

**Verta Life Sciences | Molecule to Market Consulting.**  
**Supporting Life Science Companies; Develop, Manufacture, Register, Launch, and Supply their Products.**

## SUPPLY CHAIN CONSULTING SERVICES CASE STUDY

Verta Life Sciences have helped Pharmaceutical companies ensure the supply of products with annual sales up to \$5bn.

We help companies resolve supply chain issues and ensure continuity of supply.

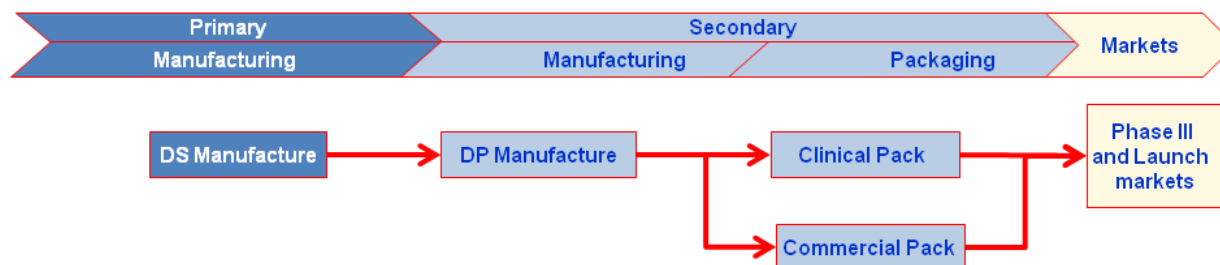
With our network of Consultants, Strategic Partners and Associates we are able to quickly identify supply chain issues and implement solutions that work, whether it is the resolution of manufacturing process issues or establishing proven supply chain management business solutions.

We have helped clients establish supply chains for all major dosage forms including novel drug loaded devices.

We do this by helping you:

- Quickly identify and resolve supply chain issues.
- Establish supply chain management processes.
- Resolve manufacturing process issues.
- Outsource manufacturing to suitable manufacturing and supply partners.
- Establish open and meaningful supplier relationships allowing you and your suppliers to better understanding demand and allow suppliers to establish supply plans.
- Identify opportunities to reduce cost and further improve supply performance by the selection of alternative suppliers.

Verta can help you establish new and alternative supply chains to maximize cost advantages and ensure continuity of supply.



Typical Product Supply Chain - Phase III & launch

## SUPPLY CHAIN CASE STUDY - ALTERNATIVE SUPPLY ROUTES

### ISSUE:

A pharmaceutical company was unable to meet demand for a major product because of technical issues at a supply site resulting in the potential loss of \$250million in sales.

### OBJECTIVE:

Quickly implement measures to mitigate loss in sales and establish alternative supply routes.

### DELIVERABLE:

Developed and implemented a global rationing process to ensure that the limited supply of product was used to meet the needs of major / priority customers.

Established a multifunctional technical team and using BRITEST® methodology, identified the technical issues preventing supply. The technical team then implemented a plan of work to quickly resolve the process issues.

Identified alternative manufacturing facilities and established plans to start-up manufacturing at alternative manufacturers as quickly as possible.

Supported the technical transfer of production to alternative manufacturing facilities with the preparation of stability data to support regulatory approval.

Worked with regulatory affairs experts to establish and implement a plan to gain regulatory approval for new facilities as quickly as possible.

Executed strategies which delivered results in record time, resolved back order problems, and created the framework for product growth.

## SUPPLY CHAIN CASE STUDY - SIMPLIFICATION

### ISSUE:

Generic competition was eroding volumes and margins on an end-of-life-cycle product. The supply chain, which crossed three continents, had to become more cost-effective and flexible

### OBJECTIVE:

Simplify the supply chain, driving cost reductions whilst maintaining required standards of quality and service.

### DELIVERABLE:

A decision had been made to close one production site and transfer supply of the main active to a low-cost source.

An international and multi-functional team was established to

- Identify and validate the new source of active material
- Plan and implement inter-site product transfers
- Sourcing options were identified and product from each of the potential suppliers tested through the supply chain. A preferred supplier was selected.

Products were progressively transferred taking full account of regulatory requirements and expectations of customers and other stakeholders.

All activities were completed in the required 24 month timescales.

## **SUPPLY CHAIN CASE STUDY - DISTRIBUTION OPTIMIZATION**

### **ISSUE:**

A year after a major pharmaceutical merger, each company was still shipping independently to North Africa from its European sites.

### **OBJECTIVE:**

Define and implement a common solution for distribution to North Africa, taking cost and time out of the network.

### **DELIVERABLE:**

A study was carried out to calibrate existing and future requirements.

Internal and external options were developed. Quality and service were the key criteria, another major driver being the capability of the different solutions to cater for evolving requirements.

A third-party solution was agreed as the preferred solution after the development of an invitation to tender and an analysis of the proposals received.

A transition plan was developed and implemented along agreed timescales, with no adverse impact on quality or service.

40% was taken out of the total cost of distribution to North Africa.

## **SUPPLY CHAIN CASE STUDY - S&OP IMPLEMENTATION**

### **ISSUE:**

The supply chain for a pack of tablets passed through three continents and four manufacturing sites, and covered 40000 miles. The manufacturing sites and distribution networks operated independently and used only information systems to exchange orders and forecasts with no other form of communication, the seasonal nature of activity could generate short-term fluctuations in demand as well as product shortages.

### **OBJECTIVE:**

Improve customer service and reduce global stock levels through the implementation of a Supply Chain Sales and Operations Planning process.

### **DELIVERABLE:**

A monthly S&OP process was developed, bringing together site level plans and using standard processes to communicate short-term demand changes.

Shortfalls in supply chain performance were analysed and corrective actions planned and implemented through the supply chain.

Site-level best planning practices were identified and shared, and a 'community of practice' established to share issues and successes.

Measurement of supply chain performance in terms of service and inventories took precedence over individual site measures.

## SUPPLY CHAIN CASE STUDY - LEAN SUPPLY

### ISSUE:

Although Lean Manufacturing principles had been adopted at an individual manufacturing site level, full benefits had still not been realized as there was still considerable 'waste' between the sites in the supply chain.

### OBJECTIVE:

Demonstrate the effectiveness of a 'Lean' approach at the supply chain level.

### DELIVERABLE:

A conference room pilot was developed to demonstrate potential gains, based on actual commercial and manufacturing data. The pilot looked at inventory optimization techniques, demand segmentation, varying replenishment methods, and value stream performance measures.

Pilot was implemented on a typical supply chain involving primary and secondary manufacturing and customer distribution.

Historic and future demand patterns were analyzed to establish a Fixed Repetitive Schedule which was implemented to provide stability to the manufacturing sites.

A supply chain S&OP process reviewed and revised stock levels, order patterns and supply chain performance, and updated the FRS if required.

Stock levels were reduced at all stages of the supply chain and product flow improved leading to lead-time reduction.

Confidence in supply chain capability was increased and 'just-in-case' inventories reduced, an indirect effect being improved relationships and a readiness to collaborate on continuous improvement projects.

### Contact Us

To learn more about how Verta Life Sciences can help you, please contact us:

**Email:** [experts@Vertals.com](mailto:experts@Vertals.com)  
**Head Office:** Verta Life Sciences,  
LLC  
3737 Glenwood Ave,  
Suite 100  
Raleigh, NC 27612  
USA

**US Phone:** +1 919-787-1921  
**Free phone:** +1 888-565-3179

**Website:** [www.Vertalifesciences.com](http://www.Vertalifesciences.com)  
**EU Office:** Verta Life Sciences  
Unit 1782, PO Box 92,  
Cardiff, CF11 1NB  
UK

**UK Phone:** +44 (0)2921 25 0830