



Millmount Healthcare Embrace Flexibility and Adaptability

Millmount Healthcare has provided innovative packaging solutions to the pharmaceutical industry for the last 16 years and is used to adapting to new technologies.

Millmount Healthcare are a HPR and FDA audited and approved contract packaging company based in three separate facilities in Navan, Stamullen and CityNorth Business Campus.

Primarily they are pharmaceutical contract packagers specializing in blister packing and container filling of pharmaceutical products. Millmount Healthcare specialize typically in short series runs with a short lead time. The 16 year old company has been in production in Navan since 1999, however the nature of the industry has changed over the last

“ As we integrated into more pharmaceutical companies, they enquired if we could do longer series runs leading to economies of scale”

two decades. Because of this Millmount Healthcare has had to adapt and change the services that it provides. It is hugely important to be flexible in the pharmaceutical industry. Managing Director and founder Pascal Keogh spoke about how Millmount Healthcare has developed over the last 16 years. “The industry has changed a lot in that time. When we started out manufacturers were using companies like Millmount Healthcare as a last resort. Whereas now, as costs become more critical in the pharmaceutical market, there is a more strategic decision to outsource non-core activities

or activities that they are not very efficient at producing.”

New Investment

This changing approach to packaging and healthcare services has led Millmount to invest in new equipment such as a new state of the art blister packaging line, “That was to meet the changing needs of the market. Our core focus has been on short series runs, rapid changeover. But as we integrated into more pharmaceutical companies, they enquired if we could do longer series runs leading to economies of scale. They lean more towards finding a European



Millmount introduced a new high containment blister packaging line geared for high-speed quick changeovers using a standard blister size

solution for a European problem. Millmount Healthcare is part of that new solution," said Pascal. Millmount has also expanded their warehouse capacity as part of this switch. "Companies have been focusing on lower cost manufacturing outside the EU and as a result of that companies are now choosing to have tablets manufactured in India. This leads to an increase in storage and packaging requirements to complete the process. We are actively storing for a number of major blue chip pharma companies here in Ireland that require additional capacity for surge demand or contingency planning." There are challenges associated with this expansion of services offered by Millmount. This has led them to invest in new technology according to Pascal, "It is challenging, as we've expanded this service, we've had to expand our computerized systems. One of them we've introduced over the last year is SAP. SAP allows us to import much more

***" At the moment
our focus is on
expanding our
core activities"***

sophisticated data from the customers in terms of orders and give them up to the minute information on when they can get the product out the door."

Despite investing in this new technology and machinery, Pascal pointed out that the pharmaceutical industry does not typically invest in constant innovation, however they are constantly looking to innovate in new production methods. "The pharmaceutical industry is very heavily regulated so we're not really known for innovation because what tends to happen is that a product is launched on the market and stability data is used to make sure that the product is stable in its packaging for its shelf life. Things don't change as often as you might think because of that. It's a slow movement to new pack designs. Constantly people are looking as they launch new products onto the market place for products that are more recyclable or products with a longer shelf life.

As the market becomes more volatile, it's important

that you can keep your product a bit longer before you have to dispose of it."

Flexible Approach

Millmount work with approximately 20 pharmaceutical companies here in Ireland "We service in terms of packaging, storage, importation or we're on their license for disaster scenarios so we have customers who can say, here are our critical products, in an ideal situation we will handle them internally but in the event of a disaster we want you on the license so we can turn to you. So we would be trained in handling their product also.

"This requires a great deal of adaptability from Millmount's employees, "The flexibility of our staff is critical to moving forward. The flexibility of the equipment and the machinery is important. When we are buying a new piece of equipment or machinery, we don't just have to buy in the here and now, we do have to buy for potential business going down the line," said Pascal.

Future Goals

Millmount Healthcare are constantly interested in developing their core activities, and hope to continue to develop them over the next few years, "At the moment our focus is on expanding our core activities.

We've introduced some new activities over the last few years. We have a new Medical Device license. We have a new Veterinary license, and we've a new Cold chain license. Our goal over the next few years would be to expand our activities into those areas."