

INTELSIUS FINAL MILE DISTRIBUTION: A DOMESTIC MODEL



BACKGROUND

Maintaining the integrity of high value pharmaceutical products during transportation and distribution is both demanding and complex, especially as Spain experiences some of the most diverse weather conditions in Europe.

In order to demonstrate integrity and comply with Good Distribution Practice (GDP) guidelines, Inprou, a Spanish logistics company, identified that there was a need to have a better level of temperature control in its in-country, final mile distribution of the cold chain.

A partnership was created between Intelsius and Inprou, with the goal to improve the quality of this last mile distribution.

Objectives

- To strengthen the quality of the cold chain in the life sciences industry in Spain
- To protect valuable pharmaceutical payloads
- To ensure patient safety



STRATEGY

Inproux conducted market research asking manufacturers about their current distribution practices and discovered that not all of them knew if their final mile distribution was compliant with GDP guidelines.

Armed with its market research, Inproux devised a GDP compliant logistics product for direct, indirect and pre-wholesaler drug distribution using ORCA.

ORCA is Intelsius' reusable high performance temperature controlled packaging solution, which provides up to 170 hours of superior thermal protection at 2-8°C for high value temperature sensitive payloads.

To ensure that ORCA is being prepared correctly every time, Inproux utilised the standard operating procedures (SOPs) from the Intelsius Qualified Partner (IQP) scheme and trained this out across the 900 drivers at Inproux' disposal. These SOPs developed with GDP in mind, ensures that all drivers have the knowledge and skills to be GDP compliant using ORCA.

At the end of each day of deliveries the ORCAs go back to Inproux, who prepare the systems again and the assets are managed back into various customers. ORCA is easy to pack so drivers can ultimately 'collect and go'.

This closed loop approach enables Inproux to oversee the supply of the ORCAs to the wholesaler and deliver to a pharmacy, without the ORCA leaving the chain of custody. The management information, including proof of compliance is provided to the customer-meaning they simply have one point of contact for the entire distribution chain.

RESULTS

With Inprous owning the ORCAs they are able to reuse the system and provide a high performance temperature controlled solution for a flat fee for Spanish distribution. Furthermore, the Inprous model provides customers with a more robust packaging system and compliance evidence for its duration that their previous service was unable to offer.

Therefore, this model provides a solution that gives a significant cost reduction, better quality and environmental benefits.

The majority (approx 99.5 per cent) of the shipments handled by Inprous are made in 24 hours and around 80 per cent will have Madrid or Barcelona as its destination. Most customers within in-country final mile distribution therefore may not necessarily need the extended duration that ORCA provides, but should a shipment get lost or delayed they have peace of mind that the chain of compliant custody is continuous compared to other domestic solutions.



ORCA is consistent time after time and if there is a delay, it can happily sit at the airport for one or two days and still make that journey from airport to island.

The range of ORCA solutions utilize advanced Phase Change Materials (PCM) that allow extended durations for 2-8°C, 15-25°C and now have 20-24°C in both extreme hot and cold environments with simple pre-conditioning. The versatility of panel configurations for this line allows for cost effective, performance for Inprous' clients.

As a model, this brings pharmaceutical manufacturers and logistics together, so by working together they are able to provide a better, more cost effective service offering.

DGP Intelsius LLC
7696 Zionsville Road,
Indianapolis
IN 46268
United States of America

DGP Intelsius Ltd
1 Harrier Court
Airfield Business Park
Elvington
York, YO41 4EA
United Kingdom

DGP Intelsius Cold Chain Pvt Ltd
2, Palak Pluto, Off Link Road,
Kanderpada - Dahisar (West)
Mumbai 400 068
Maharashtra,
India

DGP Intelsius Sdn Bhd
Plot 11, Lorong Bemban 2
Estet Perindustrian Bemban
31000 Batu Gajah
Malaysia

AMERICAS
t: +1 317 452 4006
f: +1 317 290 4621
e: americasorders@intelsius.com

EUROPE
t: +44 1904 607 390
f: +44 1904 607 391
e: cs@intelsius.com

INDIA
t: +91 22 6525 6621
f: +91 22 2892 3675
e: compliance@intelsius.com

ASIA
t: +605 3666 399
f: +605 3669 399
e: compliance@intelsius.com

