



**Astellas is dedicated to improving the lives of people around the world through providing innovative and reliable pharmaceutical products.**

*"We have an excellent working relationship with adi Ireland. Their innovative TFM solution has given us seamless flexibility, with security of production, coupled to reduced costs. Their team is committed, loyal and adaptable in its continuous improvement approach."*

#### adi Ireland provides:

- Project Management
- Electrical Engineering
- Electrical Installations
- Facilities Management Control
- Systems Integration
- Building Services Maintenance
- Programs Electrical Inspection
- Testing Support Contracts

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### The Opportunity

Astellas means "leading light for life" in Greek and as one of the world's top 20 pharmaceutical companies, the company certainly lives up to its name. Its headquarters is in Japan and was formed in 2005 by a merger between Yamanouchi and Fugisawa.

Their Dublin site produces Active Pharmaceutical Ingredients (API) which form a key part of a drug. In 2006, the site was considering out-sourcing its Facilities Management activities and following extensive discussions, decided to partner with adi Group to provide a Total Facilities Management (TFM) solution, which went live on 1 September 2006.

### The Solution

The Astellas annual contract value is circa Euro 3million per annum and adi Ireland implemented and now manages this turnkey solution for them. The solution was to use its expertise to provide utilities Facilities Maintenance, core production process maintenance as well as Facilities Management of services including cleaning, catering, and security for over 90 site employees.

As the contract work has significantly developed, from an initial under Euro 1million contact, with 9 adi Ireland employees on site, adi Ireland has expanded the number of full time employees based on site to 31 and now include a specific design and build team for continuous improvement and upgrade projects.

The contract covers both maintenance and development/upgrade improvements.

### The Benefits

- An open, honest and trusted partnership which is mutually beneficial.
- adi Ireland has successfully rebid and been re-awarded this contract on four occasions continuing to deliver a value added TFM solution.
- adi Ireland has been the TFM partner of choice for Astellas for nearly 10 years.
- During the tenure of the contract, the number of adi employees on site to over 30% of the total, furthering our partnership and continuous improvement approach
- The relationship and processes established is a benchmark for adi Ireland's TFM model