



Excelsyn RSC Enterprise Forum Planning for Success

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Excelsyn Group

- Excelsyn focuses on assisting companies operating from within the Health and Personal Care supply chains
- We are a unique integrated provider of business and technology services incorporating chemistry, engineering and consultancy
- We are committed to giving our customers a better deal in terms of quality, speed and cost



Focus

Focus on the Pharmaceutical
Manufacturing and Development
Supply Chains

Extensive industry
IP and know how

Multi Point
Contacts Within
Leading
Companies

Broad Product &
Service Offering

locations and customer base



International business:



Planning for Success

- Four things you need to get right
- Two more things you need to get right
- How is Excelsyn doing?



Hohria, Joyce and Robertson, The Evergreen Study, 2003

Four things you need to get right

■ Strategy

- Sharply defined
- Clearly communicated
- Well understood



Four things you need to get right



■ Execution

- Flawless operational excellence
- Don't disappoint your customers
- Put authority at the front line
- Eliminate waste and excess

Four things you need to get right

■ Culture

- High expectations on performance
- Inspire and empower
- Pay based on performance
- Have clear company values



Four things you need to get right



■ Structure

- Simplify
- Promote co-operation and info exchange
- Put best people at the front line
- Establish systems for knowledge sharing

Two more things you need to get right

- Talent
- Innovation
- Leadership
- Mergers and Partnerships



How is Excelsyn doing?

- Strategy
- Execution
- Culture
- Structure
 - Talent
 - Innovation
 - Leadership
 - Mergers and Partnerships





Thank You and
Good luck!

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