

A unique offering for the maximum diversity of batch, expiry, and origin conditions for EU clinical trial material

Background:

One of our valued clients is a large multinational pharmaceutical company, harnessing new technologies to develop medicines that address unmet medical needs. Their expansive clinical pipeline covers indications where there are already standards of care and multiple lines of potential treatments if the first line is insufficient.

This client's clinical development strategy centers around the evaluation of reference products that require multiple batches in varying quantities from a range of origin countries. From the perspectives of pricing, availability and recognised quality standards, Europe is a prime destination to source these reference products.

Challenges:

Closed market sourcing for small quantities of analytical medicines is often not possible. In the rare event that a clinical supplies supplier does have access to small trial quantities, they will often only receive material that the manufacturer has produced for trial purposes. This will amount to one batch from one country of origin.

The concept of price variation in the EU marketplace allows for the free movement of the same goods from multiple origins, however medicines that are released for those domestic commercial markets are generally kept within the normalized supply chain and not exported to other territories nor sales channels.

Solution:

The parent company of Abacus Medicine Pharma Services is Abacus Medicine, one of Europe's largest distributors of specialty medicines to hospitals and pharmacies. In 2019, Abacus Medicine sourced over 800k units of medicine from every EEA country. As a holder of 4,500+ Marketing Authorizations (MAs), Abacus Medicine is able to have the majority of specialty medicines in-stock or inbound to one of our many pan-European depots.

Results:

By combining the EU procurement resources of Abacus Medicine with the clinical supplies expertise of Abacus Medicine Pharma Services, we can provide a unique service that allows for the collection of maximum batches with a diversity of expiry conditions from all of the 27 EU member states.

After three years of successful collaboration for their numerous global trials, our client decided to source all their EU reference products exclusively from Abacus Medicine Pharma Services.