

Vijaya K Surapaneni

SUMMARY

Success-driven senior level executive with diverse leadership experience in Pharmaceutical and Medical Technology Operations. Successful track record of driving strategic alignment across the organization with a focus on growth objectives. Collaborative relationship builder with internal and external stakeholders to achieve long and short term results. Proven ability to deliver organizational change including integration of new businesses and actively encourages continuous improvement. Drives focused execution of objectives and successfully lead cross functional and cross cultural teams to strengthen customer service and quality.

PROFESSIONAL EXPERIENCE

CONVATEC, Skillman, NJ

ConvaTec is a leading developer and marketer of innovative medical technologies with four key business units - Ostomy Care, Wound Therapeutics, Continence and Critical Care, and Infusion Devices. The company's production network includes 12 plants in 9 countries and 22 distribution centers. The company has a presence in 90+ countries with 7,500 employees and 2010 revenue of \$1.6B

Vice President, Manufacturing

2007 -2011

Led Continence and Critical Care plants in Australia, Malaysia, Mexico and Ostomy/Wound Therapeutics plants in Dominican Republic and USA. Managed a total cost base of \$165M and 1,500 employees supporting \$600M business. Delivered on the company growth strategy by providing outstanding customer service and world class quality products to the patient. Transformed Dominican Republic operations as a strategic plant through capital investment and headcount increase.

- Increased annual unit production from 94M to 147M at Dominican Republic plant over 12 month period.
- Improved customer service to 98% level and simultaneously reduced customer complaints by 25%.
- Delivered P&L performance results in 99% levels versus budget.
- Directed development of strategic plan to optimize manufacturing network and divested non-core business and closure of Australia operations delivering annual savings of \$6M.
- Implemented LEAN/Continuous Improvement initiatives and generated productivity improvements of 4% and cost reduction of 3%.
- Led due diligence activities for divestiture of ConvaTec from its parent and subsequent acquisition and integration of Unomedical.
- Successfully launched an innovative Continence Control Device in Europe, Surgical Cover Dressing and Advanced Pouch System globally.

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BRISTOL-MYERS SQUIBB COMPANY

Bristol-Myers Squibb is a global BioPharma company focused on its mission to discover, develop and deliver innovative medicines that help patients prevail over serious diseases. Headquartered in New York, USA, operating in more than 100 countries with total employees of 27,000 and 2010 revenue of \$20B.

General Manager, Cruiserath, Ireland

2003-2007

Directed commissioning, plant qualifications and startup of a new \$500M, 100 acre fully integrated greenfield bulk pharmaceutical manufacturing facility and secured US and European regulatory approvals. Instrumental in integrating the facility with high standards of EHS and GMP controls into BMS global supply chain. Responsible for a total cost base of \$100M and 225 employees. Promoted continuous improvement, leadership development and performance management through open dialogue and built an excellent high performing team culture.

- Achieved 98% customer service levels for the supply of bulk product to US and EU markets.
- Successfully completed comprehensive regulatory inspection by Irish Medicines Board and US FDA with zero observations.
- Directed recruitment and training of highly educated workforce with 60% of staff having Bachelor's degree.
- Achieved 1M hours milestone without any lost work day cases.
- Improved first pass quality performance to 85% from 59% level.

Director, Manufacturing Strategy and Sourcing, New Brunswick, NJ

2000-2003

Developed and implemented strategies for global bulk and EU manufacturing network as part of overall business growth strategy. Partnered with Tax, Finance, EHS, Quality and Regulatory and evaluated capabilities and technology requirements. Collaborated with Licensing, Research and Marketing to verify new products can be produced within the network and supported the global launch process.

- Led strategic vision and planning process and generated strategic and tactical manufacturing plans.
- Evaluated and recommended financial and business rationale for manufacture of sterile injectable drug.
- Managed the long range plan including capital plan and generated technical, capacity and sourcing options.
- Directed the review of manufacturing, sourcing, third party contracts and capital investments for DuPont Pharmaceutical acquisition due diligence.

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Associate Director, Technology and Projects, Syracuse, NY

1990-2000

Responsible for the management of technology transfer for global bulk and finishing operations for new product development, clinical supplies and product transfers. Collaborated with Development, Manufacturing, Research and Sourcing and generated impact assessments and implementation plans. Managed group-wide regulatory programs with primary focus in risk assessment, operational safety and environmental controls.

- Introduced new technology for bulk pharmaceutical manufacturing in Ireland and Puerto Rico and finished product in US and successfully launched new hypertension drug.
- Evaluated contract manufacturers and suppliers in US, Europe and Japan for supply of key raw materials and intermediates.
- Participated as a key member of continuous innovation initiative rollout at bulk pharmaceutical plant in Italy on a six month assignment and re-engineered business processes. Led to 3% reduction in cost.

Facility Manager, Safety, Syracuse, NY

1989-1990

Managed employee safety, plant safety and loss prevention systems at bulk lactam manufacturing, chemical development and biotechnology operations. Improved safety profile at facility through behavior based programs, new policies and procedures and self-assessments.

PARKE-DAVIS/WARNER LAMBERT

1982-1989

Parke-Davis/Warner-Lambert Co. manufactures and markets pharmaceutical, consumer health care, and confectionery products. Headquartered in Morris Plains, NJ, operating in more than 75 countries with total employees of 34,000 and 2000 revenue of \$5.6B. Pfizer bought the company in 2000.

Regional Safety Engineer, Morris Plains, NJ,

1987-1989

Led the safety operations for manufacturing and research locations and supported North American Product Rationalization initiative through ramp-down and close-out phases of manufacturing and reconstruction of product development operations.

Project and Environmental Engineer, Rochester, MI,

1982-1987

Managed capital projects for Sterile Products operations and supported the regulatory and environmental permits and on site incineration facility.



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INDUSTRY ASSOCIATIONS

American Institute of Chemical Engineers
PhRMA, Bulk Pharmaceuticals Committee
International Process Safety Group

EDUCATION

MS 1982, Chemical Engineering, Michigan State University, E. Lansing, MI

BS 1980, Chemical Engineering, Manipal Institute of Technology, Manipal, India