



STREAMLINING LOGISTICS & TRANSPORTATION

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INTRODUCTION



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- ▶ **Why I am here.... Board Member of GDP-UCI**
- ▶ **Worked for top tier companies at site director, corporate and VP level**
- ▶ **More than 30yrs in the Chemical, Logistics, Pharma and Biotech Mfr Quality. An expert in inspection readiness, facility design, sterile manufacturing and GMP.**
- ▶ **Companies: :DHL LifeSciences as VP Business Development & Quality, Armour Hess, Akzo Chemie, AstraZeneca, Merck & Co, Roche, Norgine and CMOs, Activis, J&J, NextPharma and Sanofi**
- ▶ **Worked with the most of the top 30 Pharma companies globally**
- ▶ **Deeply experienced in Air&Ocean Freight, Road Freight, Parcel delivery, Regional, National and local logistics/warehouse design & implementation**
- ▶ **Involved in design, build and implementation of warehousing, trucks, cold rooms, heat & cool containers, FDA standard validation of passive packaging.**
- ▶ **Licensed GDP facilities in Brazil, Holland, UK, Franc, Switzerland**
- ▶ **Successful in all FDA inspections managed**



The GDP-UCI remit is one of harmonising the interpretation of GDP guidance, introducing GDP-compliant processes and solutions, synchronising and standardising GDP training / auditing / certification etc.

All based around a doctrine of collaboration and sharing

A UNIVERSAL COMPLIANCE INITIATIVE

**JOINING UP THE SAFE AND SUSTAINABLE DISTRIBUTION OF MEDICINES
FROM PRODUCER TO PATIENT**

PATIENT SAFETY FROM GDP EFFICIENCY

- ▶ The GDP-UCI is a pragmatic, industry-led program with a prime focus of facilitating and simplifying adherence to the GDP regulations and guidelines that are in place and in making GDP compliance more uniform, consistent, efficient, risk-free and practical.





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This presentation covers:

- ▶ **Streamlining Logistics & transportation:**
- ▶ **"To reduce costs, increase customer satisfaction & deliver excellence. - regional transportation**
- ▶ **Managing global transportation**
- ▶ **Next flight shipments**
- ▶ **Direct to patient delivery**

**STREAM-LINING LOGISTICS
& TRANSPORTATION
SYSTEMS**



Global – Regional – National Strategies

- ▶ Product ownership – Manufacturer or Wholesaler
- ▶ Warehousing – Standard and special services
- ▶ Air freight – Inco terms to suit the customer - Partners
- ▶ Ocean Freight – Partnerships key
- ▶ Road Freight – Reduce suppliers improve service
- ▶ Local delivery – National network
- ▶ Parcel delivery – How can this be leveraged?
- ▶ Wholesalers – huge influencer on national sales and costs
- ▶ Issue hot spots – interfaces – handovers- customs-

**STANDARD SYSTEMS –
STANDARD ISSUES –
DIFFERENT IN EVERY
LOCATION**



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Too many organisations Lifescience and Logistics:

- ▶ Each Country operates independently... "Country is King"
- ▶ Each warehouse manages it's own transportation
- ▶ Planning is for the next week... next month if you are lucky

BUILDING USER FRIENDLY LOGISTICS STRATEGIES



EXAMPLE : ROAD TRANSPORT MANAGEMENT FOR 10 REGIONAL MANUFACTURING SITES AND MANY CUSTOMERS

- ▶ Each site has 30 transport providers
 - 300 agreements, standards, pricing – high admin
- ▶ Planning is not optimal
 - Not a fixed plan even changes in the current week
- ▶ Truck waiting time fees are high
- ▶ Many trucks return empty

Solutions

- ▶ Supply chain planning
- ▶ Provider consolidation



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SUPPLY CHAIN PLANNING



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- ▶ 12 month high level plan
- ▶ 3 month outline plan
- ▶ 1 month weekly plan – shipments offered
- ▶ 2 weeks confirmed – shipments confirmed
- ▶ Next week fixed times per day am/pm

Provider consolidation - Impacts

- ▶ Plan full load returns
- ▶ No waiting fees
- ▶ Less agreements
- ▶ Trusted suppliers

Incentives

- ▶ Best service and best prices – increased numbers of shipments
- ▶ Bonus fees



FLIGHT DELAYS DUE TO MANUFACTURING - TAKE THE NEXT FLIGHT OUT



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- ▶ Batch release times can be <15 days but can be over 60 days for some products – for sure a challenging area for manufacturers
- ▶ This can mean delays – investigations should be timely ~28 days but can take up to 60 or longer
- ▶ If there is a market need – new products are typically at conservative volumes – no sale no profits

Time to fly

- ▶ Batch approved... truck booked,,, flight booked .. Ground handling in place – shipment documents to be prepared
- ▶ 7 to 14 days

Solution

- ▶ Store at or next to the airport under quarantine in a licensed warehouse – 3pl or Mfr owned
- ▶ Paperwork drafted.... Once released put on the next flight

MEDICINE DIRECT TO PATIENT DELIVERY



Roadblocks – This what you will hear immediately

- ▶ Not possible
- ▶ Too risky
- ▶ Takes too long
- ▶ No chance for controlled drugs

The Wqy forward

- ▶ Home treatments
- ▶ Repeat prescriptions
- ▶ Dispensing doctors
- ▶ Elderly
- ▶ Hospitals
- ▶ Pain management
- ▶ Delivery at home

How?

- ▶ One licensed warehouse in Central location
- ▶ Near to a one or two parcel carriers
- ▶ Shipments promised within 48hrs
- ▶ ID card of recipient



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Thankyou

Questions?



► **Contact:**

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