



"We have produced more than 100 various powders. One thing is certain: Every powder is different."

Stefano Console,
Managing Director of Micro-Sphere S.A.

"So much for powder is powder"

In the Swiss municipality Monteggio, located between lakes Lago di Lugano and Lago Maggiore, is the development and production center of Micro-Sphere S.A. In August 2017, the enterprise tripled its production capacities for spray drying and capsule filling, relying, among others, on technology from Harro Höfliger.

Stefano Console, Managing Director of Micro-Sphere S.A., is sitting in the conference room of the bright administration building of a former furniture factory. On a screen, he shows the company presentation and gives a sense of what their experts have been working on. Since 1998 the focus has been on overcoming complex formulation challenges and the partnership-based support of his cus-

tomers from development to the commercial production of pharmaceuticals. The studied organometallic chemist Stefano Console has specialized in the business development of small and medium-sized enterprises in the pharmaceutical industry and has been a member of the company's management since 2012. He pays particular attention to focus on a market niche. This applies especially to companies with the size of

Micro-Sphere. "Anyone who believes they can offer everything on their own, will not be successful in the long run," emphasizes the native Venetian Console. With the production and capsule filling of highly potent powders for inhalation, Micro-Sphere occupies a particularly interesting niche. Since completion of the building extension in August 2017, 16 cleanrooms are now available, all of which comply with the requirements of



For the dosing of highly cohesive and compressible powders, Micro-Sphere relies on the Modu-C with drum filling technology.

global GMP-standards. Micro-Sphere has been inspected and certified by SwissMedic, the FDA and the Japanese PMDA, among others. The high quality standard is evident when looking at the corporate structure. More than one third of the employees work in the Quality Unit, which includes Quality Assurance and Quality Control.

Partnership-based cooperation

Stefano Console regards a cooperative and trusting relationship with his customers, which the Managing Director deliberately calls "business partners", as

an indispensable success factor. This is not the only thing in common with Harro Höfliger, which is something he discovered during his cooperation with the machine manufacturer and highly appreciates. What makes both companies stand out is the approach of always listening carefully in order to be able to offer their project partners a suitable solution package right from the start.

Stefano Console was also listening carefully when, in search for an appropriate dosing solution for highly cohesive and compressible powders, a business partner told him about Harro Höfliger's

drum filling technology. "I then contacted Marco Laackmann, Harro Höfliger's inhalation expert. A short time later we made an appointment at the trade show CPhI and soon thereafter met at Harro Höfliger in Allmersbach. It quickly became obvious that we needed a Modu-C with drum filling technology for our field of application."

Ever since, the two companies have enjoyed a strong and cooperative relationship. While Micro-Sphere's employees are considered the leading experts in spray drying pharmaceutical powders, he credits Harro Höfliger with remarkable expertise in the field of capsule filling technology. If the Swiss company is unable to address customer questions about filling methods, "Harro Höfliger is always ready to provide answers," says Console.

The Italian considers the model of the strategic alliance within Excellence United as exemplary. In order to be able to offer your project partners the ideal solution, strong cooperation partners are needed to develop a holistic solution approach. "We also see such a partnership with Harro Höfliger. What makes it so valuable is that we can learn a lot from each other and share the knowledge and experience with the market." ■

About Micro-Sphere S.A.

Micro-Sphere S.A., with headquarters in Monteggio in the Canton of Ticino, is a contract manufacturer specializing in GMP spray drying and capsule filling. They are considered a leader in the processing of APIs and HPAPIs. With a team of 37 experts, Micro-Sphere supports customers around the world in the development and manufacture of pharmaceutical products with a special focus on spray dried powder and inhalation powder.



Roberto Marchetti/Micro-Sphere



Micro-Sphere's 16 cleanrooms comply with all the requirements of global GMP-standards.