

## **Total Logistics Reviews Key Issues Facing the Life Science Sector**

Total Logistics has been delivering supply chain improvements to the pharmaceutical and healthcare industry for over ten years. Following recent market research into current trends, Total Logistics has identified some key supply chain issues facing Life Science companies today, namely:

- Pressure on national healthcare budgets leads to a greater focus on costs
- Increased need for temperature control and tracking of products demands more complex and higher risk supply chains
- Consolidation and mergers creates complexity but offers significant scope for synergy savings within the supply chain and sales force
- Alternative routes to market require specialised supply chains:
  - Home delivery of drugs and consumables
  - Direct to Pharmacy and Direct to Hospital initiatives
  - Role of supermarkets and private hospitals in supply chain
  - Multi market warehousing
  - Parallel market arbitrage
- Changes in production mix require reconfiguration of plant layouts and associated flow of materials within the plants

Kenneth Porter, Partner at Total Logistics, said: “The supply chain is sometimes neglected within Life Science companies as the cost as a percentage of sales is low compared to other industries. There is now a strong focus at Board level to address this as cost pressures and complexity now have a higher profile.”

He continued: “The recent spate of mergers has created many opportunities for companies to re-assess their supply chain networks and learn lessons from other industries on how to streamline their distribution processes.”

Total Logistics has addressed these issues for a range of Life Science clients and has achieved significant savings. Some examples are shown below.



Post merger logistics network evaluation



Logistics benchmarking resulting in 20% reduction in costs



Design & implementation of new export DC



Redesign of production layout to handle new processes for a top ten vaccine producer



Warehouse upgrade/improvement programme



Major improvements in DC productivity

To find out more about how Total Logistics can help Life Science companies, please call +44 (0) 118 977 3027 or go to [www.total-logistics.eu.com](http://www.total-logistics.eu.com).

### **About Total Logistics:**

Total Logistics specialises in all aspects of supply chain and logistics consultancy, with a client base that includes Nestlé, Unilever, adidas, Coty, Tesco and Hema. Working across the complete range of supply chain and logistics operations, Total Logistics functions solely to add value and subtract costs. Activities include strategy definition through to implementation and project management; network modelling, distribution strategy, location optimisation, cost modelling and benchmarking. Total Logistics' experience covers all industry sectors and its clients comprise sector leading companies but also much smaller lesser well-known names to whom its consultancy, advice and services are equally as critical. Over 70 per cent of its revenue comes from existing clients and its greatest source of new business derives from personal recommendations. Now recognised as a leading consultancy in this field, Total Logistics has established a reputation for delivering high quality, practical and robust solutions to clients' needs.

Total Logistics has offices in the UK and the Netherlands. For further information visit: [www.total-logistics.eu.com](http://www.total-logistics.eu.com) or [www.total-logistics.nl](http://www.total-logistics.nl).