



Evaluating Partner Capabilities for Clinical Trial Supply Chain Excellence

In today's complex business landscape, having a reliable and flexible supply chain partner is crucial for success. Whether sourcing materials, managing vendors, or ensuring product quality, every aspect of the supply chain plays a pivotal role. When evaluating potential partners, several key factors must be considered to ensure they possess the capabilities necessary to meet your organisation's needs effectively.

Let's delve into some essential criteria to assess your partner's suitability:

Supplier Network and Oversight

1. **Supplier Network Quality:** Does your partner boast a high-quality supplier network of scale? Are they capable of sourcing materials from diverse sources to ensure flexibility and continuity of supply?
2. **Vendor Collaboration:** How does your partner select and collaborate with vendors? Do they have a robust vetting process in place to ensure vendor reliability and quality?

3. **Procurement Organisation:** Does your partner have a strong procurement organisation to support timely and cost-competitive supply? Are they adept at negotiating favourable terms and managing vendor relationships effectively?
4. **Purchasing Power:** Does your partner wield extensive purchasing power in key markets of interest? This can significantly influence pricing and availability.

Product Quality and Expertise

1. **Documentation Requirements:** Can your partner offer alternative options for documentation requirements? For instance, can they provide a pedigree statement instead of a Certificate of Analysis (COA), especially when sourcing and supplying within the EU?
2. **Batch Requirements:** Do you have specific batch requirements for the product? Is your partner capable of meeting these requirements consistently?
3. **Expiry Dates and Lead Times:** What is the longest available expiry date for the product, and what is the estimated lead time for each option being considered? This information is crucial for inventory planning and management.
4. **Forecasting Support:** Can your partner support a robust, integrated forecasting process to ensure adequate inventory levels and minimize supply chain disruptions?
5. **Origin and Destination:** What is the product's origin, and what are the intended destinations? Are there any export restrictions or regulatory hurdles that need to be addressed?
6. **Market Intelligence:** Is your partner able to access and share ongoing relevant market intelligence to inform decision-making and anticipate market trends?

Sourcing Strategy and Risk Mitigation

1. **Central vs. Local Sourcing:** Has your organisation considered central vs. local site sourcing strategies? Can your partner provide insights into the pros and cons associated with each approach?
2. **Sustainable Sourcing:** Does your partner offer sustainable sourcing strategies or additional associated solutions, such as leveraging the US pharmacy network for on-demand solutions through digital pharmacy cards?

3. **Risk Management:** Does your partner have comprehensive risk management and mitigation plans in place to address potential disruptions and ensure business continuity?
4. **Reliability and Stability:** Can your partner demonstrate longstanding reliability and stability in providing stable product access? This includes factors such as financial stability, regulatory compliance, and operational resilience.

By thoroughly evaluating these criteria, you can make informed decisions when selecting your supply chain partner, ultimately ensuring a robust and resilient supply chain capable of supporting your business objectives effectively.

At Orifarm Clinical Trial Supplies, we understand that each patient is a real person beyond a number on a spreadsheet, which helps our team to focus on high quality and reliable sourcing of clinical trial supplies. By reducing financial and supply chain risk, we can reliably deliver your clinical trial comparator and auxiliary medicines supply needs through data driven ethical sourcing practices.

Sourcing from more than 27 global markets, we have years of experience managing cross-country imports/exports. With dedicated CTS teams and facilities in Denmark, UK, Czech Republic & USA we can ensure the optimal supply chain routing to meet for your requirements.

Our focus on reducing waste through our unique inventory reservation service and technology enabled sustainable supply chain processes, allows you to focus on development of new treatments to patients.

*Patients are at the heart of everything we do because **we care.***

