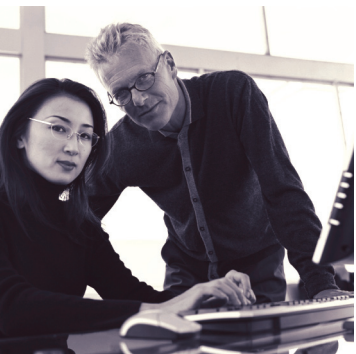


case study

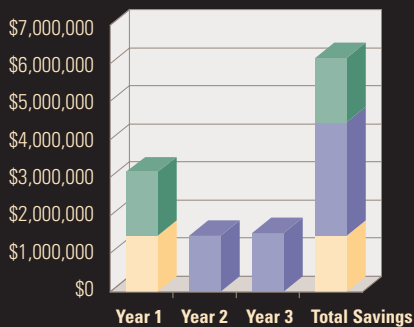
Wyeth Pharmaceuticals



LIFECYCLE Asset Management Services

An innovative solution embraced by an innovative company

Program Results



- Initial Program Benefits (Year 1)
- Cost Avoidance (Years 2 & 3)
- Accurate Inventory

“...the program allows us to focus on research while our asset management partner focuses on providing the best and most cost-effective maintenance. In that regard, it really couldn't be simpler.”

Mike Pirone
Wyeth Pharmaceuticals
Senior Category Manager of
Global Strategic Sourcing

Wyeth

Company Overview

Wyeth is a global leader in pharmaceuticals, consumer health care products and animal health care products.

Customer Challenge

- To reduce equipment maintenance costs by at least 10% at seven laboratory locations without sacrificing quality, performance and productivity
- To implement an innovative solution that had strong support from key executives

Solution

- Guaranteed maintenance budget
- Continued use of preferred service providers
- Accurate inventory of assets
- On-site managers to assist in daily program operation
- On-line access to all maintenance history
- Detailed reports on corrective and preventive maintenance by equipment item, by site and by service order
- Identification of alternative service and parts providers

Results

- Immediate savings of nearly \$1.7 million (for service contracts on non-existing/idle assets)
- Three year savings exceeding \$4.4 million on maintenance costs – an annual savings of 18%
- Reduced administrative burden by consolidating multiple service contracts into one agreement
- High quality service and good vendor relationships

For additional information regarding Managed Maintenance, please call Thermo Asset Management Services' Director of Sales at 1-800-558-6377