



SAP America
Win/Loss Analysis Survey Results
Johnson & Johnson



Survey Type: Win
Survey Status: No Project
Survey Result: No Project

Category: Direct
Transfer Date: 3/28/03

Key Business Profile and Logistics

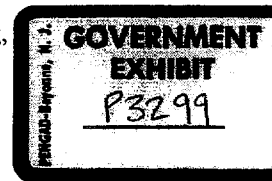
Company: Johnson & Johnson
Company ID: 30696
Project ID: 553561
Address: 410 George Street
New Brunswick, NJ 08901
Telephone: 908-524-2992
Annual Revenue: \$33,004 million
Employees: 101,800
Fiscal Year End: December
Corporate HQ: New Brunswick, NJ
Website: www.jnj.com
Code: 2834
Sector: Manufacturing
Industry: Pharmaceuticals

Survey Summary

Johnson & Johnson is one of the world's largest, most diversified health care product makers. The company operates in three sectors: consumer products (Tylenol and Motrin analgesics, Reach toothbrushes, Band-Aid bandages); medical devices and diagnostics (ACUVUE contact lenses, surgical instruments, joint replacements); and pharmaceuticals (anemia drug Procrit, epilepsy medication Topamax, and Ortho-Novum oral contraceptives). Johnson & Johnson expands its product line by acquiring or partnering with smaller firms that develop new technologies.

Mr. Chuck Wyckoff, vice president atlas project, indicated that the company has not evaluated EHS and has no plans to evaluate it in the near future. Mr. Wyckoff explained that the firm had purchased R/3, BW and CRM and is currently in the process of rolling them out. In January 2004, the company plans to implement BW and then R/3. In July 2004, it plans to implement CRM. Mr. Wyckoff stated that the company is in the configuration process now and has no plans to conduct any further evaluations at this time.

The assistant to Mr. Larry Pickering, vice president, corporate development, contacted SAP on behalf of Mr. Pickering, and confirmed that the company has not recently evaluated EHS.



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Contact List

Contact:	Mr. Vincent Raets	Type:	INFL
Title:	IM Operations Controlling	Level:	5
Address:	1 Johnson & Johnson Plaza New Brunswick, NJ 08933	Interviewed:	No
Telephone:	732-524-0400		
Contact:	Mr. Raymond Ruddon	Type:	DECM
Title:	Vice President, Science and Technology	Level:	2
Address:	1 Johnson & Johnson Plaza New Brunswick, NJ 08933	Interviewed:	No
Telephone:	732-524-0400		
Contact:	Ms. JoAnn Heffernan Heisen	Type:	DECM
Title:	Vice President and CIO	Level:	1
Address:	1 Johnson & Johnson Plaza New Brunswick, NJ 08933	Interviewed:	No
Telephone:	732-524-0400		
Contact:	Mr. Robert Daretta	Type:	DECM
Title:	EVP, Finance, CFO, and Director	Level:	1
Address:	1 Johnson & Johnson Plaza New Brunswick, NJ 08933	Interviewed:	No
Telephone:	732-524-0400		



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Contact: Mr. Stephen Cosgrove **Type:** DECM
Title: Corporate Controller **Level:** 2
Address: 1 Johnson & Johnson Plaza
New Brunswick, NJ 08933 **Interviewed:** No
Telephone: 732-524-0400

Contact: Mr. Larry Pickering **Type:** DECM
Title: Vice President, Corporate Development **Level:** 2
Address: 1 Johnson & Johnson Plaza
New Brunswick, NJ 08933 **Interviewed:** No
Telephone: 732-524-0400

Contact: Mr. Chuck Wyckoff **Type:** DECM
Title: Vice President Atlas Project **Level:** 2
Address: 410 George Street
New Brunswick, NJ 08901 **Interviewed:** Yes
Telephone: 904-443-1084 **Interview Date:** 3/11/03

Contact: Mr. Fernando Lopez **Type:** INFL
Title: Senior Programmer/Analyst **Level:** 5
Address: 410 George Street
New Brunswick, NJ 08901 **Interviewed:** No
Telephone: 904-443-3909

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