



Healthcare

Bio-pharmaceutical Company Taps Kuehne + Nagel to Meet Regulatory Requirements & Manage Growth

Leveraging solution allowed company to effectively, economically manage rapid growth typical of industry leaders

SITUATION

Bio-pharmaceutical companies focus on discovery, development and commercialization of treatments for human diseases. Like many in this competitive industry, this leading company remains “virtual,” having outsourced most operations functions, including product manufacturing and distribution.

For its distribution requirements, the company needed a partner that both understood the strict federal, state and local pharmaceutical distribution regulations and that could give it a world-class distribution infrastructure with quick access to new markets.

SOLUTION

The company began using Kuehne + Nagel for U.S. distribution of one drug from the company’s multi-client distribution center in Reno, Nev. Prior to Food and Drug Administration (FDA) approval of the product, Kuehne + Nagel worked with the company to develop standard operating procedures for distribution, leveraging Kuehne + Nagel’s extensive knowledge on this subject. Product was accepted and stored in quarantine until it was ready for distribution. The first product was shipped literally minutes after FDA approval.

Kuehne + Nagel provided the company with a total outsourced solution, handling 100% of finished goods and literature distribution, as well as returned-goods processing. Product about to expire on wholesalers’ shelves would be returned to Reno. Kuehne + Nagel also performed value-added services, such as adding labels to update literature, helping the company avoid reprinting costs.

In Reno, product was stored in a custom-built temperature-controlled room. Kuehne + Nagel shipped all orders the day received and provided same-day confirmation. Orders were shipped two-day air to drug wholesalers and physicians’ offices.

RESULTS

Leveraging Kuehne + Nagel as its distribution partner allowed the company to effectively and economically manage the rapid growth typical of biopharmaceutical leaders. By outsourcing to the pharmaceutical logistics experts, the company directed resources – people and dollars -- to its drug development competencies.

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