

Lonza Saves \$98,000 and Achieves 200% ROI with AMS Device Manager

RESULTS

- Saved \$98,000 in commissioning 1,400 instruments
- Achieved 2x ROI
- Experienced improved documentation with AMS Device Manager Audit Trail

APPLICATION

Range of high-value added chemicals, problem-solving solutions, and services for a wide range of industries

CUSTOMER

Lonza AG - Visp, Switzerland

CHALLENGE

Lonza AG, Visp is the largest research, development, and production center of Lonza. The facility is continually expanding its scientific and technology base, assigning a high priority to advanced R&D, as well as state-of-the-art equipment to ensure environmentally-safe and quality-minded production. Remaining profitable while supplying quality products is one of Lonza's driving goals. To achieve this goal, they needed to address production and maintenance costs, short project timelines, full FDA compliance regulations and Safety, Health, and Environment (SHE) performance.

SOLUTION

Lonza was already using Emerson instruments and had upgraded their control system to DeltaV™ in 2000. Convinced that predictive maintenance could lead to substantial savings, Lonza looked to Emerson for predictive maintenance software. They chose AMS Device Manager.

Lonza quickly experienced return on investment because AMS Device Manager easily integrated with their instruments and the DeltaV control system. The Audit Trail functionality helped to improve their documentation process. Using AMS Device Manager, Lonza improved configuration and commissioning of devices. The maintenance staff were pleased to find AMS Device Manager user-friendly.



“We set up our instruments remotely with AMS Device Manager. It improved configuration accuracy, provided better documentation, and allowed faster start-up.”

Herman Hutter
Head of Automation LES
(Lonza Exclusive Synthesis)

Lonza experienced significant savings when commissioning 1,400 devices in their facility. Head of Automation LES (Lonza Exclusive Synthesis) Herman Hutter described the improved efficiency, saying, “If you consider that it saves one hour for each instrument, and the cost of an instrument technician is \$70 per hour, then the total savings in commissioning 1,400 instruments is an astounding \$98,000.”

Lonza will continue to focus on sustained, above-average, profitable growth through its various chemical and biotechnology platforms. Emerson instruments and AMS Device Manager help to reduce the risk profile and the volatility of Lonza’s business.



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