

# INDUSTRIAL PARTNERSHIPS ADDING NEW PERSPECTIVES



We **PROTECT** and **IMPROVE** the  
**HEALTH** of people around the world.

WHAT DRIVES US

We develop **EFFECTIVE SOLUTIONS** and  
guiding standards for the  
healthcare system supplier through a constructive dialog  
with our **CUSTOMERS** and partners.

HOW WE ACHIEVE IT

## SHARING EXPERTISE ACHIEVING EXCELLENT RESULTS

» *We have always been searching for someone  
who complements our own competencies –*  
**ADDING PERSPECTIVES.**

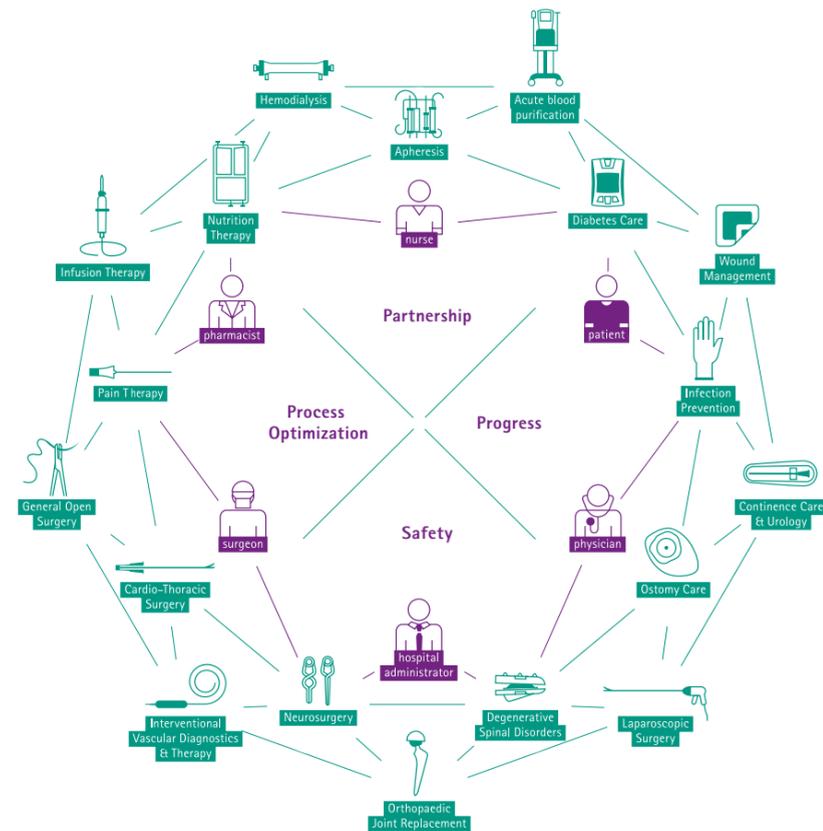
*A partner who opens doors to exploit hidden  
potentials and to create fresh opportunities.*

Anyone seeking to improve people's health needs to constantly gain understanding, recognize new opportunities, and to be passionate about finding effective solutions. This philosophy unites us at B. Braun. A philosophy that impels us to seek out constructive exchange with physicians, pharmacists, nursing staff, hospital managers, patients, and industrial partners.

Based on more than 175 years of experience and expertise in healthcare, B. Braun Industrial Partnerships provides a comprehensive business-to-business platform. We advance technologies, knowledge and capabilities.

By granting access to the wide assortment of products and services of B. Braun, we develop high-value made-to-measure solutions together with our customers. Our aim: being the one to add new perspectives for our industrial partners.

## B. BRAUN GROUP IMPROVING PEOPLE'S HEALTH



### Your system partner in healthcare.

As one of the world's leading healthcare system suppliers, every offer B. Braun provides incorporates the entire expertise the company gained since its foundation in 1839. In close cooperation with its customers B. Braun develops outstanding solutions for the benefit of patients and everyone

involved in healthcare. B. Braun has the technology, the components, and the engineering to develop your best solution, enabled by an excellent group of professionals and constructive dialog with our customers.



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# ESTABLISHING SYSTEM PARTNERSHIPS FLEXIBLE. CHALLENGING. COMMITTED.

» We need someone ambitious,  
who permanently impels us  
to rethink our ideas. Not just a supplier,  
but a challenging **PARTNER** to  
develop successful solutions – together with us.

## Being your sparring Partner.

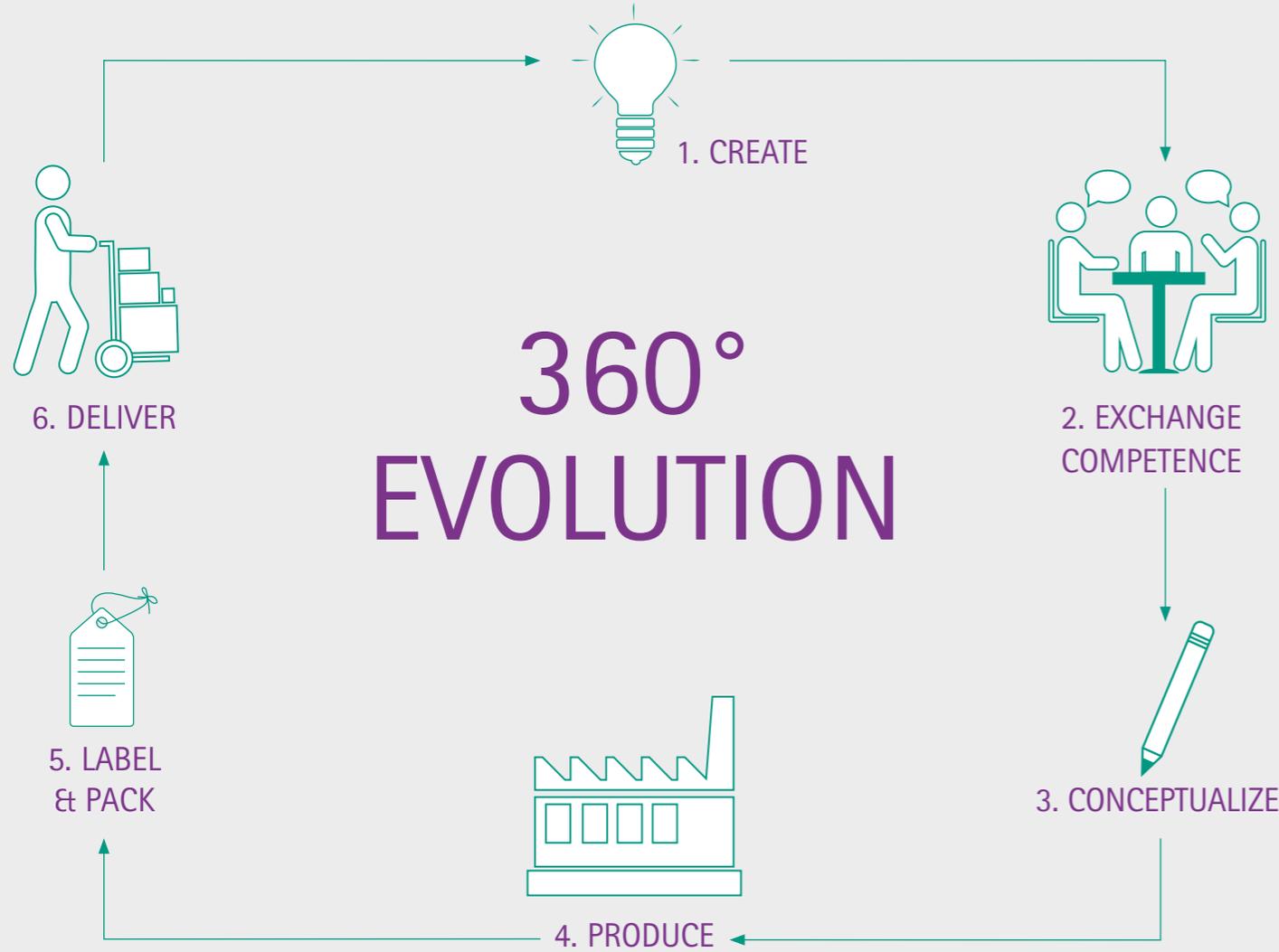
At B. Braun, partnership means establishing permanent understanding through intensive dialog, opening up prospects for our customers. Anyone looking for an engaged system partner, finds in B. Braun a unique opportunity – for standard as well as for tailor-made solutions.

Because best results can only be achieved by permanently questioning each other, we promise to be a critical but constructive counterpart.

Each day, companies worldwide rely on our resources and dedication to quality. As a system partner we accompany our customers all the way from the first idea to the successful market launch: always flexible, always challenging, always committed to contribute to achieving their targets.



# ONE POWERFUL SOURCE CREATE. CONTRIBUTE IDEAS. CONCEPTUALIZE.



## GAIN EFFICIENCY



### Benefit from 360°- Service all around your project.

As a system partner of the pharmaceutical and medical devices industry, B.Braun Industrial Partnerships supplies complete outsourcing solutions. To us, sourcing out tasks also means sourcing out questions, concerns and challenges. When we share a project with our customers, we also share their aims. Thus we offer holistic services, which make our partners achieving their targets and simultaneously save time, costs, and valuable human resources.

Tap the full potential of our project management capabilities and distinct process understanding in the healthcare industry:

- Unique product portfolio of pharmaceuticals and medical devices
- Development and manufacturing of medicinal and medical products
- Profound consulting and regulatory support.

# CONTRACT MANUFACTURING EVOLVING PHARMACY SOLUTIONS

» *To enter the pharma-market with  
new products successfully, we need  
a partner who has outstanding expertise.*

*We demand holistic services to accelerate and  
**OPTIMIZE PROCESSES**  
from development to launch.*

#### **Full pharmaceutical capabilities to optimize processes.**

Getting your product to market quickly and cost effectively is crucial. Count on our expertise in pharmaceutical development and production to handle almost every manufacturing challenge efficiently.

Your project will be managed with expertise and experience in producing nearly every kind of drugs: from aqueous solutions to lipid emulsion in various container sizes and /or -materials. Our global production network delivers top quality through GMP compliance, high quality raw materials, advanced technology and a skilled workforce.

Benefit from our additional services:

- Private labeling
- Development support
- Drug improvement
- Laboratory, regulatory and stability services
- All round customer service, including process optimization





# PRODUCT MODIFICATION MAKING IT YOUR OWN

» *Experience complements innovation.  
Established, tried and tested  
products enhance the efficiency of  
our launch processes. Those*  
**SAFE SOLUTIONS**  
*substantially contribute to  
our market success.*

**Rely on proven solutions: Adapt our products.**

Ensure safety and accelerate "time-to-market" through proven products. We tailor virtually any of our reliable devices to the requirements our customers define. Change a component's color or size. Modify capping devices, filter arrangements, infusion systems et cetera. Together we identify the perfect solution in our portfolio and align it with your specifications.

**Add value: Join our products.**

To create value-adding features and benefits, build a hybrid device by combining your product with one of the established B. Braun devices. With a long list of services including joint design, manufacturing and development, registration, sterilization, packaging and labeling we make sure to meet your demands.



# PRIVATE LABELING & PACKAGING CUSTOMIZED SOLUTIONS

» *It is not easy to find a partner you can trust.  
It is our label applied on their product.*

*We need to **SHARE** values, targets  
and finally the same concept of excellence.*

## **Benefit from full labeling and packaging services.**

Sharing projects in cooperative partnership presupposes trust – particularly if such sensitive areas as the pharmaceutical and medical industries are concerned. Manufactures must be absolutely positive about the expertise, the reliability and the sense of responsibility of their suppliers.

Collaborating with B. Braun Industrial Partnerships you can rely on a prestigious partner. We are aware that our performance affects the image of our customers, whenever they put their label on our products.

Create your personalized packaging design with us and be sure that all worldwide regulatory requirements are respected. Select a pharmaceutical solution and add your own label. Or use our contract manufacturing service with your drug. Together we make our products and packaging match to your corporate design perfectly.



# PRODUCT COMBINATION BUILDING UP SAFER SYSTEMS

» *Sometimes value is not about how a product works. Sometimes value is about how a product works as part of a system. Hence we trust in a partner whose*  
**EXPERTISE** *covers not just products but entire processes and procedures.*

## **Customized sets and kit packaging services.**

Increasing comfort, accelerating processes and reducing risks: Today, pre-assembled product sets are very much appreciated by healthcare professionals. Collaborating with B.Braun Industrial Partnerships empowers manufacturers to benefit from this trend. Together with our customers and their specifications we deliver customized trays and procedure kits for numerous applications and procedures, based on their specifications.

Benefit from our huge portfolio of standard products and use it in assemblies and customized kits. Pair one of your products with one of ours. Combine two of our products to create a hybrid device with added benefits. Or choose device components from other therapy fields.

Let us explore the possibilities, add options and develop new perspectives together.





**5,000**  
ESTABLISHED  
PRODUCTS

Select out of our broad range of medical devices and pharmaceutical solutions.



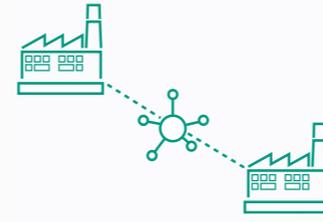
**60**  
CONTACT POINTS  
WORLDWIDE

Please find our specialists in more than 60 B. Braun country organizations.



**175**  
YEARS OF  
EXPERIENCE

Since 1839 – Benefit from almost two centuries of uncompromised dedication to top quality health-care solutions.



**22**  
GLOBAL MANU-  
FACTURING HUBS

B. Braun operates 22 Development and Manufacturing hubs world-wide.



**FACTS AND FIGURES**  
GIVING ANSWERS IN DIALOG

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