

# CASE STUDY SUCCESSFUL WITH NeoTOP 904 AT BORISOV IN BELARUS



## FASTER TO MARKET THANKS TO MAXIMUM FLEXIBILITY

More than 200 products in eleven pharmaceutical groups, 300 in-house technological developments and 45 years of company tradition: Borisovskiy Zavod Medicinskih Preparatov is the most important and largest pharmaceutical manufacturers in Belarus.

Last year alone, nine pharmaceuticals were developed which can replace previously imported products. Borisov is on the road to success: in 2013 another \$53 million dollar plant currently under construction will open, operating according to GMP guidelines. Even though about 60% of sales are generated by exports, Belarus remains one of the most important markets.

The pharmaceutical company from Borisov in the catchment area of the capital Minsk is not resting on its laurels. Hi-tech will ensure the continued expansion of success in the market.

For example, in early autumn last year a NeoTOP904 from Dividella AG of the Körber Medipak Group was brought into operation. By October 1st of last year, just under 500,000 packs for ampoules and about 3,500 packs for vials had been produced.

Bringing the high-performance system from the NeoTOP family on-line has saved significantly on costs, as the vials were previously packed by hand. At the same time production volumes have increased considerably - with significantly less manpower. Freed-up personnel can be redeployed within the factory. Today, only two workers are needed to operate the NeoTOP904.

The packaging lines in the NeoTOP series of machines erect and glue folding boxes from bought-in flat cardboard blanks. The dividers needed for product protection are, like the boxes themselves, formed from a flat blank. A key feature: this is mono-material packaging based on cardboard.

The NeoTOP series of machines consists of four semi-automated and fully automated versions. Borisov chose the top-of-the-line model, the NeoTOP 904. The individual versions of the machine type can be configured in the Dividella factory to suit customers' specific needs. They cover all performance categories for packaging different lot sizes in the pharmaceutical industry. The sale to Belarus was handled from Switzerland in collaboration with the Moscow agency. This agency is responsible for the introduction of Dividella and Körber Medipak products in Russia and the CIS.

**Vitaliy Deresh led the sales negotiations on the Borisov side. He is the company's CTO (Chief Technical Officer). In an interview with Körber Medipak facts, he comments on the background, achievements and prospects of cooperation with Dividella.**

**facts: Vitaliy Vassilevich Deresh, what characteristics of Dividella and NeoTOP as a packaging machine were of interest to Borisov?**

**Deresh:** The purchase was based on a painstaking decision-making process. For example, we identified the number of packaging plants necessary for a possible medium-term sales increase.

At the same time, offers from a range of vendors and different machine variants were examined. However, what appeared to be particularly attractive to us was the fact with the NeoTOP solution cardboard alone is used for the packaging. This is a key aspect. Cardboard is also produced in Belarus. All the competing products use PVC, aluminium or other materials in addition to a folding box.

Another reason lies in the manufacturer itself. Dividella is part of the Körber Medipak Group, one of the market leaders in the challenging pharmaceutical packaging solutions sector. This augurs well for reliability in the operation of the machine.

**How quickly did you decide on the NeoTOP 904 – and what competition was this machine up against?**



Dividella's NeoTOP 904 operates in 3-shift production

**Deresh:** The legislation of the Republic of Belarus generally stipulates an open tendering procedure for such investments. Apart from Dividella, a number of well-known companies from Germany, Italy and Switzerland were involved.

**Mr. Deresh, how do you assess the cooperation between Borisov and Dividella during the project phase?**

**Deresh:** The level of organization at Dividella is remarkably efficient. Problems and questions which arose during the project were in many cases resolved and answered within a few hours. Even in contentious cases, we were able to quickly arrive at a satisfactory arrangement.

**How has production changed, now that Borisov has brought the NeoTOP 904 into operation?**

**Deresh:** The most obvious change concerned the packaging of vials with powder for injection. The packs used to be inserted into the secondary packaging by hand; this is now automated. After installing the NeoTOP 904, we were therefore able to redeploy a number of employees elsewhere in the company, as just two people are needed to operate the machine. Another benefit was the reduction in the load on the packaging lines previously used, which beforehand we had to utilize to their capacity limit.

**To what extent are you currently using the NEOTOP 904?**

**Deresh:** The line is working for us in three shifts, seven days a week.

**How satisfied are you with the performance of the system? Are there any anomalies or susceptibilities to malfunction?**

**Deresh:** Not that I can determine, with regard to the technology. All the components used were from leading European manufacturers. And in the event of downtime, the modern link with the service

centre in Switzerland provides valuable assistance. This networking

permits rapid fault diagnosis, and downtime can be minimized.

**Does this mean that you will consider Dividella equipment for your future plans?**

**Deresh:** The development and investment plan for Borisov envisages for four additional ampoule filling lines for 2013 to 2015. When calculating the required additional packaging systems, the data relating to the NeoTOP 904 was naturally incorporated.

**Vitaliy Vassilevich Deresh, thank you very much for this interview.**

## TopLoading by Dividella

The NeoTOP family, in different performance classes ranging from semi-automated to fully automated, is superbly suited to the growing diversity of secondary packaging in the pharmaceutical industry.

It is suitable for packaging in resealable TopLoading boxes with built-in dividers. After the pack is erected from the supplied flat cardboard blanks, dividers are formed from a second flat blank and glued into the erected box. Parenteral products such as ampoules, vials, syringes, pens, lancets, needles, instructions, etc. are then inserted on the line.

Depending on the model, filling takes place by hand or using the fully automated equipment. The modular packaging machines can handle from ten to 240 packages per minute and are configurable to customers' specific requirements.

More information:  
[www.dividella.ch/en/solutions/toploading](http://www.dividella.ch/en/solutions/toploading)

# „BRINGING THE HIGH PERFORMANCE NEOTOP SYSTEM ONLINE HAS SAVED SIGNIFICANTLY ON COSTS.“

**VITALI DERECH**  
CTO (CHIEF TECHNICAL OFFICER) AT BORISOV

## REQUIREMENT

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## SOLUTION

All the components used were from leading European manufacturers. And in the event of downtime, the modern link with the service centre in Switzerland provides valuable assistance. This networking permits rapid fault diagnosis, and downtime can be minimized. The line is working in three shifts, seven days a week.

## BENEFIT

Bringing the high-performance system from the NeoTOP family online has saved significantly on costs, as the vials were previously packed by hand. At the same time production volumes have increased considerably – with significantly less manpower. Freed-up personnel can be redeployed within the factory. Today, only two workers are needed to operate the NeoTOP904.

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Dividella's machines are modular in construction and individually tailored to customers' requirements; if these requirements change over time, the modular construction of Dividella machines means they can be upgraded to meet the new requirements perfectly.

Dividella NeoTOP 904

## TECHNICAL DATA

### NeoTOP 904

Range of formats	Length [mm]	Width [mm]	Height [mm]
Minimum	60	45	17
Maximum	150	150	32

  

Number of flutes	Flute height [mm]
1-4 flutes	min. 10

  

<b>Output/min.</b>	30 packs ~ 600 objects
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<b>Format Changes</b>	tool-less 30 to 40 minutes
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