

Healthcare & Pharmaceutical Logistics Solutions



Our Value Proposition

Improve service quality & reduce costs.

We help you improve service while decreasing operational costs, optimizing efficiency in inventory management and distribution.

Meet evolving demands in less time.

Kuehne + Nagel synchronizes your logistics with customer demand, keeping your network optimized at all times.

Improve process efficiency.

We can reduce the time and labor required to order, track, deliver and stock your products.

Reduce inventory.

Our integrated systems, nationwide network of temperature-controlled shared warehouses, and transportation management services ensure you have the right product where and when needed.

Enhance supply chain visibility.

Kuehne + Nagel technology keeps you and your customers informed of inventory and delivery status.

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Kuehne + Nagel's prescription: Make logistics your competitive advantage

The pharmaceutical industry is fast changing – increased cost pressures, mergers, acquisitions, and an unpredictable global economy – requiring a high degree of strategic and tactical flexibility to succeed. Pressures are leading many pharmaceutical companies to leverage all elements of their business, including their increasingly complex supply chains.

Kuehne + Nagel is a leader in providing outsourced logistics services to the pharmaceutical and healthcare sector, helping drive top- and bottom-line growth. Our healthcare capability is integrated with global freight management, enabling you to benefit from end-to-end supply chain management through a single point of contact.

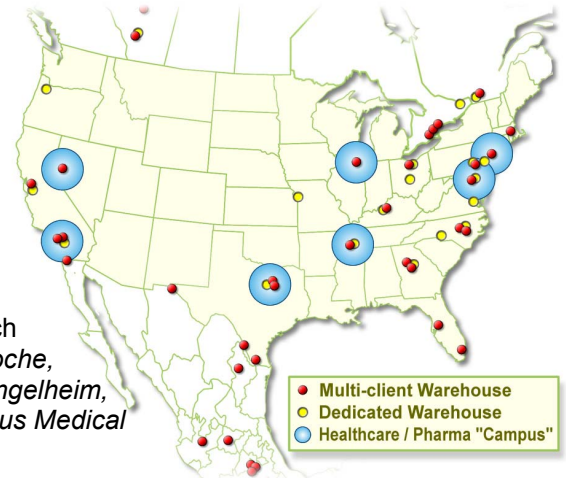
By incorporating these best practices, we're frequently able to cut customers' distribution costs 5% to 15% – or more. More importantly, our specialized services help you leverage your supply chain to improve customer satisfaction in one of the world's most competitive industries. We're able to provide you with:

- **validated systems** with full-lot traceability
- **compliance** assurance for all FDA and DEA regulations
- a North American network of multi-client distribution centers (see map), including **strategically located, temperature-controlled campuses**

Kuehne + Nagel's integrated services are custom-designed to meet the unique requirements of your industry, and our operations display the exacting procedural disciplines required in this regulated environment.

That's why our clients include global healthcare companies such as *AstraZeneca, Hoffmann-LaRoche, Pharmacia, Bayer, Boehringer Ingelheim, Allergan, Eppendorf* and *Fresenius Medical Care*.

In Europe, Kuehne + Nagel manages warehouses and distribution for manufacturers of pharmaceuticals, hospital supplies and medical instruments and their spare parts. In the United States, we have extensive experience running both multi-client and dedicated warehousing facilities, as well as managing in-country distribution for pharmaceutical and healthcare customers.



Quality standards are critical within the highly regulated pharmaceutical / healthcare industry.

Kuehne + Nagel's specialized services comply with the requirements for GDP and pharmaceutical Good Manufacturing practice (GMP).

We also comply with all relevant legislation concerning the storage, handling and distribution of pharmaceutical products.

Kuehne + Nagel's healthcare logistics capabilities include:

- **Regulatory compliance handling ethical & controlled substances**
- **Samples & literature distribution**
- **Validated information systems that enable tracing to the lot level**
- **Recall and quarantine services**
- **Dedicated around-the-clock customer service call center**
- **Product launch support**
- **Design and maintenance of high-security areas**

Our highly skilled staff is an extension of your organization, ensuring the highest quality standards are maintained. Take advantage of healthcare-focused campuses supported by an integrated management system. Leverage our global distribution network to meet the logistical needs of your network.

Kuehne + Nagel can provide you with a competitive advantage. You can use as much space in our flexible, compliant facilities as your needs require, adding scale, as required. We're your flexible resource that allows you to adapt to changing marketplace requirements.

Our comprehensive network of sea, air, rail and road resources can speed your products from point of production to point of consumption.

Kuehne + Nagel can help:

Improve service quality, reduce costs. Kuehne + Nagel makes sure you are equipped with the right medical products at the right time. Optimizing efficiency in inventory management and distribution, we help you improve service while decreasing operational costs.

Meet evolving demands in less time. New technologies, medicines and other products can pose challenges to the best-managed supply chains. Kuehne + Nagel can help synchronize your logistics with your customers' demands, keeping your network optimized at all times.

Improve process efficiency. Kuehne + Nagel works with you to reduce the time and labor required to order, track, deliver and stock your products. We can help identify and eliminate inefficiencies to increase product velocity through your supply chain.

Reduce inventory. Pharmaceutical products are costly and driven by expiration dates. Our integrated systems, nationwide network of temperature-controlled shared warehouses and transportation management services ensure you have the right product at the right place when it's needed.

Enhance supply chain visibility. Better control of your supply chain reduces costly inefficiencies and allows you to eliminate potential choke points. Kuehne + Nagel visibility technology keeps you and your customers informed on inventory and delivery status.
