

Profiting from Extreme Focus-

Why Outsourcing MES Operations is Key to Core Business Success



Introduction: Core vs. Context

In today's rapidly evolving life sciences, pharmaceutical, and manufacturing industries, companies are under pressure to innovate, comply with complex regulations, and maintain operational excellence. Geoffrey Moore's **Core vs. Context** framework provides a strategic lens through which organizations can prioritize their resources. According to Moore, **core** activities are those that differentiate a company in the marketplace and drive competitive advantage, while **context** activities, though essential, do not contribute to competitive differentiation.

Managing Manufacturing Execution Systems (MES), especially for complex operations in biotech and pharmaceutical industries, is a **context** activity. Although critical for regulatory compliance and operational efficiency, MES does not directly impact a company's ability to innovate or grow. By outsourcing MES operations to experts like Connected Manufacturing™ Technology, companies can reallocate internal resources to focus on **core** activities such as R&D, innovation, and strategic growth.

THE CHALLENGE: MES Complexity and Resource Drain

For life sciences and manufacturing companies, MES systems like **Siemens Opcenter** are essential for managing production, ensuring traceability, and meeting stringent regulatory requirements (e.g., FDA 21 CFR Part 11, ISO

13485). However, maintaining and optimizing MES in-house poses significant challenges:

- **Operational Complexity:**
MES requires continuous monitoring, updates, and maintenance to stay aligned with evolving regulatory standards and operational demands. This demands specialized skills and constant vigilance.
- **Resource Allocation:**
Internal teams are often diverted from their core focus of product innovation and strategic planning to manage MES systems.
- **Compliance and Risk:**
Failure to maintain MES systems can lead to costly downtime, compliance failures, or data integrity issues, which can have severe financial and reputational impacts.



Key Considerations for Choosing an EDHR Solution?

Outsourcing MES operations allows businesses to transfer the complexity of MES management to experts while maintaining optimal system performance. **Connected Manufacturing™**, a trusted Siemens Expert Partner, offers comprehensive MES outsourcing services tailored to biotech, pharmaceutical, medical device, and manufacturing industries.

Key Benefits of Outsourcing MES Operations

1. **Enhanced Focus on Core Competencies:**



Outsourcing MES operations frees internal teams from the burden of day-to-day MES management, allowing them to concentrate on high-value activities like R&D, product development, and innovation.

2. Regulatory Compliance:

With Connected Manufacturing™ managing MES operations, companies can ensure compliance with industry standards and avoid the risks associated with non-compliance. Connected Manufacturing™ expertise in FDA, ISO, and other regulatory frameworks means businesses stay audit-ready at all times.

3. Cost Efficiency:

Outsourcing reduces the need for dedicated internal teams, infrastructure, and resources to manage MES systems. Companies can avoid costly system downtimes or compliance lapses by having a dedicated external partner.

4. Access to Expertise and Technology:

Connected Manufacturing™ provides best-in-class management of Siemens Opcenter, ensuring companies benefit from the latest technological advancements. This includes proactive system monitoring, real-time support, and system updates that keep MES systems performing optimally without internal overhead.

5. Scalability:

As businesses grow or their operational requirements change, outsourced MES operations provide the flexibility to scale support without major internal adjustments. Connected Manufacturing™ services are tailored to meet the unique demands of each client, ensuring that MES systems remain aligned with business needs.



Real-World Success: Outsourcing MES in Action

Many leading life sciences and manufacturing companies have embraced outsourcing to focus on core innovation:

- **Pfizer** outsourced its IT infrastructure to IBM, allowing the company to prioritize pharmaceutical development without worrying about managing complex systems.
- **Medtronic** outsourced its supply chain management to focus on advancing medical device innovation.
- **Amgen** outsourced manufacturing processes for mature drugs, ensuring efficiency without sacrificing their core R&D initiatives.

Similarly, Connected Manufacturing™ outsourcing services have enabled companies to focus on their strengths by managing their Siemens Opcenter MES operations—ensuring optimal system performance, compliance, and operational efficiency.

Why Connected Manufacturing™ Technology?

Connected Manufacturing™ Technology has a proven track record of helping manufacturers streamline their MES operations with Siemens Opcenter, ensuring compliance, scalability, and cost-efficiency. Its SaaS option rolling out and operating Opcenter faster and more performant.

Connected Manufacturing™ services include:

- **Expert Management of Siemens Opcenter:** As a Siemens Expert Partner, Connected Manufacturing™ is equipped to manage the full lifecycle of MES operations, from implementation to ongoing support and updates.
- **Tailored Outsourcing Solutions:** Connected Manufacturing™ designs outsourcing models based on each client's specific needs, ensuring seamless integration with existing processes and systems.
- **Comprehensive Support:** Connected Manufacturing™ offers proactive system monitoring, real-time troubleshooting, and long-term MES optimization, reducing the risk of system downtime and ensuring uninterrupted production.



- **Regulatory Expertise:** Connected Manufacturing™ team brings decades of experience in regulated industries, helping clients navigate the complexities of compliance while maintaining operational excellence.

Conclusion: Stay Focused on What Matters Most

In today's competitive biotech, pharma, and manufacturing environments, organizations must prioritize their core activities to maintain a competitive edge. By outsourcing MES operations to Connected Manufacturing™ Technology, companies can focus on what truly matters—innovation, growth, and differentiation—while leaving the complexities of system management to trusted experts. With the right outsourcing partner, businesses can achieve operational efficiency, ensure compliance, and drive sustainable growth.

More Information

For over three decades, Connected Manufacturing™ has been helping manufacturers across multiple industries to transform design and production processes, accelerate time-to-market, and ensure traceability across supply chains. Our expertise in Manufacturing Execution Systems (MES), Product Lifecycle Management (PLM), Industrial Internet of Things (IIoT) and advanced AI-driven analytics empowers you to overcome complex challenges to achieve true design for manufacturability and a closed-loop production process. Ready to take your manufacturing operations to the next level? Contact us today.

www.connectedmanufacturing.com/contactus

About Connected Manufacturing™ Technology

At Connected Manufacturing™, we enable manufacturers to thrive in digital world, a requirement today for exceptional results. We specialize in deploying and optimizing advanced Siemens solutions like Opcenter MES, Teamcenter PLM, Insights Hub IoT, as well as offering the latest Industrial AI-driven analytics. We integrate your design and innovation with your execution processes through digital threads to help you continuously optimize your operations. We do so by fusing together the solutions into a seamless experience that your teams want to use and need to be successful. From medical devices and pharmaceuticals to semiconductors and electronics, our solutions deliver real-time insights to tune your output and actionable intelligence to drive smarter decisions and deliver real operational excellence. To learn more, visit

www.connectedmanufacturing.com

