

SUCCESS STORY

Johnson & Johnson selects Tampa for North American Shared Services Headquarters



“We currently have a strong presence in Florida, and this new site will continue to build on the successes that our businesses have already achieved across the state. We look forward to increasing our presence in the state and within the Tampa community.”

- ERIN CHAMPLIN, VICE PRESIDENT, JOHNSON & JOHNSON GLOBAL SERVICES

PROJECT CRITERIA

This project/lead was referred to us from Enterprise Florida in October 2014. An undisclosed company needed a location solution for their global reorganization of shared services functions, resulting in the consolidation of four locations around the world. One of those locations would be in the United States in Tampa, FL; Salt Lake City, UT; San Antonio, TX; New Brunswick, NJ; or Trenton, NJ. The number of jobs would range from 500 – 750, with average wages of \$75,000 per year. The shared services center would fulfill the functions of finance, human resources, IT, and real estate/facilities. The company needed approximately 100,000 square feet.

GOAL OF THE PROJECT

Johnson & Johnson was looking for a community that could help fulfill their vision of enabling the power of Johnson & Johnson by delivering world-class services through simplified and standardized processes, which free up resources to reinvest serving its customers. They were looking to build on their strength in globalized service delivery to become the benchmark for their industry in delivering world-class service in HR, finance, IT, procurement, and real estate.

TAMPA HILLSBOROUGH SOLUTION

The Tampa Bay EDC along with our EFI partners met with the company's project team in late October 2014 to discuss the project and how our community could serve as an optimal solution for their needs. The economic development team presented a customized overview of Tampa Bay and how our business assets focus on partnerships with local academic and workforce assistance partnerships available, workforce location, skills and commuting patterns, as well as available incentives and assistance programs. In subsequent meetings, the EDC expanded its team to include City of Tampa and Hillsborough County Economic Development representatives and was able to solidify the incentives offer to be competitive with alternative locations.

The most powerful pitch of all came not from the EDC staff or statistical data, but from a Bristol-Myers Squibb executive of the company's newly created North America Capability Center located in Tampa. He was able to give them first-hand insight into the ease of achieving success he had found in Tampa. This gave Johnson & Johnson the confidence that Tampa and Hillsborough County would be the right place for them as well.

As a community, we were able to offer the right real estate solution in the right location, access to the proper workforce, a competitive incentives package, but most of all, a history of success in this exact type of project.

In August 2015, Johnson & Johnson announced Tampa as the location of their new North American shared services headquarters.

For more information about how the Tampa Bay EDC can assist your business, please contact Steve Morey, Senior Vice President of Business Development, at smorey@tampabaycdc.com or 813-518-2630.

