

MEDICAL DEVICES

Case Study

Alcon expands Georgia presence with the help of Quick Start



Alcon, the global leader in eye care, relocated its offices to Johns Creek, Ga., in 1991 in order to establish a cohesive campus for the growing company, which at the time was called CIBA VISION. It's here the company focuses on production, R&D and distribution for its contact lens portfolio.

In 2013, Alcon completed a major expansion of its facility to manufacture DAILIES and DAILIES TOTAL1® contact lenses. For this expansion, Alcon invested more than \$250 million, added more than 70,000 square feet to the manufacturing facility and created approximately 300 new jobs. In 2014, Alcon began work on a second expansion of the facility to support additional production lines for DAILIES and DAILIES TOTAL1 contact lenses. These new production lines represent an additional \$250 million investment and create an additional 250 new jobs.

"A major driving force in the decision to establish the company's presence in Georgia was the international, world-class airport," said Rick Weisbarth, Head, Professional Affairs, Alcon. "Not only did we need an airport that would allow our people to travel, we ship thousands of orders daily, and so we rely heavily on an infrastructure that helps us ensure reliable supply."

Georgia has provided Alcon with many more amenities beyond Hartsfield-Jackson Atlanta International Airport. With the existing infrastructure, transportation and diverse workforce, Alcon executives have found Georgia to be a "great place to do business."

"In the past it was tricky to attract talent from existing life science hubs like Boston and Silicon Valley, but that is changing as Georgia is building very quickly a life sciences nucleus," said Mark McCann, HR Manager, Alcon. "Healthcare IT, cold storage, R&D capabilities, start-up companies and big corporations are now making their homes here."

In the 2014 expansion, Alcon took advantage of Georgia's top training assets like the Technical College System of Georgia, the University System of Georgia and Georgia Quick Start.

The content of the case study was provided in 2013.



WHAT GEORGIA OFFERS ALCON

- > Quality of life for employees
- > Relationships with leading universities
- > Existing infrastructure and amenities
- > Collaborative culture

Alcon®

"A variety of state, county and city leaders and organizations have contributed to our growth, which has played a key role in our decisions to continue to invest in our Johns Creek location."

Rob Meyers
General Manager,
Atlanta Manufacturing
Alcon

About Life Sciences in Georgia

Our diversified life science industry spans the full value chain. This means, in Georgia, an idea can be born, researched, tested, commercialized, produced and then delivered quickly to most anywhere in the world. We understand what your business needs to help solve global health issues and save lives. Georgia's reputation has also been enhanced by the presence of numerous world-renowned biotech and bioscience-related organizations and research and teaching institutions like the Georgia Institute of Technology, the University of Georgia and Emory University, as well as Georgia's Technical College System.

About Medical Devices in Georgia

Medical devices and diagnostics in Georgia account for half of life science companies and more than a quarter of the life science workforce.

In 2014, Georgia exports of medical devices, equipment and pharmaceuticals exceeded \$1.3 billion. With the synergy between the Georgia Institute of Technology and Emory University's biomedical engineering program – ranked 2nd (graduate) and 4th (undergraduate) in the nation – and leading medical device companies like Ethicon, EndoChoice and Given Imaging – Georgia is a global leader for many medical device innovations. The Global Center for Medical Innovation (GCMI) in Georgia is the Southeast's first comprehensive medical device innovation center.

FOR MORE INFORMATION

Contact the life science team
at the Georgia Department of
Economic Development
678.252.9345

Georgia.org/MedicalDevices

We **SPEAK** Business



GEORGIA. Your link to a strong value chain.



10/2015