



PHARMACEUTICAL AND COSMETICS INDUSTRIES

CALIBRATION | SOLUTIONS | TO | IMPROVE | YOUR | PERFORMANCE



CALIBRATION SERVICES FOR THE PHARMACEUTICAL AND COSMETICS INDUSTRIES

After years of sustained growth, the pharmaceutical sector is slowing down due to several factors relating to the economic climate:

- > Expiry of patents
- > The threat of generic drugs
- > Exorbitant research costs
- > A long development cycle
- > Tougher regulations
- > Drugs no longer reimbursed
- > Falling imposed prices

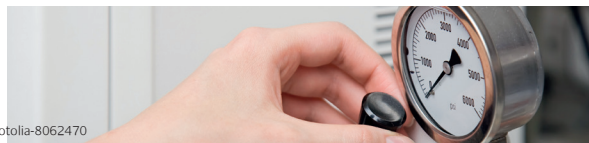
This means that a change in the sector can be observed; leading to the need to pool resources in order to reduce overheads (concentration of stakeholders, increasing numbers of licensing contracts, more dynamic financial management, synergies at the R&D stage, etc.). The major challenge for the future of pharmaceutical companies is to support their R&D in order to convince the market of the potential of their molecule portfolio and direct their efforts towards an economic sector with high added value and little delocalisation: biotechnologies.

The cosmetics sector, which is very dynamic, is continuing to grow. The strategy of stakeholders is different depending on the precise business line, with a trend to outsourcing production in order to have industrial sites as close as possible to raw materials.

Ecological issues are playing a major role, with regulations obliging manufacturers to roll out environmentally friendly processes. Multinationals are investing in organic companies and developing niche products for specific ranges featuring "green" labels.

The multiplication of standards and norms such as Pharmacopoeia, GMP, ISO 22716 and so on, along with the tightening of the domain requirements and related inspections by dedicated organisms (FDA, ANSM, EMEA...) involves being fully conversant with all measurements taken: relevance, traceability, uncertainty, etc.

This level of requirements has revealed calibration needs which call for recourse to specialists in measurement process management. Trescal's technical skills over the entire range of the required services (calibration, verification, qualification and maintenance) – for both instruments and processes – mean they have genuine capabilities when it comes to assisting customers and provide them with real expertise in the management of their calibration processes.



WHAT TRESCAL HAS TO OFFER OUR EXPERTISE

Trescal, the global specialist in calibration services, offers industrial companies in the pharmaceutical and cosmetics sector the broadest multi-site capability and multi-domain competencies, effective computer and logistics solutions for instrumentation of processes, analysis, industrial facilities and laboratory equipment.

- > Calibration/Verification and Tests
- > Repair/Maintenance
- > Measurement management and acquisition systems
- > Dynamic asset management and software solutions
- > Engineering/Training/Support/Consultancy

We offer dedicated teams, proficient in the relevant standards (GMP, ISO 22716, ISO 9001, ISO 14001...) and benefiting from the support of our Technical Department and our national accredited laboratories. These teams may be located on site and integrated into the customer's organization to ensure a responsive, local service.



WHY CHOOSE TRESICAL?

- > Contract management and reviews are handled by a dedicated team
- > Integration of operational and organizational constraints relating to the pharmaceutical and cosmetics industries
- > Large coverage of metrological domains plus related technical expertise
- > Broad scope of operations (calibration, preventive/corrective maintenance, qualification) at all stages of customer processes
- > An offer with complementary services (rental, sale of equipment, sub-contracting)
- > Quality, metrological and market expertise through proficient knowledge of the references and standards in force (GMP, ISO 22716, ISO/IEC 17025, ISO 10012...)
- > The ability to assist customers in adjusting and improving their calibration processes

OUR ADDED VALUE

- > A unique range of technical skills and services in the world: a "One-Stop-Shop" offer
- > A real proximity to our customers thanks to our regional branches and customers' satellites
- > A recognized expertise based on a worldwide network of accredited laboratories
- > Solid experience in equipment and processes dynamic management and optimization
- > A multi-brand expertise in repair and MCO for maintenance operations relevant to your asset inventory
- > An extensive knowledge of standard requirements in our customers' industrial sectors (ISO 9001, ISO 9100, IATF 16949, GMP, GLP, ISO 15189, ISO 22716, ISO 14001, ISO 10012, ISO/IEC 17025, ISO/IEC GUIDE 98-3 (GUM), VIM...)
- > A group technical division composed of engineers, and project managers in charge of coordinating and animating a structured network of experts

OUR AREAS OF EXPERTISE

CALIBRATION DOMAINS

- > Accelerometry
- > Acoustics
- > Chemical
- > Dimensional
- > Electricity/Magnetism
- > Force
- > Gas flow
- > Hardness
- > Humidity
- > Liquid flow
- > Mass/Scale
- > Optical/Radiometry/Photometry
- > Pressure/Vacuum
- > Temperature
- > Time/Frequency
- > Torque
- > Volume

OPERATIONAL AND PERFORMANCE QUALIFICATION OF EQUIPMENT

- > Autoclaves, sterilisation equipment
- > Centrifuges, mixers
- > Climatic chambers, ovens
- > CTM/BMS supervision
- > Hoods, fume cupboards, MSCs
- > HPLC/GC chromatography
- > Incubators, freeze dryers
- > Pipets, burettes, titrators
- > Refrigerators, freezers
- > Rooms, environments, zones
- > Thermostatic baths, furnaces
- > UV/visible/infrared spectrophotometry

INSPECTION AND TESTING

- > Analysis
- > HVAC control
- > Mechanical inspection
- > Pressure processes and devices tests
- > Scale (Legal metrology)
- > Strain gauges testing
- > Testing machines (Force & Hardness)
- > Thermic and climatic testing



OUR CUSTOMERS

• Air Liquide Santé • Alcon-Couvreur • AstraZeneca • B. Braun Médical • Beaufour Ipsen • Bio Rad • Biotechnos • Chanel • Clarins • Colgate Palmolive • Cooper • Diagnostica Stago • Ethicon • Expanscience • Famar • Fareva • Fournier Pharma • Fresenius • Galderma • GE Healthcare • Getinge • GlaxoSmithKline • Guerbet • ICR • Instituto de Angeli • Janssen Cilag • Johnson and Johnson • L'Oréal • LFB Biomédicaments • Medtronic • Merck Santé • Minakem • Novartis Pharma • Novo Nordisks • Panpharma • Parfums Givenchy • Pfizer • Philips Healthcare • Pierre Fabre • Sandoz • Sanofi Pasteur • Sanofi • Schering Plough • Servier Industrie • Shisheido • Siemens Medical • Stryker • Yves Rocher • Zentiva •

CUSTOMER TESTIMONIAL

VINCENT GEOFFROY – CALIBRATION PROCESS MANAGER – PARFUMS GIVENCHY*

“As Calibration Process Manager in our manufacture and packing workshops, I have worked on identifying which equipment need regularly checking. The critical parameters identified are typical of the cosmetics industry: temperature, pressure, vacuum, rotation speed – as well as some typical mechanical scales. The selection was performed with respect to the influence of the parameter on the quality of our products themselves, and to regulatory aspects. Trescal established themselves as our prime partner by contributing their decision-making and consulting expertise regarding the verification methods appropriate to our needs.

The BPF ISO22716 standard applies to Parfums Givenchy and is now binding in its current form. This means we are working hard to guarantee

the highest levels of customer confidence in the quality of our products. Trescal assist us with the conformity of the calibration process by means of stringent monitoring divided into key stages: needs analysis; offering suitable services (review of instruments to be inspected, validation of MPE and programmes); a preparation meeting and a campaign review. Trescal bring us new ideas for progress in calibration inspection methods and broaden our scope of inquiry to include the optimization of calibration management (recording and identification processes, etc.).

In an environment increasingly characterised by stringent standards, Parfums Givenchy relies on Trescal's calibration skills, responsiveness and spirit of partnership. *2010

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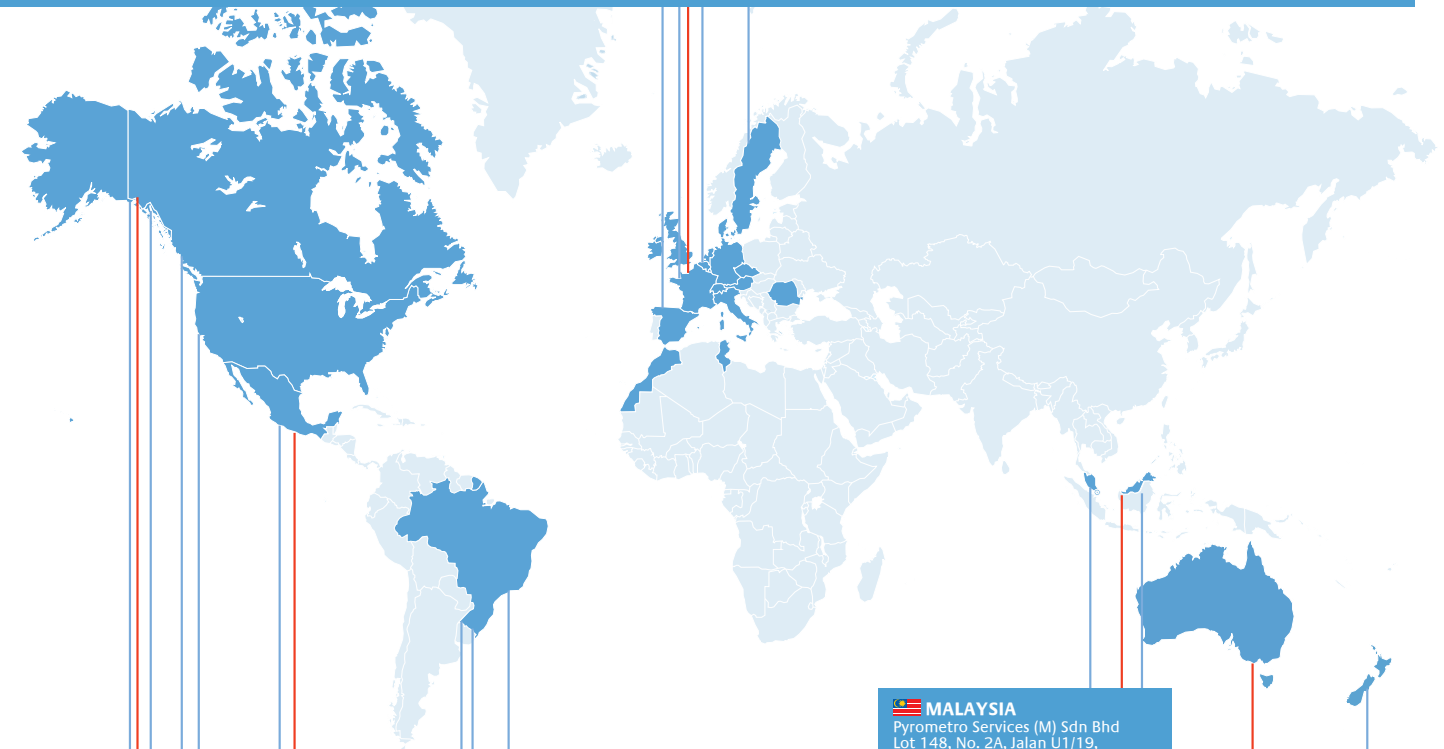
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