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MASTER PLANNING OF INGENICS AG FOR TUTTLINGEN MEDICAL TECHNOLOGY MANUFACTURER

# Aesculap Builds Two New Plants at once

As part of an extensive investment program, Aesculap AG is creating the basis for a successful future at the traditional site in Tuttingen. To optimally plan and implement the complex realignment involving the construction of two new plants, Ingenics AG was retained.

So that the continuously rising demand can be met and Tuttingen further expanded as a technological competence center and production site, the largest single investment project in the company history of Aesculap AG was initiated. And it is the declared intention of both the Aesculap management and the group parent company to sustainably design the realignment. That's why the following measures were decided:

- Relocation of growing production areas from old to new buildings, thereby leaving space for administration, development and sales in the old facilities.
- The plant in which instruments are produced will receive more space in renovated older buildings.
- Additional property will be acquired as space reserves.

The first new building for 15 m euros is to be occupied at the end of 2013. The Aesculap Technical Service (ATS), the raw material warehouse, disposal and a new forge will

be located here. By 2014, a further plant for the production of motor systems and sterile containers (MC) will have been created for 50 m euros.

## *Methodical and systematic approach – a holistic methodical*

In view of the complexity of the realignment, it was vital to involve a consulting company experienced in site development and plant planning to ensure structured and sustainable development. "The consequences of failures that can occur with an extensive expansion and conversion of existing space do not become apparent until much later," says Aesculap CEO Production and Logistics Dr. Joachim Schulz. "That's why we have to do our very best to assess the best variations from the start and to make optimal decisions." Aesculap commissioned

Ingenics with the master planning for the entire construction project.

The project began with a two-day workshop in which the CEO and seven plant and department managers participated. After all possible scenarios had been examined it was determined that the management had had the right ideas from the beginning. Now the consultant could confirm it with facts and figures. Between January and June 2011, the master planning was driven ahead. Further workshops and presentations were provided to inform the decision-makers and

*Dr. Joachim Schulz, CEO Aesculap AG.*





to secure planning. “For Ingenics, it was certainly a challenge to handle the complex structures of three production plants with highly varying product spectrums, as well as the central administration areas,” says Dr. Joachim Schulz.

In many situations it became clear to what a high degree medical technology sets itself apart from other industries – most apparent with the vertical range of manufacture. Because Aesculap always places maximum demands on engineering and reliability, responsibility is not shifted to suppliers. At the same time, flexibility and adaptability need to be considered. So that no contradiction arises from this and so that work can remain profitable despite rising competitive pressure, fluctuating quantities, a growing number of product variations and shorter set-up times are included in the planning. After the fundamental considerations of the management, the analyses of Ingenics, the discussion of the developed variations and the guiding decisions had flowed into



## About Aesculap

Aesculap is a leading manufacturer of medical technology and medical products in Europe. The company employs approx. 9,500 people, one third of these in Tuttlingen. This renders Aesculap, which achieved a last turnover of approx. 1.3 billion euros as a division of B. Braun Melsungen AG, the most important employer in the Schwarzwald-Baar-Heuberg region. For years, the management has been able to increase turnovers, profits and staff numbers.

the master planning, the way was paved for construction of the new “Middle” and “South” plants.

As recommended by Ingenics and previously unthinkable at Aesculap, the position of the development in production is decentralized. This will have a positive effect on speed and practicability of the development. The accompanying strengthening of the team concept fully adheres to the

center-of-excellence strategy of the parent company. “The ability of Ingenics both with regard to the medical technology sector and the management of such an extensive and complex project impressed us,” says Dr. Joachim Schulz. The architectural competition was decided at the end of 2011. Currently, Ingenics is responsible for planning both new buildings for the phase of design engineering that will be completed in June 2012. ■