

End-to-End Pharma Logistics Now a Reality

As Published by *in-Pharma Technologist*, June 20, 2006

By Kirsty Barnes

Sentry Logistic Solutions is building bridges, forming a partnership with BioStorage Technologies to offer global biopharma companies the first cold chain storage/logistics service that spans all phases of drug development.

Together the two U.S. firms will now be able to offer sophisticated cold storage, shipping and tracking solutions, from R&D and drug development through to commercialization.

Both based in Indianapolis, Indiana, the two companies plan to use their new relationship to pursue large-scale new business opportunities; use each others' facilities for available storage space and disaster recovery, share best practices and co-market each others' services.

BioStorage Technologies' strengths lie in the "front end"—the R&D phase—of the drug development process, while Sentry's experience lies more in the "back end"—the commercialization and distribution phases—so the services offered by the two companies complement each other nicely.

Specific services offered by BioStorage Technologies include long-term cold storage, sample tracking and international shipping solutions for biological materials such as cell lines and clinical trial samples.

Sentry provides third-party logistics (3PL) services and cold storage solutions for bulk and temperature-sensitive materials such as active pharmaceutical ingredients (APIs), bulk drug substances (BDSs), intermediates, components and finished drug products.

"Biopharma firms demand outsourcing partners that are extremely reliable and have a proven competency in handling sensitive materials under highly specialized and regulated conditions," said Jennifer Marcum, Sentry's CEO.

"Until now, finding partners that provide a broad enough range of capabilities to support the diversity of materials involved in pharmaceutical development and commercialization was a struggle."

The biopharma market was identified by the Bureau of Labor Statistics as the fastest-growing manufacturing sector in the U.S. and the sector's spend on outsourcing faces double-digit growth for the next three to five years.

Contract storage and 3PL services are particularly well suited to outsourcing due to the significant capital investments and specialized skills these functions require.

The founders of Sentry spotted a gap in the U.S. market for providing these specialized services exclusively for the biopharma industry.

"There are probably fewer than ten companies in the U.S. providing these services in this market segment and of these, most don't focus solely on the biopharma market as we do," said Marcum.

Dr. F. John Mills, CEO of BioStorage Technologies commented: *"Our clients frequently ask us to recommend a firm that we trust for pharmaceutical component storage. This partnership can now use both companies' respective strengths to provide our collective clients with consistent, reliable solutions across their businesses."*

Visit www.BioStorageTech.com or www.SentryLogistic.com for more information. ■