

Cocoon-based distribution and regional insight deliver cancer breakthroughs to patients in Argentina and beyond



Serving patients' best interests is pharma's top priority around the world. Society's reliance on pharmaceutical-based healthcare is expanding globally at an exponential rate, and more of the world is demanding access to drug innovation – no matter where in the world it is developed or manufactured. For one innovator marketing an oncological drug in Argentina for the first time, World Courier's regional insight, footprint, and cold chain capabilities supplied the reach it needed to distribute its cancer therapy across Latin America.

Scenario: A strategic means to market penetration and patient access

Launching a new drug product in a new market is a challenge most drug companies take on once an investigational new drug (IND) is approved and demonstrates success in markets it was first authorized to sell commercially. It is a growing pain most drug companies experience when they seek to expand patient access to their breakthroughs. For one drug innovator serving Latin America from Argentina, distributing one of its drugs in the country was not new. What was new was the fact that the product was a biologic that would require precise temperature control and validated cold chain custody. The finished drug product also required shipping over global distances from its manufacturers in Russia and Taiwan, and throughout Argentina and Latin America.

Covering a broad range of indications and rare diseases, the company has more than 20 years of experience delivering advanced therapeutics to patients internationally and throughout the region. Initially engaged to meet its product distribution and logistics needs globally and throughout Latin America, World Courier has successfully delivered a legacy of reliable, service and support for this important regional client. However, for its new medication, market authorization hinged on demonstrating validatable, compliant cold chain distribution capabilities into Argentina – a first for this drug innovator because of its cold chain requirements.



Solution: An established global network and extensive experience in Latin America

A commercial relationship this important is always predicated on the organization's experience, capabilities, operations and teams. For most biologics in development, market approval depends on a validated cold chain strategy – all the way from the lab, to the factory, to clinic, and finally to the patient. World Courier's clinical supply services (CSS) and chilled storage and shipping solutions were no different in this case and set the stage for delivering the end-to-end solution this client needed to deliver its innovation into the region and Argentina compliantly.

Leveraging an established relationship as well as our logistic networks, data and temperature-controlled shipping technologies, World Courier was able to successfully support the Argentinian drug maker's timely market entry and distribution plans. Purpose-built for the task, the new product is stored at refrigerated temperatures and shipped using World Courier's Cocoon shipping technology validated for use in Argentina. In addition to optimally controlling product temperature and logistics across this company's clinical and commercial supply chains, World Courier's data and communication systems provide the real-time end-to-end transparency this Latin leader must have to deliver its life-saving therapeutics to customers, regulators, and patients.

Outcome: An important contributor to expanding cancer care access

World Courier's globe-spanning experience in time and temperature-sensitive transport has always been at the center of this client's global drug distribution strategy. Focused on investigative new drugs (INDs) to treat cancer, this drug developer has been at the forefront of delivering highly effective cancer drugs. For this important regional innovator, World Courier's network capabilities operations and technology mean that even though this company is a world away it has supply chain visibility and a validated cold chain every step of way.

Summary

World Courier is intimately familiar with the cold chain integrity today's advanced biologics require to reach patients. Sterile injectables will always require strict temperature controls – from manufacture to patients – to assure drug product safety and efficacy. For this customer, experience, and expertise with cold chain logistics to deliver today's advanced biologics ultimately means patients a world away have access to this life-changing cancer drug.

We'll provide the end-to-end visibility and security you need to transport your safety samples, on time and within temperature parameters. Contact us to find out more about our solutions.