Siemens becomes a strategic automation partner for GlaxoSmithKline

- Global partnership in manufacturing automation
- Preferred automation supplier for GSK sites
- Simplification and standardization of the automation space

Siemens and GlaxoSmithKline, one of the world’s leading research-based pharmaceutical and healthcare companies, have entered a global strategic partnership. Siemens will become a strategic partner of GSK in manufacturing automation and thus the preferred automation supplier for GSK production and R&D sites worldwide, including Vaccines.

This new agreement further develops the long standing successful relationship between both companies and helps GSK to refresh their global automation strategy. Dave Tudor, Vice President Primary Supply and leader of the Global Automation Steering Team of GSK, said: “I am delighted we have reached agreement to make Siemens a strategic partner. One of our objectives is to simplify and standardize the automation space by identifying a small number of systems and suppliers and this is the first step on our journey to achieving this. This will create a real win-win situation, not just for today, but for the long term, for GSK, Siemens and most importantly our patients.” Eckard Eberle, CEO of the Siemens Business Unit Process Automation, added: “Integrated automation and digitalization solutions are important levers for pharmaceutical companies to raise efficiency and productivity whilst ensuring safety and quality. As a reliable partner we will support GSK on this way by providing a unique integrated portfolio comprising hardware, software and services across the entire plant life cycle.”
A detailed list of criteria has also been agreed between the two companies to ensure the relationship develops in the right way. These include executive sponsorship on both sides, transparency with bi-directional trust, behaviours that are not just financially driven, a joint determination to succeed and relationship innovation that adds value. The partnership will provide a focus into process control, equipment control and building management systems within the manufacturing and R&D pilot plants of GlaxoSmithKline. Four main areas have been identified: Modular Manufacturing, Batch Sterile Facility Blue Print, Machine and Production Line Optimization and Manufacturing Blue Print for different Dosage forms.

This press release is available at [http://www.siemens.com/press/PR2015090326PDEN](http://www.siemens.com/press/PR2015090326PDEN)

For further information please see [www.siemens.com/pharma](http://www.siemens.com/pharma)

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Siemens AG (Berlin and Munich) is a global technology powerhouse that has stood for engineering excellence, innovation, quality, reliability and internationality for more than 165 years. The company is active in more than 200 countries, focusing on the areas of electrification, automation and digitalization. One of the world’s largest producers of energy-efficient, resource-saving technologies, Siemens is No. 1 in offshore wind turbine construction, a leading supplier of combined cycle turbines for power generation, a major provider of power transmission solutions and a pioneer in infrastructure solutions as well as automation, drive and software solutions for industry. The company is also a leading provider of medical imaging equipment – such as computed tomography and magnetic resonance imaging systems – and a leader in laboratory diagnostics as well as clinical IT. In fiscal 2014, which ended on September 30, 2014, Siemens generated revenue from continuing operations of €71.9 billion and net income of €5.5 billion. At the end of September 2014, the company had around 343,000 employees worldwide on a continuing basis. Further information is available on the Internet at [www.siemens.com](http://www.siemens.com).