

Pharma Bio-Logistics

Zuellig Pharma **Specialty Solutions Group** (SSG) is the pioneering pan-Asian regional consultancy and bio-logistic services division of Zuellig Pharma Asia Pacific, Asia's leading pharmaceutical and healthcare distribution company.

SSG leverages Zuellig Pharma's cutting-edge pan-Asian infrastructure to provide customized, valued added bio-logistic solutions. SSG offers

complementary supply chain and logistics solutions to principals in the pharmaceutical, life-science and medical industry.

Strategically based in Singapore in the heart of Asia, SSG connects its cutting-edge Regional Distribution Center (RDC) with Zuellig Pharma's in-market Distribution Centers in 15 countries and territories.



ZUELLIG PHARMA



Specialty Solutions Group

Driving innovation and improving efficiency

Innovative and holistic approach

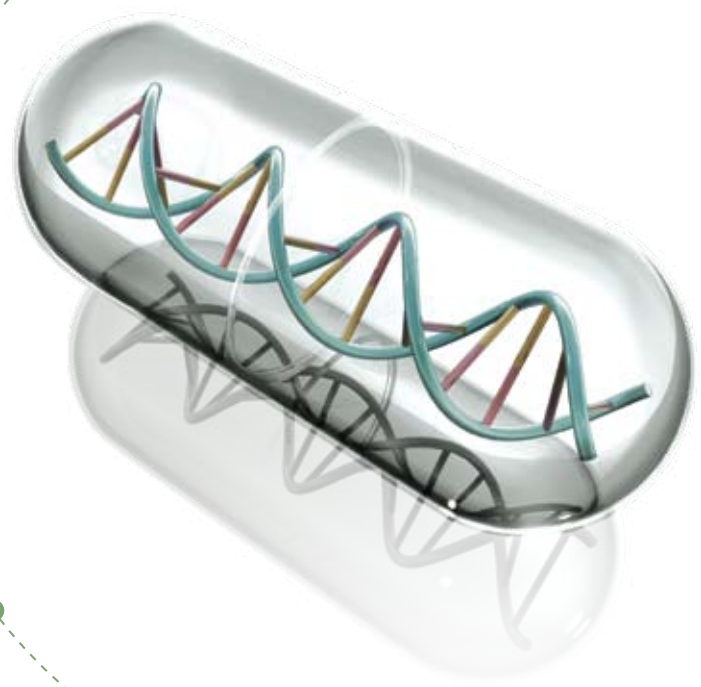
S&S's **Pharma Bio-Logistics** service suite offers consultative and unconventional solutions that optimize business efficiency and create holistic value. We achieve this by converting traditional decentralized supply models into innovative and agile, demand-centric distribution models.

S&S goes beyond providing third party logistics services by combining the Zuellig Group's pharmaceutical distribution know-how and efficiency with unparalleled competence in supply chain management for our Principals. The results are consistent delivery of financial and logistic benefits as well as service leadership throughout the supply chain.

Demand Chain

Responsive replenishment model reduces risk of product expiration and obsolescence

Reduces inventory at each holding point, lowering costs over the region as a whole



Cushions impact of forecast variability

Freight consolidation inbound and outbound

Streamlines product diversity at manufacturing level

Option for direct shipment of unique, niche and high-value products that are difficult or expensive to hold at country level

S&S RDC Model

In a highly fragmented and emerging market like Asia, the lack of harmonized regulatory standards, trade barriers and socio-economical differences presents Principals with multiple challenges. This deems traditional decentralized supply models to be unsuitable in terms of cost effectiveness and unproportional overhead allocation. S&S extends beyond a conventional RDC to address challenges by engaging these fragmented markets through centralized regulatory support, inventory planning and logistics execution.

Regional planning approach

S&S further provides its Principals with increased market responsiveness by consolidating in-country demand forecasts and subsequently integrating it at its unique demand driven RDC. In doing so, appropriate stock levels are placed in the RDC, closer to the small and fragmented Asian end markets, allowing Principals to achieve unprecedented economies of scale in purchasing and manufacturing. Principals will be able



to meet regional demands despite inventory reductions through consolidation at the RDC level, without compromising the fulfillment ability.

Late stage product customization

A major enabler of increased responsiveness to end markets is SSG's ability to provide late stage product customization (secondary redressing)

through the RDC's comprehensive range of repackaging services. This agility and resulting increased supply confidence motivates each market to procure smaller batches more frequently. This postponement strategy allows end markets to benefit significantly from reduced MOQs, thus reducing obsolescence risks.

Shorter lead times

Through our network of countries providing real time market feedback, product customization and regulatory competence, SSG provides a compelling solution for shorter lead times to markets for "made to order" products as compared to direct shipments of "made to stock" products to markets from manufacturers.

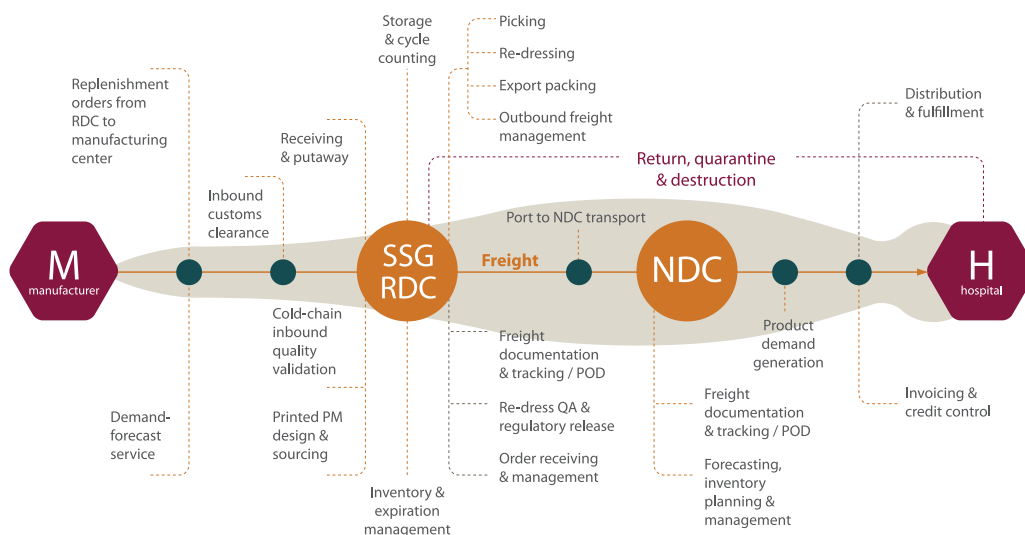


In the current business environment, the ability to outsource and achieve holistic cost reductions by rationalizing supply chains is a key success factor for market leaders. Can you afford not to change?

Benefits

- Creates greater product visibility
- Improves flexibility to accommodate demand variations
- Accelerated response time and better fulfillment rates
- Efficiency-centered business models to maintain leaner operations in the region
- Improves regulatory compliance and overall quality control
- Customers have access to wider product range with longer shelf life

Physical product handling process management



Connect with us to connect with Asia

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