 18.

European Directive 2011/62/EU demands that the packaging of medication must incorporate tamper protection. On a blister line CP400-P1600 from Mediseal, Rondo is presenting its innovative solution at ACHEMA: tamper evidence integrated directly into the folding box (accord. prEN 16679). The advantage for the customer is that no additional materials such as glue or labels are required. The solution also characterized by its outstanding simplicity and efficiency. The packaging speed isn’t impacted by the Rondo Tamper Evidence solution, and an optimum OEE is achieved in the packaging line.

**Improved quality control with individual stick weighing**

An innovative new development from Mediseal permits 100% control of all sticks. The stickpack line LA600 SP-P1600 features an integrated individual stick weighing, which makes the manual adjustment of the target weight unnecessary, as the measured weights are fed back directly into the dosage. The change-over time for new products and weights is also cut dramatically. The redundancy of the sample-based control likewise means that the effort involved in quality assurance is reduced. You can find detailed information about this feature on page 20.
Serialization solutions for the complete traceability of medications

Seidenader is presenting its flexible Track&Trace solution on a Seidenader SingleUnit-Basic, which is installed in a line with a Pester Casepacker palletizer. The individual boxes are coded and verified with the SingleUnit-Basic. The individual packages are packed up in cases and palletized by a monoblock casepacker/palletizer PEWO-form SLP 2 Compact. This is equipped with a built-in Seidenader CaseUnit-Integrated for recording and consolidating the serialization codes, and applying and checking information relating to the parent packaging unit (case and pallet).

Even more flexibility in parenteral packaging

With its NeoTOP x, Dividella is exhibiting the latest generation of its TopLoading cartoners. The packaging line can be adapted not only to various formats, but can also package individual products as well as multipacks (up to 100 objects). The extensive variations of feeding systems for different objects offer further advantage in terms of flexibility. Format changes can be realized without any tools in less than 20 minutes. Dividella is proving it. Watch the format changes from a pen to syringe packaging live.

Comprehensive services from one source

By providing services and consulting along the entire value chain, Medipak Systems ensures that customers get integrated solutions. “Beyond the machines, packaging and IT solutions, we support our customers with expertise and detailed consultancy and integration skills,” says Dirk Schmidtleicher, Head of Services at KMS. “Our aim is to offer customers added value and to ensure their satisfaction in the long term, so our service goes far beyond classic after-sales support. We see it as a Life Cycle Service.” A detailed interview with Dirk Schmidtleicher on page 08.
V90+

New generation of semi-automatic inspection machines from Seidenader

Seidenader’s semi-automatic inspection machines guarantee the highest standards in quality testing of pharmaceutical products to be administered by injection. With the new generation V90+ Seidenader, inventor of this process, has further improved the original – and set new standards in visual inspection.

The V90+ can transport up to 9,000 pharmaceutical containers per hour, and the machine is capable of handling different container shapes with volumes of 0.5 to 1,000 milliliters. Depending on the format set, ampoules, cartridges and vials with liquid and/or lyophilized contents as well as syringes can be inspected. The diameter may be between 6.85 and 95 millimeters and the height up to 240 millimeters. When retooling for a different container type or format, all format specific parts can be changed in the shortest of times without special tools.

The new V90+ was consistently designed for maximum support and to relieve the strain on the operator in visual inspection. In addition to ensuring the highest quality standards, the superior ergonomic design of the machine effectively prevents premature fatigue.

Work procedures have been improved by the cabin, now widened to 80 centimeters, and a completely open leg zone. An LED feedback bar ensures an optimum overview: the operator receives confirmation of the status of the container by means of colored luminous markings – whether or not it was marked as defective.

The V90+ enables simultaneous inspection of several criteria in one machine and by only one individual. The prerequisite for this is created by various illuminations and mirrors. At a glance, the operator can identify foreign matter in the product, impurities or cracks and glass damage on the bottom, shoulder and cap zone.

Visit us in hall 3.1, booth J72

For additional technical details please refer to www.medipak-systems.com/fact-epaper
HVLD SOLO – High voltage leak detection as a standalone solution

High voltage is capable of detecting even the smallest leaks in pharmaceutical containers that are invisible to the camera. With the newly designed HVLD SOLO, Seidenader now offers this efficient process as a standalone solution that can inspect up to 36,000 liquid containers per hour 100 % reliably and reproducibly.

\[
\text{360° \text{ ROTATION}} \times \text{100\% \text{ REPRODUCIBLE INSPECTION}} = \text{36,000 \text{ CONTAINER/H}}
\]
High voltage leak detection (HVLD) uses the electrical conductivity of liquids. Automatically positioned between electrodes, the object to be inspected briefly becomes part of a high voltage circuit in which it provides electrical resistance. Resistance-reducing leaks are measured by the system. By this method even the finest cracks and pinholes can be detected in the sidewall, bottom and closure zone of pharmaceutical containers.

The new HVLD SOLO permits full inspection of the complete DIN range of ampules, cartridges and vials with a diameter of up to 52 millimeters and a height of up to 130 millimeters in a single machine. The precise handling system guarantees a consistently short distance to the electrodes, thus creating the prerequisite for accurate and reproducible inspection of up to 36,000 containers per hour. During the sidewall and closure inspection the containers are actively rotated by 360°. Together with a HV bottom inspection this ensures that the entire perimeter of the container is scrutinized.

In addition to these detection properties, the new HVLD SOLO impresses with intelligent design details: the use of vacuum technology in handling within the machine eliminates the need for side guides in the inspection module. The containers thus pass through the inspection without friction. Perfectly matched components on the infeed minimize the pressure on the containers and reduce friction. Together, these eliminate the risk of glass breakage and resulting downtimes.

The machine offers a high degree of flexibility for all production requirements, for instance with regard to inline- and offline operation or a customer’s broad range of products. When retrofitting to a different container format, all format-specific parts can be changed in the shortest possible time without tools. To avoid mix-ups, all parts are uniquely marked and numbered. And last but not least, Seidenader’s HVLD SOLO features a compact, modular design that minimizes the footprint and guarantees short delivery times.

Visit us in hall 3.1, booth J72
It’s all about the dosage – 100 % accurate with individual stick weighing

Mediseal presents the Stickpack line LA600 SP-P1600 – an outstanding solution for primary and secondary packaging of pourable powders, granulates and pellets, as well as liquids. As a new feature, the line includes individual stick weighing for 100 % control of all sticks. Customers benefit from improved and simplified quality control.

The integrated individual stick weighing makes the manual adjustment of the target weight unnecessary, as the measured weights are fed back directly into the dosage. Changing the line for new products and weights becomes a much quicker process, because 100% of the sticks produced are checked. The fact that sample-based checks are no longer required means the effort involved in quality assurance is considerably reduced.

Carefully considered construction details offer further advantages alongside quality controls. The weighing module can be retrofitted for lines already installed and can be integrated into the existing machine controls without requiring any additional interfaces. The compact construction also allows smooth integration, even in small production environments, and, not least, easy accessibility and cleaning ensure straightforward operation.

The line is based on the Stickpack machine LA600 SP, especially developed to meet the requirements of the pharmaceutical market. The intelligent connection of a LA 600 SP with the already widely sold cartoner P1600 led to an ideal combination of proven technologies. Arranged in a side-load process, the sticks are packed at high speed. This is possible due to the fully defined guide track that keeps the sticks in order along the process chain. The new individual stick weighing feature follows this guiding principle, too. Any free-falling or randomly distribution of the sticks is consistently prevented. This high level of process reliability, combined with excellent output quality, guarantees high overall equipment efficiency (OEE).

A fully defined guide track avoids the random distribution of the sticks.
In cooperation with D.I.R. Technologies from Israel, Mediseal developed a new and revolutionary 100% fill weight monitoring and sealing check concept for sachets. The system can be installed on all Mediseal sachet packaging machines.

**SFM – Sachet Full Monitoring:**
Integrated quality control

Every single sachet is monitored.
This Sachet Full Monitoring (SFM) concept is based on the technology of thermal imaging. With this technology, radiated light generated by built-in heat of objects will be converted via IR optics and IR sensors to an electrical signal. This signal will be processed into a 2D thermal picture. This technology is already widely used in military or civil applications, e.g. improving housing insulation. Thermal imaging has become an accessible technology for commercial, industrial and scientific applications.

Thermal Imaging can be a very convenient tool for many pharmaceutical process monitoring applications. It adds to standard machine vision technology the additional valuable dimension of continuous process monitoring. Thermal imaging looks for thermal irregularities in the heat distribution to detect defects. It is fast and sensitive to allow real time 100% inspection and continuous process verification.

The integration of the SFM system in the Medisael sachet machines provides the advantage of a 100% fill weight monitoring in parallel to a continuous check of sealing integrity in the sachet packaging process without sampling or impact to the process speed. Generally, checkweighers are used to verify that the sachet is properly filled. However, they might not be accurate enough. This becomes critical when the sachet is required to contain an accurate dose of API.

The SFM system is connected to the PLC and it is completely passive to the process. It is suitable for contents like creams, gels, granules or powders. It works with all the most common packaging laminates such as aluminum, PE, PET, paper and Tyvek.

Medisael’s first customer that uses the SFM system is TARO Pharmaceuticals from Haifa in Israel. There, a LA160 sachet packaging machine for a cream application of 250 mg – an extremely low fill weight – requires very high filling accuracy. The experiences obtained so far are excellent and a clear improvement of the process, performance, line efficiency and quality control is proven to TARO.
Richard Nagorny has been appointed as Managing Director at Werum IT Solutions GmbH in Lüneburg, effective from February 1, 2015. Nagorny, who has been at Werum since 2011 as Executive Vice President Shared Service Center, took over responsibility for Finance, Administration and HR and thus completing the Management Board of Werum. Nagorny has a degree in business administration and before moving to Werum he worked for the OTTO Group in Hamburg and the pharmaceutical manufacturer AstraZeneca in Wedel.

On April 1st, 2015, Benjamin Pieritz assumes the position of Senior Vice President Operations Werum IT Solutions America. He will oversee the operational business. Pieritz has gathered considerable experience at Werum in different positions such as Software Engineer, Project Manager and Strategic Program Manager. Most recently, he was responsible for the global MES programs of the pharmaceutical groups Novo Nordisk and TEVA, which are ranked among the largest in their sector.

Since January 01, 2015, Lars Hornung is Director Global Sales at Werum IT Solutions GmbH. He is responsible for Werum’s global sales initiative. This includes the collaboration with other companies of the Körber Group and sales partners. In 2003, the Diplom physicist came to Werum as Manager Sales & Business Consulting. As Senior Head of Department Strategic Program Management, he advanced the global MES programs of Werum’s customers. Before assuming his new position, he headed the Sales team in Lüneburg as Senior Head of Sales / New Business.

In March 2015 Mike Bernhardt joined the Rondo team in Allschwil. In his position as Product Manager he is responsible for the development and management of Rondo’s product and service portfolio and will focus especially on the strengthening of Rondo as a partner for special packaging solutions the pharma industry including tamper evident and smart packaging solutions. Mike Bernhardt brings long term printing industry experience, before joining Rondo he worked for the companies Heidelberg Druckmaschinen AG and Actega GmbH.

Since March 2015, Bernd Jokele is Head of Blister machines & Cartoners at Mediseal. In his position he will – beside other tasks – focus on the process efficiency from order intake to SAT and the compliance with the high Medieval quality standards. Bernd Jokele worked for 10 years at Multivac GmbH where he headed the business units’ chamber machines and tray sealers and was responsible for the development, engineering, manufacturing and product management. As a Managing Director he established a new production and sales location for Multivac in Brazil.
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