

Voices of Leadership: Andy Boyer

Been in the industry a long time and always what attracts me is people. And it makes a difference every day when you come to work, to work with people that you appreciate, that you care about, and more importantly, are really good at what they do.

Hi, I'm Andy Boyer, Executive Vice President and Chief Commercial Officer of Generics.

Well, the U.S. generic market is constantly evolving and changing. It used to be immediate release oral solids. Then it was sustained release oral solids. Now they've moved into patches and gels and solutions and injectables and biosimilars.

We've evolved along with that, and we're doing it faster and better than our competitors. And that's what this industry is all about. Staying in front of your competition, being more successful, executing better than your peers. The example is the ring. The ring went from being really manual to being more automatic in its manufacturing process. That requires collaboration across many functional areas within the organization. And we did it and others have not been able to.

The reason we were successful was development was fantastic by our R&D organization, our regulatory team worked with the FDA, got approval of the product, our R&D, our technical operations, our quality, our regulatory and our manufacturing operations teams worked together to be sure that we could take and commercialize it.

Now, you flip that over the wall to the commercial team, which has fantastic relationships, and that's what allows us to be successful on a product launch. We are communicating effectively, working together effectively. We're prioritizing effectively and we're servicing our customers effectively. To be able to service customers the way we do, to be able to service patients the way we do, has been a significant accomplishment and all of the foundational work that's been done cross-functionally in this company is setting us up for the future and we've got significant products in the pipeline. You've got inhalation technologies, you've got injectable technologies, you know, you've got other products that are really going to make a difference, but it's going to take us a couple of years to get there. We're on the cusp of it right now.

By the end of 2023, going into 2024, you're probably going to start to see some of these significant products break through and really make a difference. Our future is bright.