



GIRP

the vital link in healthcare

EUROPEAN HEALTHCARE
DISTRIBUTION ASSOCIATION

ANNUAL REPORT 2020-2021

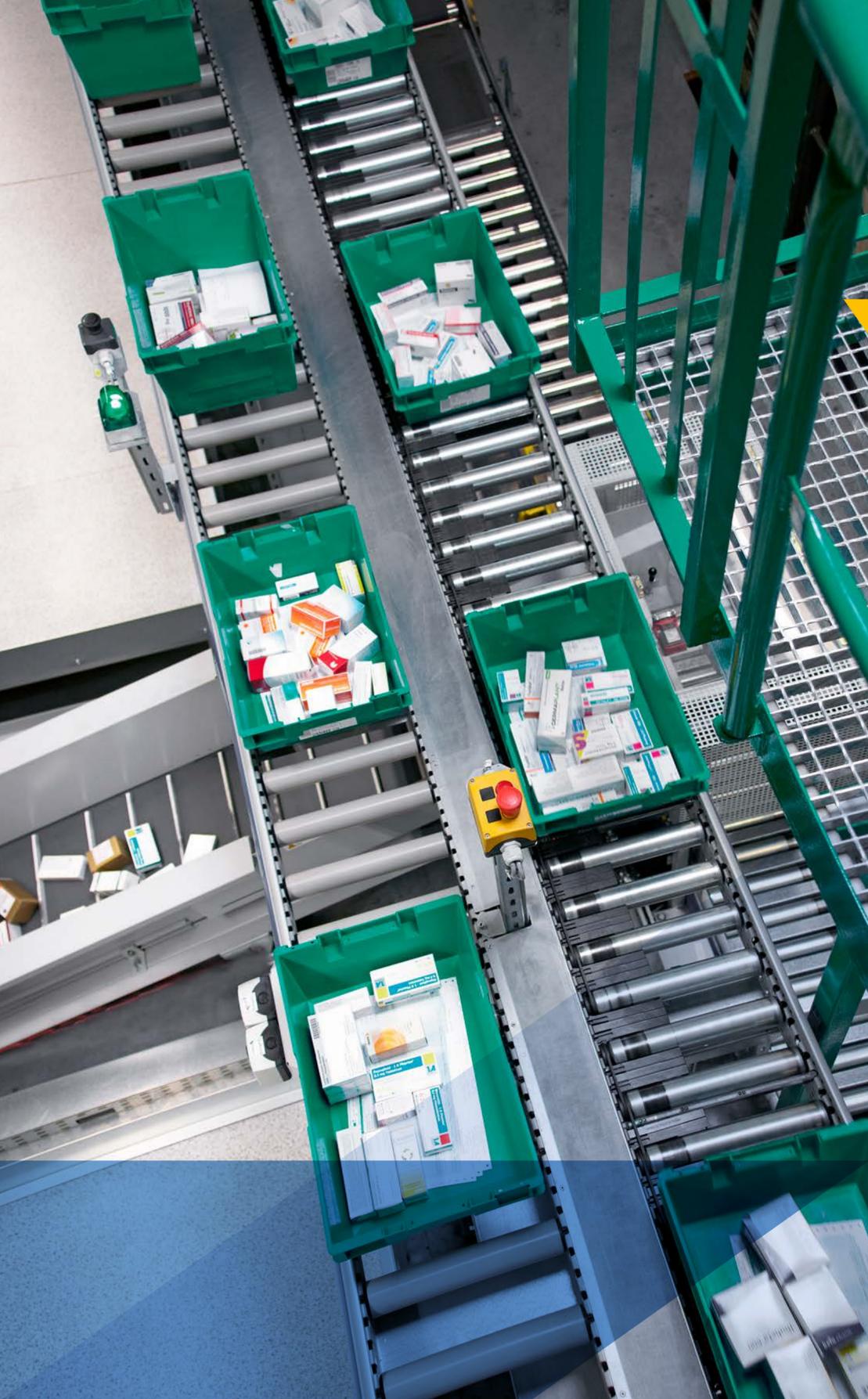


Table of contents

- P. 3 President Foreword
- P. 4 Full-Service Healthcare Distribution – Facts and Figures
- P. 6 Full-Service Healthcare Distribution in Data
- P. 10 Our Sector in the Spotlight
- P. 12 A New Health Regulatory Framework for a New Society
- P. 14 An Ever-Evolving Environment
- P. 15 Adopting a Joint Approach to Addressing Shortages
- P. 18 GIRP in Action
- P. 19 Year in Review
- P. 24 GIRP 2020 Annual Meeting and Conference
- P. 26 GIRP 2021 Supply Chain Conference
- P. 28 European Healthcare Value Chain Network & Forum
- P. 30 Looking Ahead – GIRP Key Priorities
- P. 30 Upcoming Events
- P. 31 About Us
- P. 31 GIRP Board
- P. 32 GIRP Members

President Foreword

GETTING READY FOR THE NEXT DECADE – REIMAGINING HEALTHCARE IN THE NEW ERA

LEARNING FROM COVID-19 TO TRANSFORM GLOBAL HEALTH

As we reflect on the past year, full-service healthcare distributors have soared from the background of the healthcare sector to the very frontline of the COVID-19 pandemic – proving their resilience, strength and key role on the road to recovery. From the very beginning of the pandemic, full-service healthcare distributors stepped up immediately, rising in the spotlight COVID-19 catapulted them into, working relentlessly to ensure medicines availability to all patients across the EU, to guarantee the safe and efficient delivery of medicines and medical devices to patients and continuously provide a rapid, safe and manufacturer independent supply of products, including life-saving medicines, to the sites of healthcare provision.

REBUILDING RESILIENCE IN RECOVERY

The defining difference of full-service healthcare distributors in the fight against COVID-19 is resilience – our ability not only to absorb shocks but to use them to build best practices and innovative solutions. As EU Member States began mapping out their COVID-19 vaccines distribution schemes, the robust strength of our sector proved full-service healthcare distributors are crucial in the swift and effective deployment of vaccines within the EU Member States (p. 8). With more and more vaccines continuing to be developed and authorised, full-service healthcare distributors’

involvement in distributing and administering the COVID-19 vaccines will be vital in closing the existing gap between doses distributed and doses administered – a role that is set to grow exponentially as the demand for vaccinations increases across the EU Member States.

APPROACHING HEALTHCARE AS AN INVESTMENT, NO LONGER A COST

Healthcare has been projected to the front line of all agendas and of all sectors, as governments and societies reconsider healthcare as an important investment and no longer a cost to be managed. Recent initiatives such as the Pharmaceutical Strategy for Europe (PSE), which re-evaluates the EU’s pharmaceutical policy as a long-term vision: ensuring it is crisis-resilient and sustainable in order to reinforce the EU’s position as a global leader in this critical area while ensuring access to affordable medicines for patients, in which full-service healthcare distributors are the vital link to providing access to medicines for all EU citizens.

TRANSITIONING FROM JUST-IN-TIME TO JUST-IN-CASE

Other initiatives such as the proposal of an extended mandate for the European Medicines Agency (EMA) and the European Health Emergency Preparedness and Response Authority (HERA) also place full-service

healthcare distributors at the heart of crisis prevention with the need for coordinated EU level action to respond to health emergencies. Full-service healthcare distributors will continue to rise as key actors in these initiatives, strengthening the pharmaceutical supply chain, developing innovative tools, technologies, and monitoring and mitigating the risk of shortages of critical medicines and medical devices.

GETTING READY FOR THE NEXT DECADE

2021 will be the year of transition, turning the challenges faced into an imperative for transformation, an opportunity to reshape our strategies and objectives in order to permanently instill full-service healthcare distributors’ proven importance in the EU healthcare agenda. This next decade will define our sector’s key role as critical infrastructure as healthcare systems accelerate digitalisation, including community and hospital workflows, patient health records, telemedicine as well as the regulation and management of health data. The next decade will determine the trust and recognition given to health authorities and healthcare associations and we will do what we have done for the past 14 months: rise to the occasion with resilience and strength.



Bernd Grabner
President, GIRP

THE NEXT DECADE WILL DETERMINE THE TRUST AND RECOGNITION GIVEN TO HEALTH AUTHORITIES AND HEALTHCARE ASSOCIATIONS AND WE WILL DO WHAT WE HAVE DONE FOR THE PAST 14 MONTHS: RISE TO THE OCCASION WITH RESILIENCE AND STRENGTH.”

Bernd Grabner
President, GIRP

Full-Service Healthcare Distribution Facts and Figures

THINKING OUTSIDE THE MOVING BOX

Full-service healthcare distributors sit at the heart of the pharmaceutical supply chain, ensuring the fast, continuous and cost-effective supply of medicines and medical products to over 200,000 retail pharmacies, hospitals and dispensing doctors throughout the EU, reaching over 500 million patients.

MAXIMISING INNOVATION IN A NEW PATIENT LANDSCAPE

As healthcare systems continue to evolve and expand, full-service healthcare distributors must continuously innovate to maximise value to patients in a new landscape as the shift from safely and efficiently delivering medications grows beyond that of value-added services.

RISE OF VALUE-ADDED SERVICES

Beyond medicines distribution, full-service healthcare distributors offer a wide range of services upstream and downstream to pharmacies and pharmaceutical manufacturers in order to help them improve efficiency and reliability to secure added value to patients. Moving forward, full-service healthcare distributors have the opportunity to expand their portfolio of value-added services towards manufacturers and healthcare professionals even further in a true patient centric approach.



FULL-SERVICE HEALTHCARE DISTRIBUTORS' VALUE-ADDED SERVICES

27 COUNTRIES
Emergency services

18 COUNTRIES
Collection of medical waste

26 COUNTRIES
Transmission of recall messages to pharmacies

26 COUNTRIES
Training on medical services

23 COUNTRIES
Computer systems for pharmacies

21 COUNTRIES
Promotional literature for pharmacists use

19 COUNTRIES
Patient information leaflets for pharmacists use

22 COUNTRIES
Financial services

17 COUNTRIES
Stock management aid

Source: GIRP Data Compilation, 2020



Ladies and Gentlemen, Dear GIRP members,

Without any doubt, we lived through a year full of new experiences, large scale Mergers and Acquisitions as well as the still ongoing fight against the COVID-19 pandemic paired with the current largest mass vaccination since decades will be in our memories for generations. Most probably, all of these events have an impact on the economy and will re-shape business models or even create new ones and - the world is moving on, even faster than before the COVID-19 crisis.

Having said the aforementioned, you Dear GIRP members were not only asked to maintain a fully functional supply chain throughout the pandemic during the last year, you were and you still are also challenged by dramatically changed supply chain requirements but yet have to maintain the profitability of your business. Proper designed and implemented automation did help in various aspects to master challenges like the coping with higher throughput requirements and helped to maintain the principle of "least amount of touches" for every item picked in your operation. Furthermore, automatically recording of lot numbers or, in case required, serial numbers - are some but by far not all benefits of automation.

KiSoft, the unique warehouse management and warehouse control system of KNAPP is designed to follow inventory and orders independent of the picking technologies - starting from manual picking solutions to semi-automated picking supported by KNAPP's OSR Shuttle™ Evo technology. Fully automated solutions like AI guided robotic picking solutions or A-Frames equipped with state-of-the-art Vision technology to capture Datamatrix codes at the top end of the scale are designed and scaled to fit your individual unique requirements.

Today's expectations of the patient and its customer journey, is strongly influenced by the ubiquitous retail shopping experience and by thus asks for more and different services to be provided to customers throughout the healthcare supply chain. KNAPP's unique B2C and E-commerce system solutions, the unique Pack-to-Patient system as well as single dose and multi dose systems complete the already existing healthcare supply chain solutions of KNAPP.

The vital work of GIRP, the European Healthcare Distribution Association, in addition to carefully maintained business partnerships, true friendships, with many of you Ladies and Gentlemen enables us, collectively, to react to ever changing supply chain requirements and ultimately make the world a better place, regardless of the challenges ahead.

On behalf of the entire KNAPP management team, thank you all for your valuable partnership.

Horst Matzer, Dipl.-Ing.
KNAPP AG, Vice President Healthcare Solutions

Full-Service Healthcare Distribution Core and Value-Added Services

CORE SERVICES

- For all products: Rx, Gx, OTC, medical devices, in vitro diagnostics, food supplements, para-pharmaceuticals, pharma-cosmetics
- Storage, pick, pack and ship according to GDP
 - Quantity-based buffer function
 - Stock-management and just-in time delivery according to GDP
 - Pre-financing of logistics supplies



VALUE-ADDED SERVICES TO MANUFACTURERS

- Logistics services / pre-wholesaling
- Individual product track & trace
- Market intelligence
- Market access services
- Quality and professional services
- Waste management services
- Clinical trial logistics



VALUE-ADDED SERVICES TO PHARMACISTS

- Marketing & sales support
- Education and training
- Patient services support
- Logistics platform of health services
- Product specific training



VALUE-ADDED SERVICES TO PATIENTS

- Individual patient packaging services
- Patient communication services
- Monitoring services
- Holding national security stock for emergencies
- Repeat prescription services
- Integrated healthcare applications

FOR A MORE EXHAUSTIVE LIST OF ADDED-VALUE SERVICES OFFERED BY FULL-SERVICE HEALTHCARE DISTRIBUTORS, PLEASE [CLICK HERE](#)

Full-Service Healthcare Distribution In Data

FIVE CORE FUNCTIONS OF FULL-SERVICE HEALTHCARE DISTRIBUTORS

- 1 Full supply and stock-keeping function
- 2 Immediate medicines availability and delivery function
- 3 Bundling function: pooling of products and transactions
- 4 Quality assurance function
- 5 Financing function

1 FULL SUPPLY AND STOCK-KEEPING FUNCTION

Full-service healthcare distributors ensure, via their customers, that the needs of patients are met by guaranteeing the continuous availability of a complete assortment of products, in range and depth, as set by the authorities and the market.

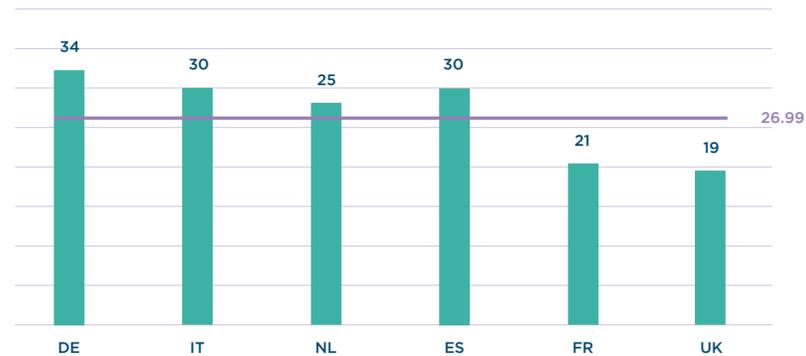
Facts and figures

Items on stock held by full-service healthcare distributors: 18,650 – 100,000 (depending on the size of the market and the number of products authorised to be marketed).

Full-service healthcare distributors deliver the required amount of medicinal products by:

- their close-knit distribution networks and high delivery frequencies from their warehouses
- holding safety stock to meet unexpected peaks in demand.

Inventory turnover differs from product to product, ranging from a month to only a few days



Source: GIRP members 2019

- Weighted average (in terms of turnover value) of the six biggest countries in Europe: 26.99 days, which means stock turnover takes place on average 13.5 times a year.

2 IMMEDIATE MEDICINES AVAILABILITY AND DELIVERY FUNCTION

Immediate delivery of medicines

- Full-service healthcare distributors ensure timely patient treatments by delivering the medicinal products needed in the required quantity and just-in-time.
- Full-service healthcare distributors protect the healthcare system from high additional costs that would be caused by delays in delivering urgently needed medicines.

Delivery time and frequency

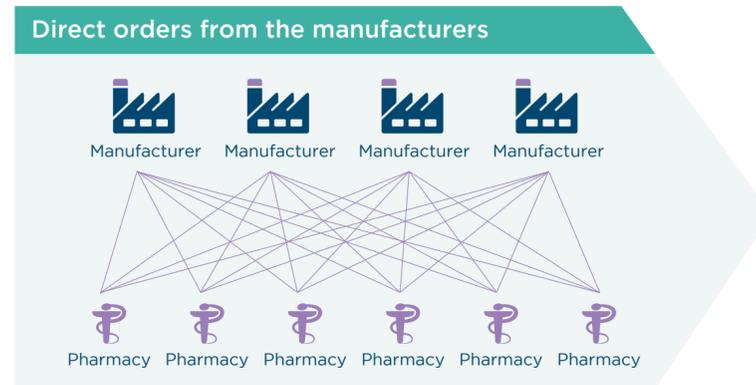
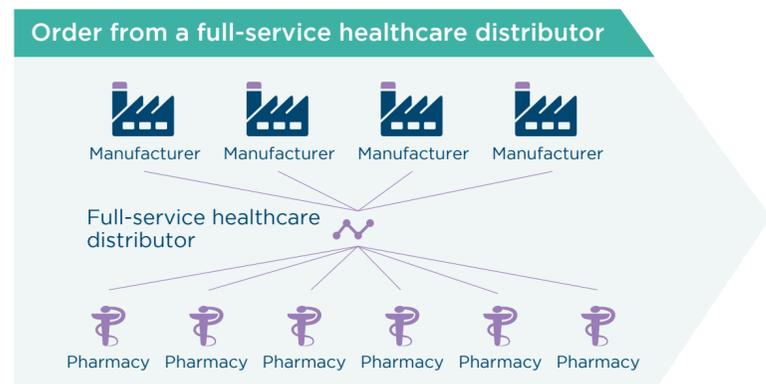
	Full-service healthcare distributors (Full-line wholesalers)	Short-line wholesalers	Direct sales from manufacturers
Average delivery frequency (hours)	2.5 hrs	20.5 hrs	57.86 hrs
Average deliveries per week	15.9	4.34	3.66

Weighted average in DE, ES, FR, IT, NL, UK
Source: GIRP members 2019

3 BUNDLING FUNCTION: POOLING OF PRODUCTS AND TRANSACTIONS

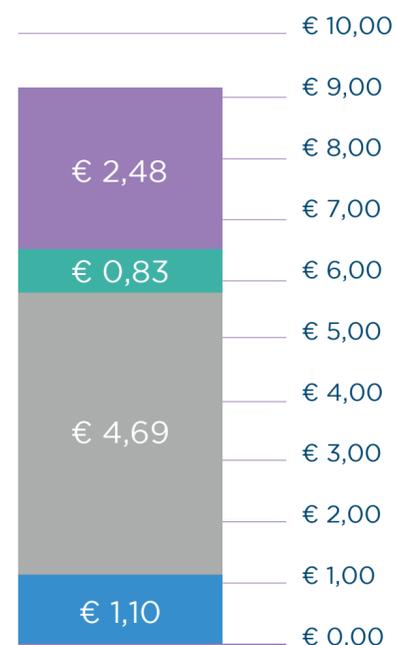
Saving costs for customers

- Full-service healthcare distributors are pooling on average products of 18.8 manufacturers per delivery.
- The cost difference between a delivery from a single manufacturer compared to a delivery from a full-service healthcare distributor is EUR 3.87.
- The bundling of products from 18.8 manufacturers in one delivery through a full-service healthcare distributor saves EUR 234.84 in order management cost for a pharmacy.



Total costs of ordering from a full-service healthcare distributor

€ 9.10



Order from a full-service healthcare distributor

Total costs of ordering directly from 18.8 manufacturers

€ 243.84



Order directly from manufacturers (x18.8)

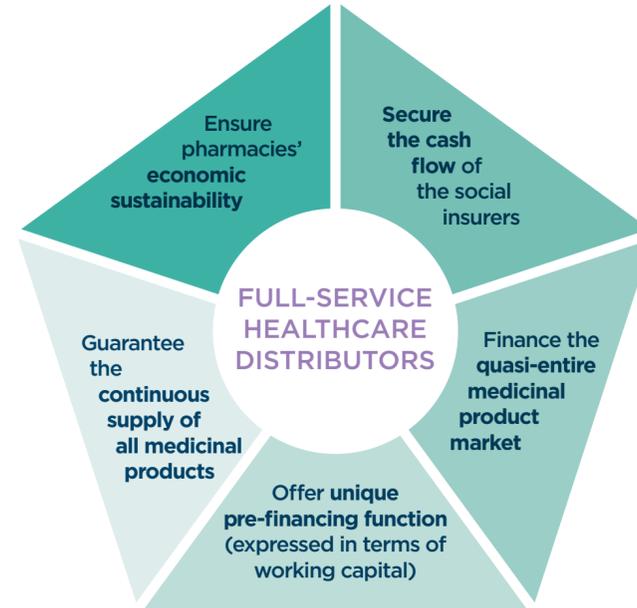
4 QUALITY ASSURANCE FUNCTION

Full-service healthcare distributors' quality assurance systems ensure that:

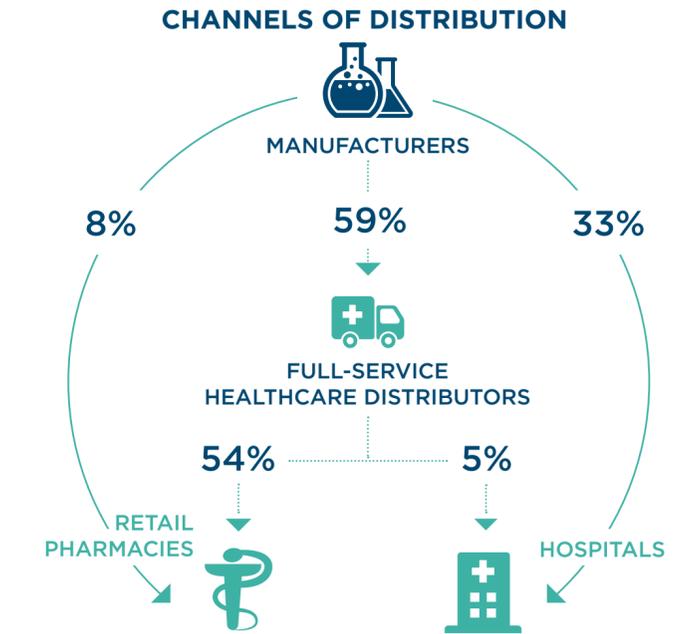
- Medicinal products are procured, held, supplied or exported in a way that is compliant with the requirements of Good Distribution Practice (GDP) (2013/C 343/01).
- Management responsibilities are clearly specified.
- Products are delivered to the right recipients within a very short time period.
- Records are made and kept simultaneously.
- All personnel involved in full-service healthcare distribution activities is continuously trained in GDPs and deviations from established procedures are documented and investigated.
- Appropriate Corrective and Preventive Actions (CAPA) are taken to correct deviations and prevent them in line with the principles of quality risk management.
- Since the entry into force of the Falsified Medicines Directive (FMD) and its Delegated Regulation (DR) in 2019, full-service healthcare distributors have been fully compliant to the new obligations and thereby further protect the supply chain from the entry of falsified medicines.

5 FINANCING FUNCTION

- Full-service healthcare distributors are the only ones to assume a financing function towards pharmaceutical manufacturers and pharmacies.
- Full-service healthcare distributors guarantee the continuous supply of all medicinal products and also secure the cash flow of social insurers.
- The financing function can be expressed in terms of working capital.
- Full-service healthcare distributors in Europe finance on average **€27.9 bn for 70 days** approximately **5.2 times per year** which equals a total annual volume of **€145 bn**.



THE HEALTHCARE DISTRIBUTOR: A CRITICAL PARTNER IN THE SUPPLY CHAIN

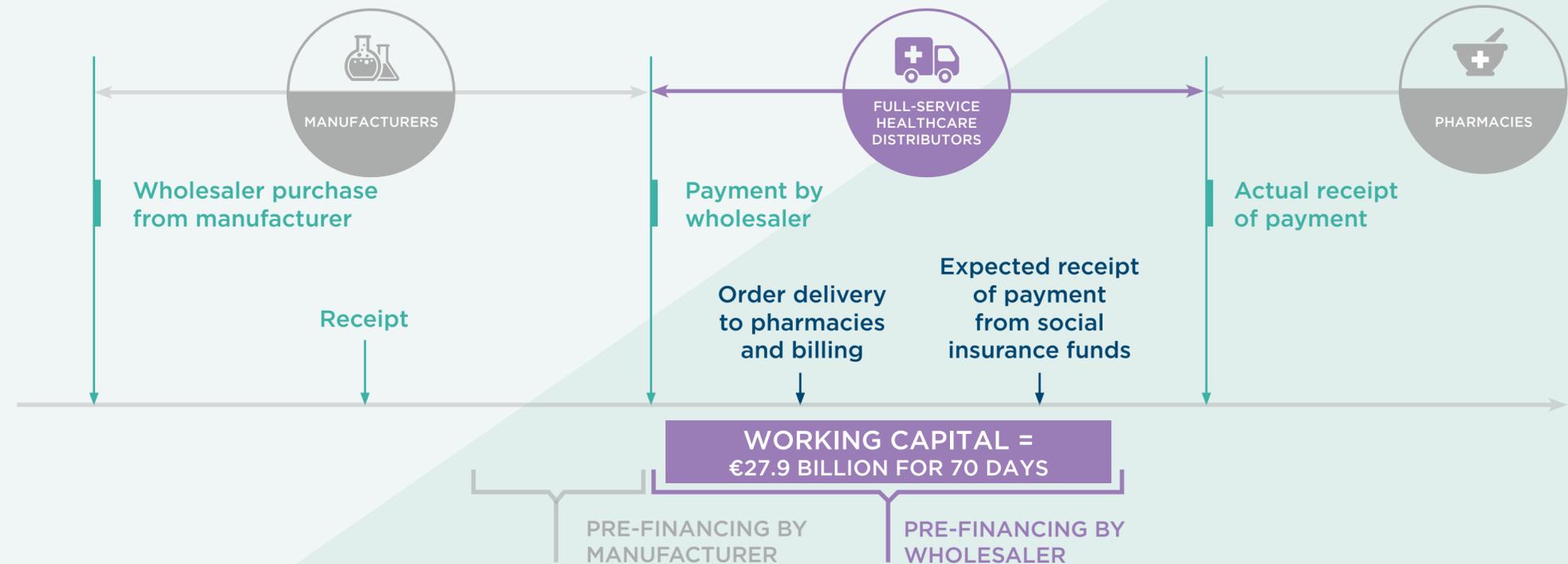


IQVIA estimates 2020-2021



Did you know?

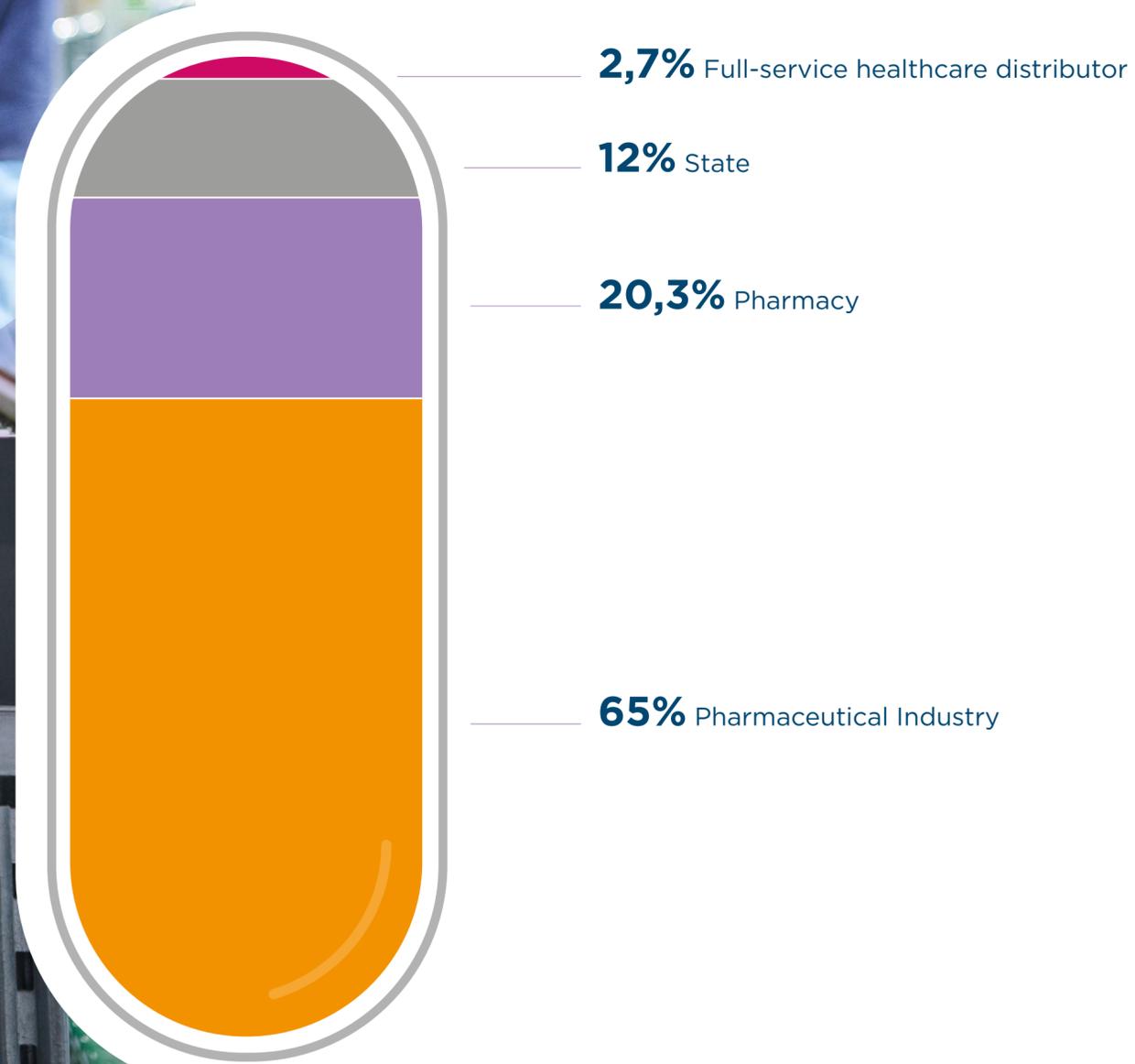
Full-service healthcare distributors in Europe finance on average **€27.9 billion for 70 days** approximately **5.2 times per year** which equals a total annual volume of **€145 billion**.





PRICE STRUCTURE

AVERAGE PRICE COMPOSITION OF REIMBURSED MEDICINES SOLD IN PHARMACIES IN FR, DE, IT IN 2018



IQVIA (NYSE:IQV) is a leading global provider of advanced analytics, technology solutions, and clinical research services to the life sciences industry. IQVIA creates intelligent connections across all aspects of healthcare through its analytics, transformative technology, big data resources and extensive domain expertise. IQVIA Connected Intelligence™ delivers powerful insights with speed and agility — enabling customers to accelerate the clinical development and commercialization of innovative medical treatments that improve healthcare outcomes for patients. With approximately 70,000 employees, IQVIA conducts operations in more than 100 countries.

IQVIA is a global leader in protecting individual patient privacy. The company uses a wide variety of privacy-enhancing technologies and safeguards to protect individual privacy while generating and analyzing information on a scale that helps healthcare stakeholders identify disease patterns and correlate with the precise treatment path and therapy needed for better outcomes. IQVIA's insights and execution capabilities help biotech, medical device and pharmaceutical companies, medical researchers, government agencies, payers and other healthcare stakeholders tap into a deeper understanding of diseases, human behaviors and scientific advances, in an effort to advance their path toward cures.

To learn more, visit www.iqvia.com.



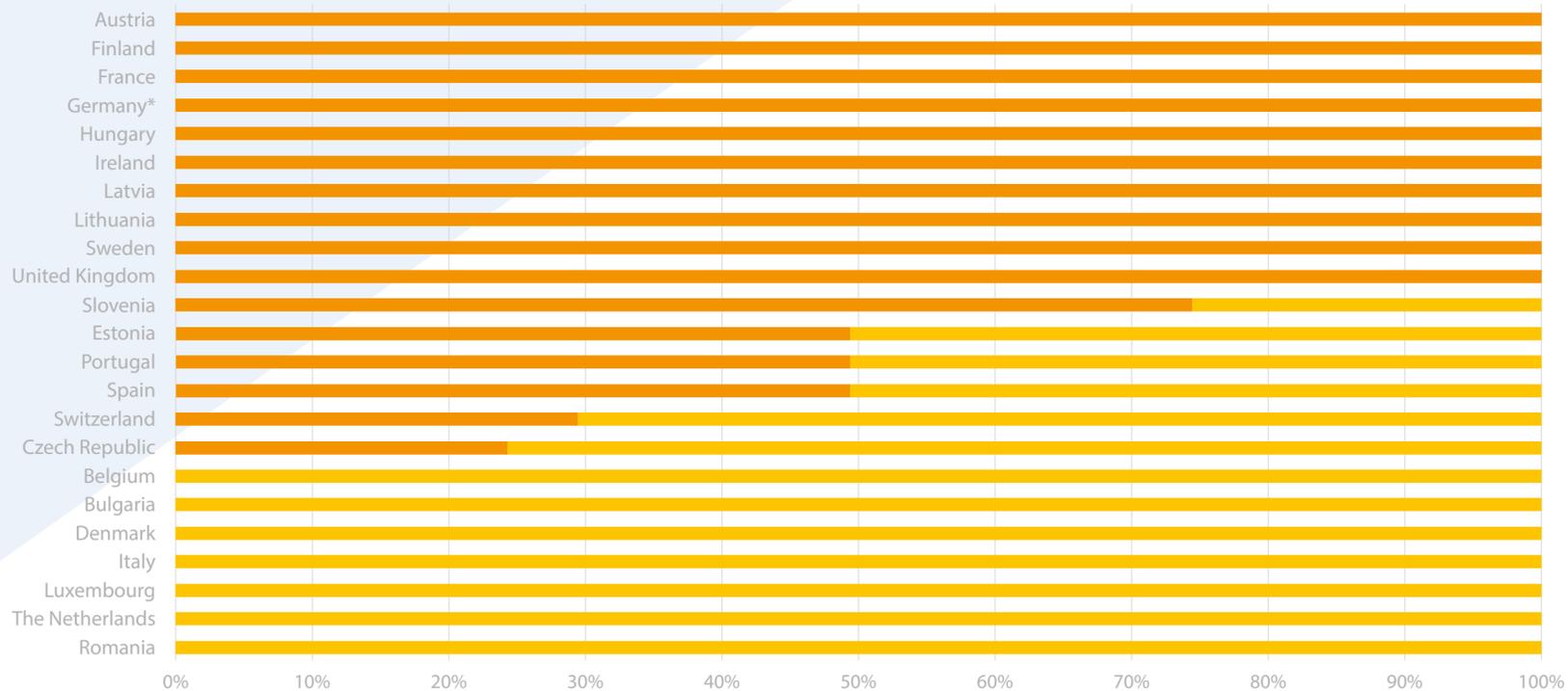
A member video highlighting the salient role of full-service healthcare distributors in the distribution of COVID-19 vaccines.

Our Sector in the Spotlight

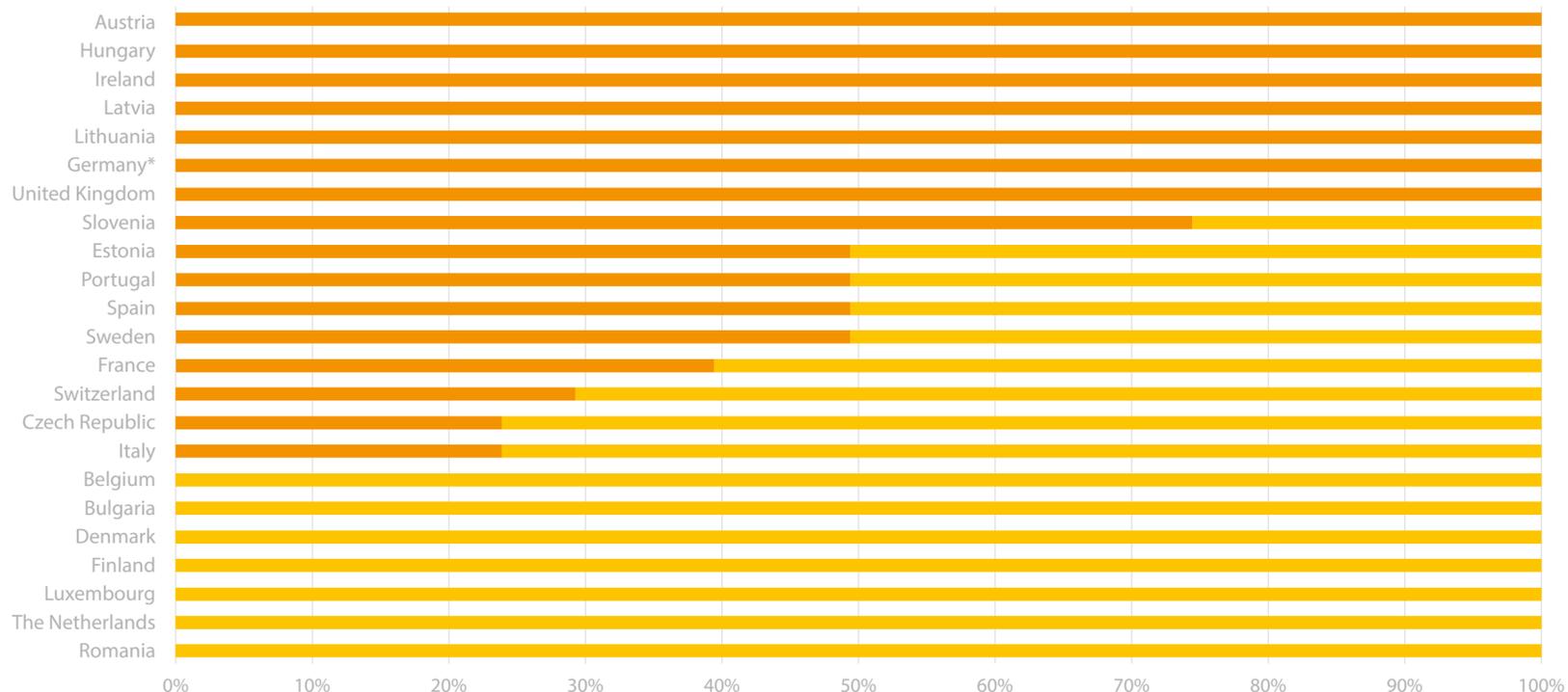
THE CRUCIAL ROLE OF FULL-SERVICE HEALTHCARE DISTRIBUTORS IN RESPONSE TO COVID-19

As the vital link at the heart of the pharmaceutical supply chain, to over 200,000 retail pharmacies, hospitals and dispensing doctors throughout the EU, reaching over 500 million patients, full-service healthcare distributors are playing an essential part in the COVID-19 response by leveraging their strong relationships at both ends of the pharmaceutical healthcare supply chain and coordinating closely with federal, state and local governments and other public healthcare stakeholders on delivery and distribution of COVID-19 vaccines, medical supplies and novel treatments.

COVID-19 VACCINES DISTRIBUTION HANDLED BY FULL-SERVICE HEALTHCARE DISTRIBUTORS TEMPERATURE RANGE +2°C TO +8°C



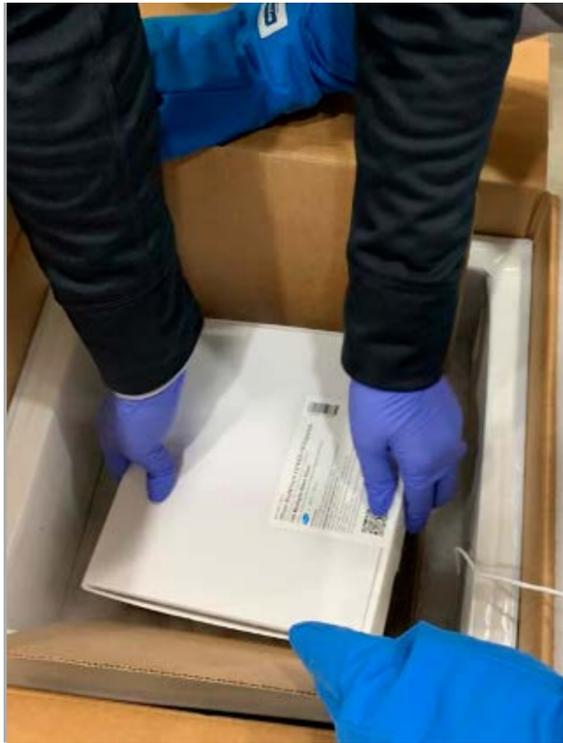
COVID-19 VACCINES DISTRIBUTION HANDLED BY FULL-SERVICE HEALTHCARE DISTRIBUTORS TEMPERATURE RANGE -70°C TO -18°C



■ Full-service healthcare distributor ■ Other actors

Source: GIRP members, April 2020

*100% of the COVID-19 vaccines in Germany, intended for general practitioners are distributed from PHAGRO-members to pharmacies



In-bound products

In-bound products



Out-bound products

Out-bound products

OVERVIEW OF COVID-19 VACCINES DISPENSATION/ADMINISTRATION SITES

	AT	BE	BG	CZ	DK	EE	FI	FR	DE	HU	IE	IT	LV	LT	LU	NL	NO	PT	RO	RS	SI	ES	CH	UK	
Vaccination centres	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Hospitals	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
GPs (doctors)	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Pharmacies	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Other	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Availability	●	●		●	●	●		●	●	●		●	●					●	●	●		●	●	●	●

*In Portugal, vaccines are also administered in health centres; In Belgium, France and Norway vaccines are also administered in elderly homes.

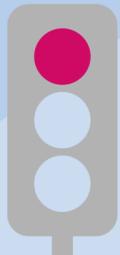
*For professional use only (by healthcare professionals, company doctors, etc.)

● Rapid testing is available in some regions

COUNTRIES DISTRIBUTING COVID-19 VACCINES VIA PHARMACIES TO OTHER HEALTHCARE PROFESSIONALS FOR INOCULATION



- Austria
- France
- Germany
- Italy
- Lithuania
- United Kingdom



- Belgium
- Bulgaria
- Czech Republic
- Denmark
- Estonia
- Finland
- Hungary
- Ireland
- Latvia
- Luxembourg
- The Netherlands
- Norway
- Romania
- Slovenia
- Spain
- Sweden
- Switzerland

Source: GIRP members, April 2020

PHARMACIES/PHARMACISTS ADMINISTERING COVID-19 VACCINES TO THE PUBLIC



- France
- Italy
- Lithuania
- Norway
- Switzerland
- United Kingdom



- Austria
- Belgium
- Bulgaria
- Czech Republic
- Estonia
- Finland
- Germany
- Hungary
- Ireland
- Latvia
- Luxembourg
- The Netherlands
- Romania
- Slovenia
- Spain
- Sweden

A new health regulatory framework for a new society

EUROPEAN HEALTH UNION

On 11 November 2020, the European Commission unveiled its proposal for a **European Health Union** – a call to action for the EU to play a stronger, more committed role in improving health care systems and bridging the apparent gaps in the public health space on the margins on the COVID-19 pandemic.

The package includes three legislative proposals:

- Proposal for a regulation on serious cross-border threats to health
- Proposal to extend the mandate of the European Medicines Agency
- Proposal to extend the mandate of the European Centre for Disease Prevention and Control

THE EUROPEAN COMMISSION PROPOSES ITS FIRST BUILDING BLOCKS FOR A EUROPEAN HEALTH UNION



Implements the **obligation to ensure high level of human health protection**



Outlines the **lessons learnt from COVID-19 pandemic**



Advocates the **strengthening of existing structures and mechanisms for better EU level protection, prevention, preparedness & response**



Recommends a **reinforced framework for cross-border cooperation against all health threats**



It also **strengthens the EU role in international coordination and cooperation to prevent and control cross-border health threats**

What is needed?	What is being proposed?
More and better EU interventions	<ul style="list-style-type: none"> • Emergency declaration at EU level to ensure EU measures • EU health taskforce and training for healthcare staff • Stronger EU guidance on common response measures and implementation responsibilities
More and better data	<ul style="list-style-type: none"> • State of the art monitoring of epidemiological situation • Risk assessment based on common response measures and implementation responsibilities
Better testing and contact tracing	<ul style="list-style-type: none"> • A new authority to develop and procure biomedical and other solutions to enable better testing and contact tracing
Better preparedness planning at all levels	<ul style="list-style-type: none"> • Harmonised EU, national and regional preparedness and response plans • Regular auditing and stress testing of national preparedness plans
Ensure supplies of medicines and PPE	<ul style="list-style-type: none"> • Monitoring of medicines and medical devices supply (shortages) • The new authority to develop and procure biomedical products will ensure fast response to urgent needs and health in emergencies.

The flagship actions of the Strategy include:

- ✓ Tackle antimicrobial resistance (AMR)
- ✓ Address unmet medical needs
- ✓ Secure access to medicines and affordability
- ✓ Improve competitiveness of generics and biosimilar drugs
- ✓ Enhance security of supply and address shortages

Key measures:



1

A proposal to revise the basic pharmaceutical legislation



2

A proposal for a EU Health Emergency Response Authority



3

Initiating a structured dialogue with and between all actors in the pharmaceutical supply chain and public authorities to identify vulnerabilities



4

Cooperation between national authorities on pricing, payment and procurement policies



5

The creation of a robust digital infrastructure, including a proposal for a European Health Data Space



6

Support to research and innovation, notably via Horizon 2020 and EU4Health

THE PHARMACEUTICAL STRATEGY FOR EUROPE

On 25 November 2020, the Commission adopted a Pharmaceutical Strategy for Europe (PSE) to ensure patients have access to innovative and affordable medicines and to support the competitiveness, innovative capacity, and sustainability of the EU's pharmaceutical industry. The Strategy outlines the vision for an anticipated overhaul of the pharmaceutical legislation.

Data-Automated solutions by Insight Health

The COVID-19 pandemic is still putting the EU's health systems to the test and keeping the pharmaceutical market in suspense. Wholesalers and pharmacies serve as an essential pillar of the stability of the pharmaceutical supply chain. To always be able to correctly assess the market situation, high quality data are more important than ever. The digitalization of business processes such as short-term tracking, modules for market observation, and demand forecasts is just as important.

This is exactly where we support our customers and partners. With all our specific know-how and big data solutions, we provide them with reliable online analysis in real time and help them to optimize their business. The most exciting factor about this is data-based automation. There is a broad range of application purposes such as adjusting stocks to demand, forecasting seasonality, or automated pricing in the otc-business. Especially when markets are shifting as in the pandemic, automated processes and data learning can be crucial.

We are looking forward to continuing to support GIRP and its members and to meet you personally or digitally again.

Further information can be found at: www.insight-health.de

An ever-evolving environment

INTEGRATED SUPPLY CHAIN FOR A PATIENT-CENTRIC APPROACH

Full-service healthcare distributors recognise that the future is digital and have been updating not only their internal operations and processes but also their services.

DELIVERING ON THE GREEN DEAL

Aware of the transversal and multifaceted challenges posed by climate change and conscious of their central position in the pharmaceutical supply chain, full-service healthcare distributors are committed to do their part to meet patients' needs while reducing their overall carbon footprint by greener and more efficient distribution practices.

Significant efforts have already been accomplished by GIRP members by means of efficient recycling and waste reduction, the increase in use of sustainable energy and sustainable energy consumption, greener transportation means, reduction of carbon emissions and a better use of water. These results are complemented by ambitious objectives in the latter areas.



- 1. Demanding production process**
Personalised healthcare requiring specialised production and distribution processes
- 2. Standardisation of EDI**
Electronic process for streamlined communication
- 3. Agile Supply Chain**
Reliable access to market for new and traditional medicinal products and medical devices
- 4. Quality assurance**
Exhaustive forms of quality assurance maintained throughout the value chain
- 5. Integrated Transportation oversight**
Temperature and location monitoring through to the last-mile
- 6. Dependable interconnection**
Just-in-time deliveries to pharmacies and innovative services to dispensers
- 7. Patient-Centric Services**
Deliver integrated solutions & value-added services to patients
- 8. Data-driven improvement**
Real-world data for better patient care and wellbeing

SSI Schaefer strengthens its customers' logistics with sustainable solutions

The COVID-19 crisis is a sharp contrast to "higher, faster, farther" – the motto that used to define our everyday lives. Increasingly, sustainability is becoming a key factor for future business success. Sustainably oriented companies often prove to be more resilient and more capable of dealing with the challenges of a global crisis.

SSI Schaefer has joined the "50 Sustainability and Climate Leaders" initiative, where 50 internationally leading companies present their sustainable solutions and show how they can actively contribute to achieving the United Nations 17 Sustainable Development Goals.

We are committed to develop the optimal logistics structure to meet the individual requirements of our customers. Among these requirements are energy efficiency and environmentally friendly operation of warehouse and logistics processes, eco-friendly construction, longevity of our equipment, short supply chains, healthy working conditions as well as less waste and reduction of the CO2 footprint. With our wide portfolio of innovative solutions and technologies such as robotics, individual product scanning, automated guided vehicles and predictive maintenance we not only position companies efficiently and sustainably, but also create a competitive advantage.

To learn more, visit www.ssi-schaefer.com

Adopting a **joint approach** to addressing shortages

1 GIRP ANALYSIS - ROOT CAUSES OF SUPPLY DISRUPTION ACROSS EUROPE

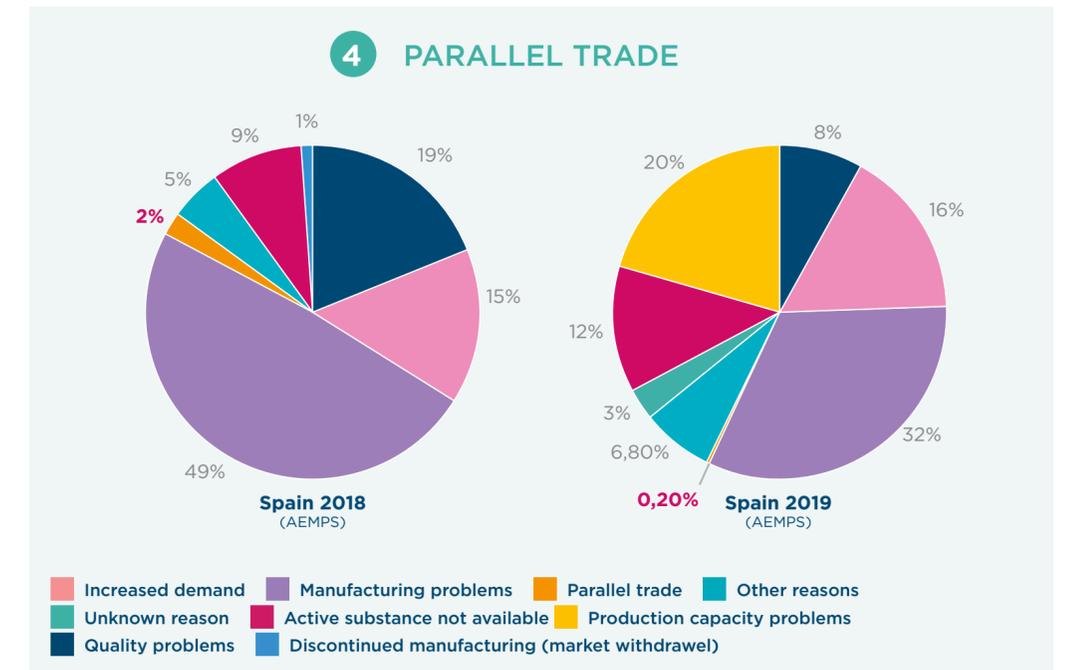
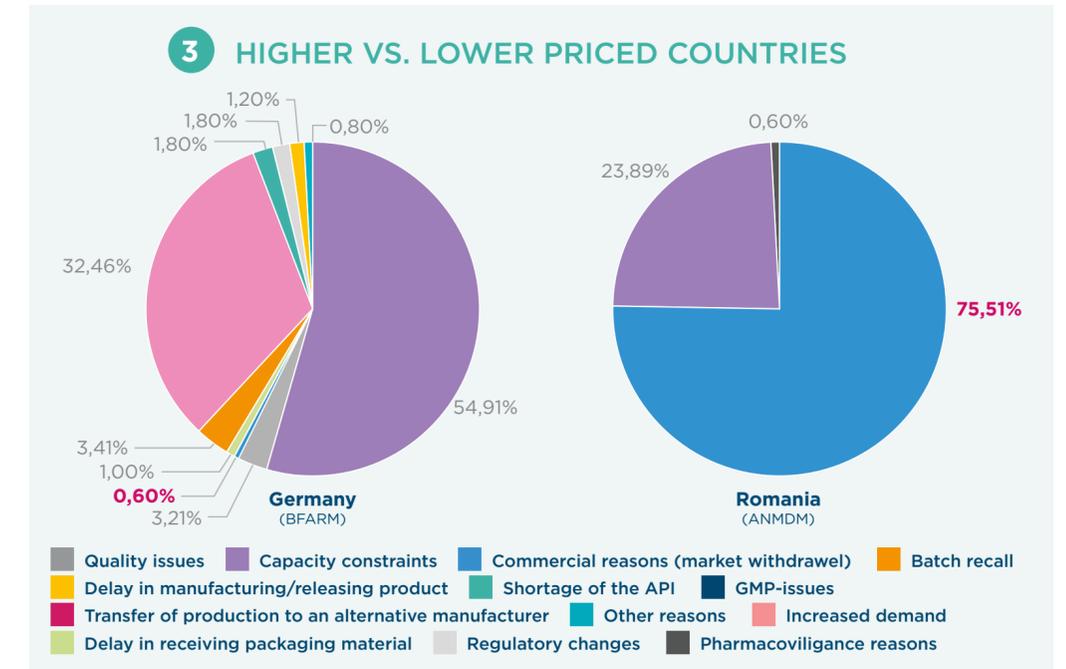
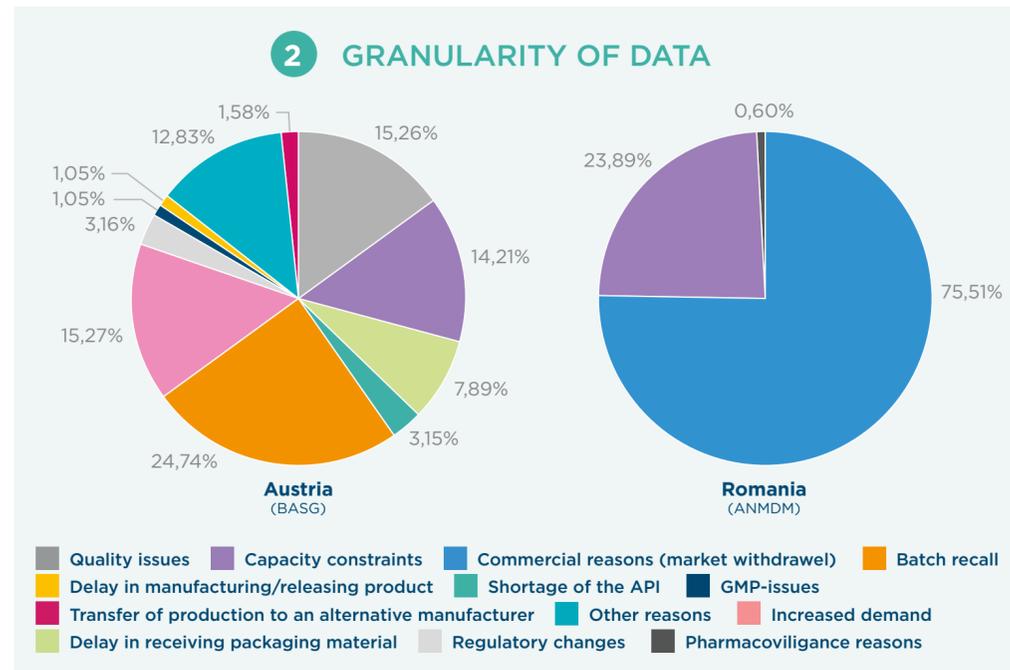
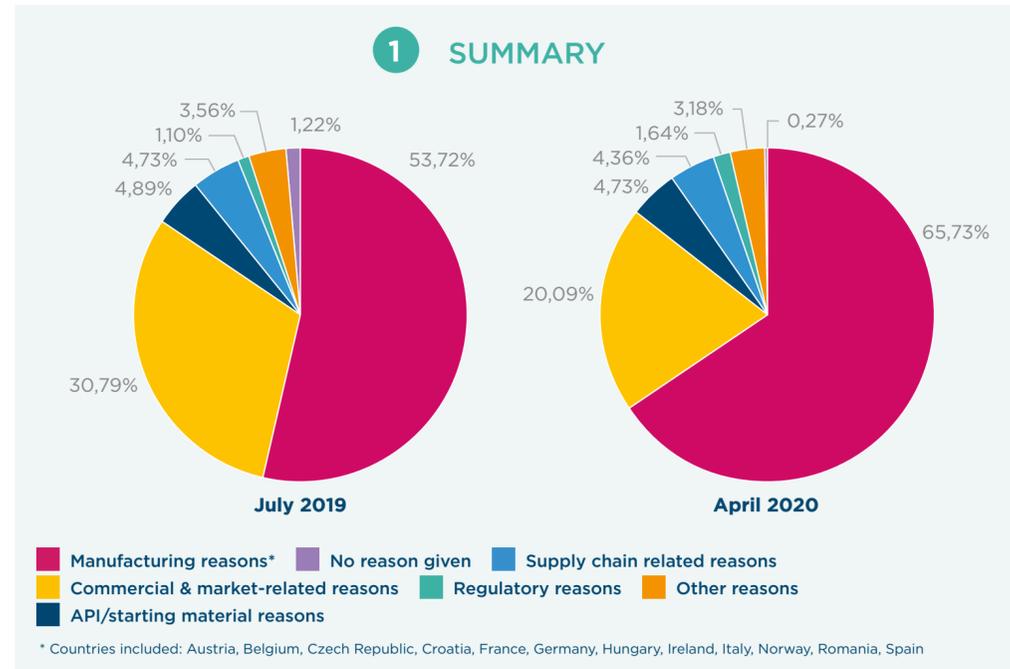
Convinced that to fully address medicines shortages we need to understand the root causes of the issue, GIRP has conducted a thorough analysis of shortages lists made available by national authorities of 12 Member States that included information on the root cause of the shortage.

The study first conducted in April 2019 was updated in April 2020.

- 1 Driven by an unexpected increase in demand of medicines during the COVID-19 pandemic, manufacturing issues remain the major cause of shortages, directly followed by commercial reasons
- 2 Granularity of data varies greatly across EU and some countries consider withdrawal from market of a product a reason for a shortage, others do not
- 3 Commercial reasons are a significantly more important factor for shortages in countries in the EU with lower-priced medicines compared to countries
- 4 Spain remains the only country to officially track parallel trade as a reason for shortages and registers a significant decrease over the last years

SEE THE FULL ANALYSIS [HERE](#)

CAUSES OF SUPPLY DISRUPTIONS



2 FULL-SERVICE HEALTHCARE DISTRIBUTORS' ROLE IN MITIGATING MEDICINES SHORTAGES



Full-service healthcare distributors commit to:

- **carrying and distributing the complete assortment of products** in range and depth within the frame set by the authorities and the market;
- continuously **ensuring product availability** to patients within a matter of hours (average delivery time in Europe is 2.5h);
- **creating and maintaining quality standards** that ensure safety and integrity of the medicine;
- **performing a public service function and participation in public health programmes.**



Full-service healthcare distributors have built a **well-established distribution infrastructure** in every country in Europe* that can ensure the appropriate and equitable distribution of products to all points of dispense.

* To the exception of Malta and Cyprus



In the event of a shortage or threat of, full-service healthcare distributors can also implement **stock optimisation measures** — on a needs-be basis — to restrict deliveries or the number of products dispensed which ensures **fair access to products for all** pharmacies, hospitals, clinics and ultimately patients who also need treatment.



By stockpiling vital medicines, full-service healthcare distributors **ensure security of supply in the event of an emergency or short-term demand surge**. The buffer stocks held by full-service healthcare distributors — stocks held in accordance with Public Service Obligations (PSO) in many Member States — can absorb sudden peaks of demand as we have seen in the first weeks of the COVID-19 crisis hitting Europe. These buffer stocks are an essential function of the full-service healthcare distributors and are vital to the effective and efficient functioning of the healthcare sector in and out of crisis periods.

As demonstrated during the course of the COVID-19 crisis, full-service healthcare distributors, thanks to their expertise, experience and infrastructure, have the capacity to fast respond and adapt to respond to anticipated or verified shortages. That said, they can only do so within the limits of the products received.



Since 1996, a trusted partner for pharmaceutical full-line wholesalers

CAPPI first started out in the design and manufacturing of plastic shipping totes dedicated to pharmaceutical full-line wholesalers. Driven by innovation, CAPPI extended its product offering with reusable isothermal packaging solutions. After 25 years of close collaboration with major wholesalers, CAPPI has acquired a unique and deep understanding of the business activities of its clients.

A leading player in the European market, CAPPI continues its growth in two strategic markets: pharmaceutical/ biotech manufacturers and pharmaceutical full-line wholesalers/ healthcare distributors.

CAPPI meets requirements from all across the pharmaceutical supply chain, from manufacturer to wholesaler and from wholesaler to pharmacy. Our range of plastic shipping totes are designed to integrate automated picking systems, equipped with a qualified isothermal box to maintain any temperature range during storage and distribution. A complete and long-lasting solution to fulfil all logistical needs.

Learn more: <https://cappi.fr/en/homepage>

Follow us:  



3 GIRP RECOMMENDATIONS FOR SHORTAGES MONITORING SYSTEMS



1 Proposal in the “European Health Union” to empower EMA

EMA mandated to monitor and mitigate potential and actual shortages with a dedicated crisis management structure

2 Collecting signals about current supply situations

Matching forecasted demand (e.g. EMA pilot project) and real-world supply figures with **signals from other stakeholders such as pharmacists and full-service healthcare distributors**

3 Introduction of early warning systems in countries with no systems in place

Introduce an early warning system that **collects market signals from full-service healthcare distributors**

4 Support interoperability between national systems for aggregation at EU level

Make use of **existing national systems** in place, providing market signals by involving all supply chain stakeholders

4 GIRP POSITION ON THE POTENTIAL USE OF DATA CONTAINED IN THE EMVS FOR SHORTAGES MONITORING

WHY IS THE EMVS NOT SUITABLE FOR SHORTAGES MONITORING ON NATIONAL LEVEL?

1. The EMVS is an end-to-end system - **no stock level data included**
2. The uploaded master data **does not reflect available stock levels in the MS** - uploaded quantities would lead to a significant overestimation of available medicines in a country due to:
 - Multi-market packs.
 - Not all products are decommissioned.
 - Products removed for testing purposes
3. Not all products are yet authenticated
4. Most importantly, the EMVS **does not reflect demand**

Overestimation of available supplies by 14%-15% = 225 million packs/year

Data uploaded for a country ≠ products available in the country

Products not available due to a shortage cannot be decommissioned!

The only reliable information can be obtained from “real world data” of available stock levels of the MAH in the respective national market.

The current EMVS has not been built for the collection of such information and therefore does not allow for the identification of the genuine reasons of supply difficulties that have a negative impact to patient care due to the fact that the system would always show higher than actual supply and lower than actual demand

5 PUBLICATIONS



MEDICINE SHORTAGES IN EUROPE AND THEIR IMPACT ON PATIENTS

[DOWNLOAD ↓](#)



RECOMMENDATIONS ON WAYS TO ADDRESS MEDICINES SHORTAGES

[DOWNLOAD ↓](#)



IMPROVING THE AVAILABILITY OF MEDICINES – SHORTAGES MONITORING SYSTEMS FOR PUBLIC HEALTH EMERGENCIES

[DOWNLOAD ↓](#)



GIRP POSITION ON USE OF EMVS FOR MONITORING OF SHORTAGES

[DOWNLOAD ↓](#)

GIRP IN ACTION

387

conference calls held

163

External events

86

GIRP events, webinars and committee meetings

16

Presentations given at conferences

33

Meetings with supply chain stakeholders (non-FMD)

40

Meetings with institution representatives

66

Newsletters sent

329

Number of participants to GIRP events

2055

Social media followers

15

FMD related meetings

About GIRP

The premier platform reaching across Europe and beyond with expertise and experience for our partners' excellence.

34
countries

including all EU/EEA/EFTA countries (except Cyprus), as well as China, Russia, Serbia and Turkey



750+ full-service healthcare distributors
1,260 warehouses



Safe and sufficient supply of over **100,000 products**



15 bn packs of medicines/year
62 mio packs of medicines/day



From **3,500 manufacturers** to



200,000 pharmacies & healthcare professionals across Europe



2.5h
Average delivery time



35
Different products per delivery



18.8
Different manufacturers per delivery

GIRP members count
140,000 employees

Quality, integrity, excellence

GIRP members are trusted supply chain partners
the vital link in healthcare

Year in review

MARCH-JULY 2020

The ENVI Committee at the European Parliament decides to address the issue of medicines shortages in an own-initiative report adopted in committee on 13 July 2020 and in plenary on 17 September 2020. GIRP works closely with the rapporteur and shadow rapporteurs to share the position and expertise of full-service healthcare distributors. Throughout the process, GIRP calls for clearer recognition of healthcare distributors' stock keeping function, an inherent aspect of their contribution to continuity of supply.

[READ GIRP'S PRESS RELEASE HERE](#) 

8 APRIL 2020

The European Commission issues [guidelines on the optimal and rational supply of medicines to avoid shortages during the COVID-19 outbreak](#). The guidance document focuses on the rational allocation of essential medicines (medicines used strictly in the context of COVID-19) in order to prevent their shortages during the ongoing COVID-19 pandemic. GIRP welcomes the European Commission calls to EU Member States for supply chain optimisation.

[READ GIRP'S PRESS RELEASE HERE](#) 

20 APRIL 2020

GIRP issues its [catalogue of measures proposed by Full-Service Healthcare Distributors to ensure the continuous supply of medicines](#). The overview of measures outlines essential actions for full-service healthcare distributors to further support authorities and supply chain stakeholders with their infrastructure and knowledge in the event of an escalation or changing operative priorities caused by this crisis.

6 MAY 2020

Monika Derecque-Pois advocates that ['Full-service healthcare distributors have Proven their Resilience Throughout the COVID-19 Crisis Ensuring Continuous Service for European Patients'](#) in an op-ed published in magazine New World.

28 MAY 2020

As part of the Next Generation EU (NGEU) recovery instrument, the European Commission adopts a proposal for a regulation on a new stand-alone health programme for the 2021-2027 period – the EU4Health programme – to strengthen health security and prepare for future health crises. After much debate between the Commission, the Parliament and the Council, a provisional agreement is reached on 14 December 2020 adopted in Parliament on 15 January 2021.

[SEE FINAL TEXT HERE](#) 



29 MAY 2020

GIRP responds to the European Commission consultation on a [European Strategy for data](#). In its submission, GIRP supports the implementation of a fair regulatory framework harmonising the use and access of personal and non-personal data across Europe. GIRP calls for a reliable governance over data ownership while also enabling data-led innovation.

[SEE FULL SUBMISSION](#) 

8 JUNE 2020

GIRP and IQVIA kick off their webinar series on a comprehensive analysis of medicines supply during the COVID-19 pandemic. The presentation looked at the different sides and impacts of the variation of medicine supplies during the COVID-19 crisis and the lessons to learn for the future.

3 JULY 2020

GIRP submits [its answer to the European Consultation on Pharmaceutical Strategy Roadmap](#). In its feedback, GIRP calls for the development of concrete solutions for the future of healthcare focusing on medicines availability and accessibility, taking into consideration the EU single market, lessons learned from COVID-19, national approaches to healthcare, as well as future healthcare organisation.

6 JULY 2020

GIRP holds its second webinar in a series with IQVIA on “shortages re-visited” discussing recent developments on shortages root causes, comparisons across Member States and potential monitoring systems.

28 AUGUST 2020

GIRP and members have a virtual exchange with representatives of the rescEU team at the European Commission and get insights on regulatory measures for medicines stockpiling and share how healthcare distributors can offer support.

31 AUGUST 2020

GIRP responds to the [public consultation on the European Medicines Agencies Network Strategy to 2025](#). The strategy focused on 6 priority areas defined in line with the European Commission’s Pharmaceutical Strategy for Europe and which included availability and accessibility of medicines, digital transformation and supply-chain challenges. The [final strategy](#) was unveiled on 8 December 2020.

31 AUGUST 2020

GIRP submits [its answer to the European Commission Survey on the Pharmaceutical Strategy - Timely patient access to affordable medicines](#). In its submission, GIRP pointed out the unique position, expertise and infrastructure of the full-service healthcare distribution and the essential role carried by GIRP members in the sustainability of healthcare systems.

25 SEPTEMBER 2020

GIRP holds its third webinar in a series with IQVIA on COVID-19 vaccines and their deployment, with a presentation by Per Troein, IQVIA, and Richard Bergström, Swedish government, sharing insights on regulatory activities regarding COVID-19 vaccines and implications and opportunities for healthcare distributors.



28 SEPTEMBER 2020



In a meeting with a GIRP Delegation, European Commissioner for Health and Food Safety, Ms Stella Kyriakides recognised and paid tribute to the essential role carried out by full-service healthcare distributors standing at the forefront of the fight against COVID-19.



Thermo King has the expertise and solutions that support pharmaceutical products distribution through the entire cold chain - from long-haul road transport and last-mile delivery, to air, marine, intermodal and cold storage solutions.

We offer active temperature control, as well as telematics and data monitoring needed to guarantee integrity of different variants of the vaccine. Regardless of a vaccine’s required temperature (with solution options from -70°C to +30°C), Thermo King can offer the end-to-end solutions to ensure it arrives safely at inoculation sites, and storage set points along the way.

All Thermo King’s PharmaSolutions equipment has been tested in line with GDP guidelines including:

- At temperature ranges +15°C to +25°C; +2°C to +8°C; and below -20°C, as low as -70°C for SuperFreezer
- Under extreme ambient temperatures from -30°C to +40°C
- Test of door openings, failure mode as a reference for customer’s risk management analysis

PharmaSolutions customers can count on highly trained technicians from more than 500 service points in 75 countries to service their equipment according to GDP standards.

For further information, please visit <https://europe.thermoking.com/tk-pharmasolutions/>



29 SEPTEMBER 2020



European Commission Vice-President for Promoting our European Way of life, Mr Margaritis Schinas discussed with a GIRP delegation, preparedness in cross-border health threats, vaccine deployment, medicines shortages and the Pharmaceutical Strategy for Europe.

13 OCTOBER 2020



GIRP along with Affordable Medicines Europe, EAHP, EPHA, and PGEU have decided to join forces and take actionable steps to address the issue of medicines shortages including organising a series of webinars focusing on solutions to mitigate the impact in Europe. The first webinar, organised by GIRP, explored the criteria to consider in building an EU-wide shortages monitoring systems.



22 OCTOBER 2020

GIRP and Vaccines Europe release a statement on the joint efforts carried by vaccines manufacturers and healthcare distributors who have intensified efforts to respond to the unusual increase in demand for flu vaccines.

SEE STATEMENT

11 NOVEMBER 2020

The European Commission unveils its strategy for a [European Health Union](#) – a call to action plan for the EU to play a stronger, more committed role in improving health care systems and bridging the apparent gaps in the public health space on the margins on the COVID-19 pandemic.

13 NOVEMBER 2020

GIRP and IQVIA hold their fourth webinar on the topic of ‘Agile stockpiles, an insurance for Drug Supply’, based on the white paper published by IQVIA on 17 November 2020. The webinar looked at how stockpiling can be a highly effective strategy for relieving short to medium term shortages, how such models work and what the implications are or could be.



 **23-24 NOVEMBER 2020**



GIRP organises its very first fully virtual Annual meeting and Conference on the topic of ‘Leveraging innovation for the economy of wellbeing’. Over 200 participants, regulators, policy-makers, manufacturers, pharmacists, patients and of course full-service healthcare distributors joined in to discuss innovation and healthcare in the context of a global pandemic and the revolution it brings about.

 **25 NOVEMBER 2020**

The European Commission presents its [Pharmaceutical Strategy for Europe \(PSE\)](#) – a new patient-centered strategy aiming to ensure the quality and safety of medicines by reviewing the European pharmaceutical regulations and tackling a number of issues ranging from unmet medical needs and medicines shortages to affordability while fostering innovation and sustainable development.

[SEE GIRP PRESS RELEASE HERE](#) 

 **10 DECEMBER 2020**

GIRP releases its position paper on [‘Improving the availability of medicines – shortages monitoring systems for public health emergencies’](#). With this, GIRP supported by its Board-level sub-group on Shortages monitoring systems, issues a set of recommendations calling for the use of existing national early warning systems that collects market signals from all supply chain stakeholders including full-service healthcare distributors.

 **14 DECEMBER 2020**

GIRP and Sensitech hold a webinar on ‘Leveraging Validated Real-Time Technology and adding qualified modular Cold Storage and Transportation capacities to optimize Logistics, Performance, Planning and Secure COVID-19 Vaccine Distribution & Administration’.

 **21 DECEMBER 2020**



The European Medicines Agency (EMA) recommends granting a conditional marketing authorisation for the COVID-19 vaccine developed by BioNTech/ Pfizer. The vaccination programmes can start across Europe with the support of full-service healthcare distributors in Member States, which chose to do so.

 **20 JANUARY 2021**



GIRP meets with EMA’s new Executive Director, Emer Cooke and her team. Discussions cover the extension of EMA’s mandate to monitor medicines shortages in times of crisis, preparedness to cross-border health threats and vaccine deployment.

 **25 JANUARY 2021**



Following his appointment as Deputy Director General of DG Santé, GIRP meets with Pierre Delsaux to introduce the sector and highlight current challenges and successes. GIRP reiterates its members readiness to handle the complexity of mRNA vaccines in respect of storage, handling and transport conditions and highlights its members role in the digitalisation of the supply chain.



FEBRUARY — JUNE 2021



The ENVI Committee at the European Parliament considers the European Commission’s legislative proposal to extend the mandate of the European Medicines Agency (EMA). GIRP works closely with the rapporteur and shadow rapporteurs to ensure a fair and balanced report taking into account the vision of the full-service healthcare distributors for an efficient European shortages monitoring system aggregating data collected by national early warning systems.

2 FEBRUARY 2021

GIRP submits [its feedback to the public consultation on the proposed regulation on a reinforced role for the EMA in crisis preparedness and management for medicinal products and medical devices](#). GIRP believes the proposed regulation marks an important step in the fight against medicine shortages in the event of a crisis and that the EMA is well-fitted to monitor and mitigate potential and actual shortages for the duration of a public health emergency or major event.

3 FEBRUARY 2021

On the eve of the World Cancer Day, the European Commission presents [Europe’s Beating Cancer Plan](#) — a main priority in the area of health of the von der Leyen Commission and a key pillar of a strong European Health Union. On this occasion, GIRP reiterates healthcare distributors commitment to keep innovating to ensure the safe delivery of new therapies to patients.

22 FEBRUARY 2021

GIRP responds to the European Commission consultation on the establishment of HERA: GIRP calls for preparedness measures to allow for flexibility in moving medicines stocks during crisis and for stockpiling structures to balance national and European stocks.

[SEE HERE](#) 

11-12 MARCH 2021



The 6th edition of the GIRP Supply Chain Conference took place on 11-12 March 2021 in a virtual setting and gathered high-level experts from representatives of European and national authorities to stakeholders from across the healthcare sector. The programme focused on mainstream supply chain issues such as the specialty of next gen therapies, the digitalisation of the supply chain, and temperature control in the last mile distribution and on the logistical challenges of the effective roll-out of the COVID-19 vaccines.

8 APRIL 2021

GIRP responds to the European Commission consultation on the Proposal for a directive of the European Parliament and of the Council on the resilience of critical entities. GIRP welcomes the proposed directive and the harmonisation purpose it serves to apply a uniform approach in identifying critical entities. GIRP calls for full-service healthcare distributors to be recognised as critical infrastructure, giving them the legal basis to act rapidly and efficiently to ensure continued access to medicines even in the context of emergency situations.

[SEE LINK HERE](#) 



GIRP Annual Meeting and Conference 2020

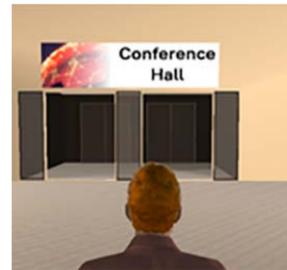
LEVERAGING INNOVATION FOR THE ECONOMY OF WELLBEING

On 23-24 November 2020, GIRP held its 61st Annual Meeting and Conference, taking place virtually for the first time ever and bringing together over 200+ healthcare experts, industry leaders and full-service healthcare distributors, manufacturers, pharmacists, regulators and other trailblazers in healthcare innovation to drive positive transformation in the healthcare sector and shape the future of care delivery.



CHECK OUT OUR PROGRAMME AND SPEAKERS

DOWNLOAD



INTEGRATED SUPPLY CHAIN FOR PATIENT-CENTRIC APPROACH

A salient theme of the conference included digitalisation, focusing on how to thrive in a connected ecosystem as technology permanently inserts itself into every aspect of healthcare. As the COVID-19 pandemic shifts the patient relationship to a deeper level of trust, a patient-centric approach must be adopted in a new era of “personalised medicine” – refocusing on a holistic approach to patients’ healthcare and wellbeing.

WORKING TOWARDS MEDICINES ACCESSIBILITY

In a three-part expert panel, health leaders such as Mr Noël Wathion, EMA Deputy Executive Director, Ms Jutta Paulus, Member of European Parliament, Health (ENVI) Committee, Ms Agnès Mathieu-Mendes, Deputy Head of Unit, DG SANTE, Mr Chip Davis, President and CEO, Healthcare Distribution Alliance (HDA), Mr Martin Sawer, Executive Director, HDA UK and Mr Darragh O’Loughlin, Secretary General, Irish Pharmacy Union offered unique and invaluable insights into the root causes of medicines shortages at European and international level and explored mitigating solutions for medicines shortages and to ensure medicines reaches patients across the EU as well as across the globe.

GIRP GOES VIRTUAL

In this current climate, moving an in-person event online was not unique, however simply moving our event online was not enough. This is why GIRP created an interactive and immersive virtual platform, uniquely designed and tailored to welcome participants to the virtual world of healthcare innovation. The GIRP virtual conference platform went beyond simply diffusing the various sessions, offering an immersive, engaging experience – an opportunity to sit front row and customise participation from anywhere in the world.



For Excellis 2020 has brought the exciting next step in our corporate development when we have become part of the NNIT group headquartered in Denmark. Joining a leading provider of services to the life sciences industry allows us to dramatically expand the scope of products and services, and delivery of value created for our customers through the full supply chain.

We are thrilled to see this consolidation of our position as a global leader in strategy and implementation consulting services in the Life Sciences and Healthcare Supply Chain and proud to continue helping hundreds of manufacturers, CMOs, 3PLs, wholesalers, retail pharmacies and hospitals to establish strategies and deliver their readiness to achieve their business goals, from strategy to sustainability, throughout their serialization and digitalization journey.

Excellis continues to bring our leading domain expertise across all critical areas - Serialisation and Traceability, Manufacturing, Packaging, Warehousing and Distribution, ERP, WMS, MES, Quality Systems and Processes, Brand Protection and Supply Chain – and to deliver practical solutions to our customers in Europe and across the world such as the EU Alert Management service, On-boarding programs “Passport to Europe, US, Russia, China...” or our structured Healthcheck Assessments for Serialisation / Traceability, Brand Protection, Manufacturing, Enterprise and Supply Chain.

Each of these unique organisational risk and readiness assessments is delivered by our laser-focused Subject Matter Experts and leaders to present a clear assessment of the current state of the implementation, peers benchmarking and also to provide actionable intelligence and directions for the evolution of the future of the industry to correctly anticipate the next steps in a structured manner.

Excellis is proud to employ the industry’s best SMEs, validation resources, project managers and technical consultants to deliver excellence for our customers.

Find out how we can help you and contact us at getsecured@excellishealth.eu



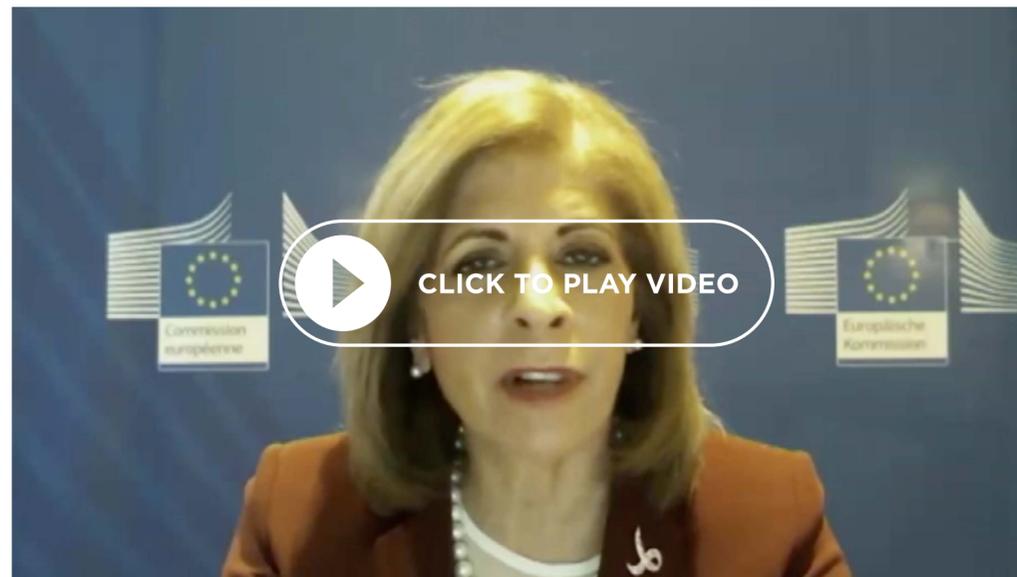
Mr Peter O'Donnell (Journalist), **Mr Chip Davis** (HDA), **Mr Martin Sawer** (HDA UK), and **Mr Darragh O'Loughlin** (IPU) exchange expertise and insights on working towards medicines accessibility.



Mr Torsten Roos (Insight Health), **Dr. Hans-Walter Höhl** (HWH Digital Consulting), **Mr Marc Werner** (Galénica), **Mr Alfredo Sassi** (H-Ventures) explore new technologies and tools to drive digitalisation in the supply chain.

#GIRPAMC2020 IN NUMBERS

210 participants	31 speakers	25 countries	16 sessions
---------------------	----------------	-----------------	----------------



Ms Stella Kyriakides, European Commissioner for Health and Food Safety, addresses the conference participants on the crucial role full-service healthcare distributors have played in ensuring medicines availability to all patients across the EU.



Dr Thomas Steffen, State Secretary to the Federal Minister of Health, Government of Germany reflects on the Germany's Presidency of the EU Council (ended 31 December 2020) and highlights the top health priorities of adopting a joint approach with full-service healthcare distributors to achieve European Health sovereignty.

REVISIT OUR CONFERENCE



GIRP President Bernd Grabner delivers an important final message on medicine shortages: "We firmly believe that a European coordinated approach involving the European Medicines Agency, the Member States and all supply chain stakeholders is the only way to help mitigate this issue."



GIRP Supply Chain Conference 2021

The 6th edition of the GIRP Supply Chain Conference took place virtually on 11-12 March 2021. The two-day conference brought together 150+ healthcare and pharma supply chain experts from Europe and across the globe to share insights in the latest state-of-the-art supply chain and last mile technologies, explore new options for value creation in the healthcare ecosystem and provide a platform for exchange amongst top level colleagues and peers.



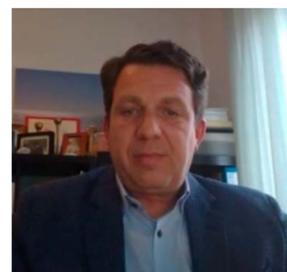
CHECK OUT OUR PROGRAMME

DOWNLOAD 



LEARN MORE ABOUT OUR SPEAKERS

VIEW 



Mr Pedro Pereira
Head of Manufacturer Solutions, Specialty McKesson Europe



Ms María Jesús Lamas Díaz,
Executive Director, Spanish Agency of Medicines and Medical Products (AEMPS)

GDP INSPECTORS' EXPERT PANEL

The GDP Inspectors' Expert Panel returned for the 6th consecutive year, aiming at creating a deepened understanding of the expectations of GMP/GDP inspectors on how supply chain actors should implement the requirements of the Good Distribution Practice Guidelines as well as other recent regulatory additions, such as "Falsified Medicines Directive" or the Medical Devices and In-Vitro Diagnostics Regulations.

GIRP continues to be proud to provide a platform on which GMP/GDP inspectors and stakeholders can exchange views in a constructive and positive environment and where inspectors can outline the reasons for their interpretation of the various provisions of the guidelines, for the ultimate benefit of the patients.

COVID-19 & THE SUPPLY CHAIN

The second day of the conference gathered participants to reflect on the first months of the COVID-19 vaccines deployment as well as to explore national, European and global perspectives on COVID-19 cold chain logistics. Top level health experts shared best practices and presented examples of national distribution models, showcasing that the key to an effective and swift deployment of vaccines stems from vaccines manufacturers and full-service healthcare distributors working together in a collaborative manner.



Sensitech's Real-time IoT Solutions for Life Sciences

Distributing safe and effective COVID-19 vaccines are proving to be critical logistical, quality and security challenges. Sensitech, a trusted leader in cold chain and real-time visibility has been monitoring many of the COVID-19 vaccines and continues to work with companies to distribute these products at scale, globally.

Digitize your supply chain with global, hands-free monitoring to achieve end-to-end visibility – in storage, over-the-road, and in the air. Sensitech's new real-time solutions automate data downloads into a validated system-of-record to protect product integrity and patient safety with full traceability. Real-time alerting enables proactive decision making to prevent product loss and reduce shipment quarantine.

Building on the reliable family of TempTale[®] devices, our new solutions are backed by high-quality and high-volume global manufacturing. If you are looking to:

- Reduce risk
- Speed product release
- Assure product quality
- Improve performance

Please visit www.sensitech.com for more information.

#GIRPSCC2021 IN NUMBERS

156
conference
participants

36
expert speakers

23
countries

8
interactive
sessions

6
invaluable keynote addresses



Day 1: Intervention by **Ms María Jesús Lamas Díaz**, Executive Director, Spanish Agency of Medicines and Medical Products (AEMPS)



Day 1: Q&A session with **Dr. Monica Dias**, Policy and Crisis Coordinating Officer, European Medicines Agency (EMA) on shortages monitoring at the EMA



Day 2: Exchange between **Mr Per Troein**, Vice President Strategic partners, IQVIA and **Mr Richard Bergström**, Vaccine Coordinator, Swedish Government on managing the COVID-19 vaccines deployment

REVISIT OUR CONFERENCE



Mr Mark Parrish (IFPW), **Mr Patrick Kelly** (HDA US), **Mr Claude Jolicoeur** (McKesson Canada), **Mr Bernd Grabner** (GIRP) and **Ms. Junpei Cheng** (Sinopharm Capita) share their international perspectives on COVID-19 cold chain logistics.



Session Quote: 'Despite the COVID-19 challenges, there are great examples of collaboration and engagement, if you have not yet been invited to the table, invite yourself this is a great opportunity to demonstrate the importance, strength and versatility of the healthcare supply chain' – Session Participants: **Mr Martin Sawer** (HDA UK), **Mr David Keyes** (McKesson Ireland), **Mr Thomas Brosch** (Kwizda) and **Mr Alain Delgutte** (PGEU)



Dr. Rafik Bishara (Technical Advisor), **Dr. Erik van Asselt** (MSD Netherlands), **Mr Lutz Schütte** (PHOENIX Pharmahandel GmbH & Co KG) and **Mr Thomas De Bie** (CAPPi) discuss temperature control during last mile distribution.

CONFERENCE TOPICS

specialty supply chain
future of the supply chain
next gen therapies
cold chain logistics
shortages monitoring
COVID-19 vaccines deployment

European Healthcare Value Chain Network

The European Healthcare Value Chain Network (EHCVN) is the leading platform for the exchange of information, learnings, expertise, competencies, solutions and services in the pharmaceutical value chain.

MISSION STATEMENT

- Providing partners with opportunities to show case and cross share ideas, solutions and services to evolve from **the supply chain to the value chain**.
- Promoting trust building through **open dialogue**, particularly on operational aspects of the value chain proposition.
- Providing a platform to jointly discuss **best-in-class operating practices** which supports true value chain creation among the partners for the benefit of end consumers and patients.
- Tackling value chain's **complexity drivers** and understanding healthcare value chain disrupters.
- Creating a **dynamic environment** for the future of the healthcare value chain.
- Facilitating **collaborative visioning** – joint research, initiatives, projects and policy recommendations.

TARGET AND NETWORK

- Supply chain **operational aspects** – service level definition, inventory management, ordering processes, pre-wholesaling / third party logistic services.
- **Transparency** – setting the framework for enhanced transparency and trust building at each stage of the value chain.
- **'Beyond the pill' initiatives** – focusing on patient-centric solutions and services such as adherence.
- Implementation of **Good Distribution Practices (GDP)** – tackling operational challenges for controlled temperature compliance across the sector areas and assessing opportunities for multi partner collaboration.
- **Distribution** – the effective distribution of specialty medicines, personalised medicines, orphan medicines, etc
- **Market access** – leveraging cross sectoral expertise and competency to achieve optimised market access.
- **E-initiatives** – e-health, EPR, e-prescription
- **Implementation of the Falsified Medicines Directive and its Delegated Regulation** – focusing on areas of collaboration and opportunities beyond compliance.
- **Big Data** & Digital Disrupters

INTERESTED IN JOINING THE NETWORK?
JOIN US AT OUR UPCOMING MEETING ON 15 JUNE
FOR A PREVIEW!



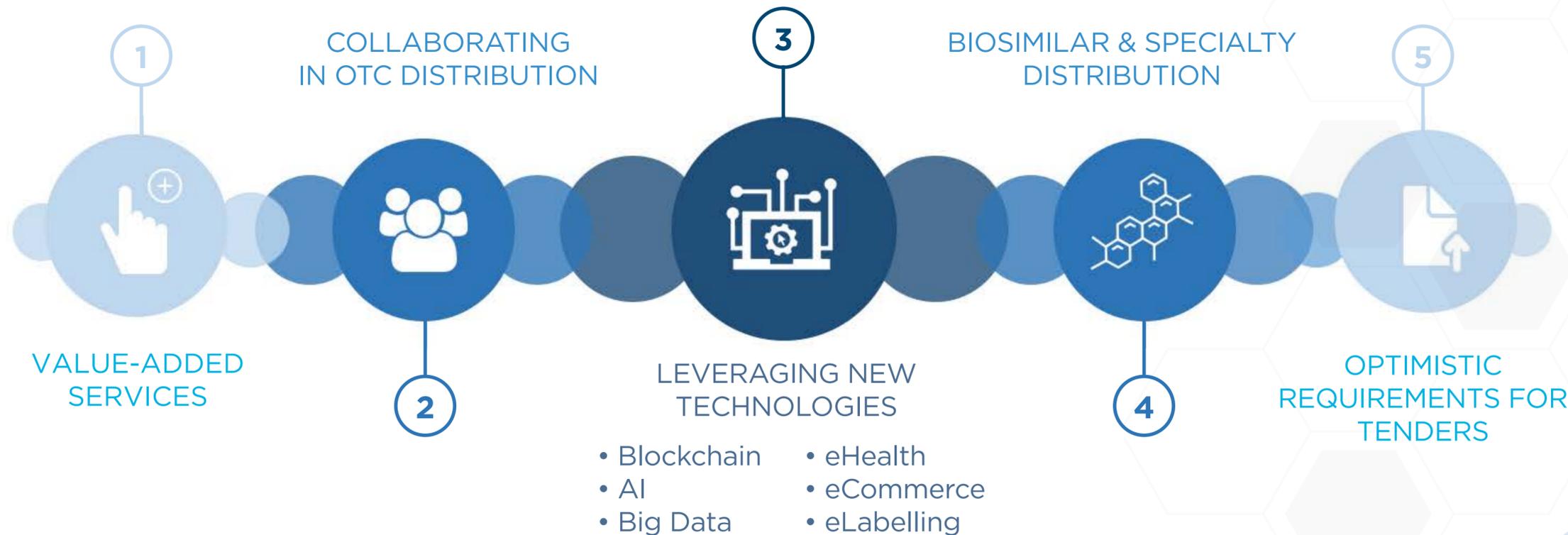
CLICK ON THE INVITATION ON THE
LEFT TO JOIN US AT THE FORUM!

EUROPEAN HEALTHCARE VALUE CHAIN FORUM

GIRP and the European Healthcare Value Chain Network will be hosting the European Healthcare Value Chain Forum on Monday, 31 May from 10:00-12:00 CET.

The Forum serves as a dedicated yearly event to bring high-level representatives from full-service healthcare distributors, the pharmaceutical industry and pharmacists together to exchange ideas and discuss new business models and ways to achieve better connectivity and trust in the supply chain.

This year, the forum will explore the digital transformation of healthcare, highlighting the compelling need for deeper collaboration in the supply chain to provide value-based care to citizens. This event will elaborate how new digital tools and technologies will help us improve our value chain network and how we can partner up to deliver effective and efficient care pathways to create positive patient experience and outcome.



BD Rowa™ - Partner of Pharmaceutical Logistics

BD Rowa™ stands for innovative and reliable solutions related to drug logistics. As a pioneer in automation and digitalization, the company develops and manufactures solutions for pharmacies, hospitals, the pharmaceutical industry and pouch packaging centers at its headquarter in Kelberg (Germany). BD Rowa has implemented more than 10,000 automated solutions worldwide.

The focus is on holistic system integration within the framework of optimal business processes. When dealing with pharmaceutical distribution centers, BD Rowa focuses on automation of slow and medium movers, reintegration of returned pharmaceutical products into the distribution process, as well as automated picking of narcotics and cold storage goods. BD Rowa is specialized in identification, inventory management and dispensing of single pharmaceutical products and facilitates to comply with the GDP guidelines. We are working together with strong partners, like SSI Schäfer, ensuring your competitive advantage through innovation and high performance.

Worldwide, 900 employees are committed to the competent and reliable customer care. BD Rowa is part of the global medical device company Becton Dickinson (BD), with whom we share a vision for advancing the world of health.

For further information, please check:
<https://rowa.de/en/>

LOOKING AHEAD GIRP KEY PRIORITIES & UPCOMING EVENTS



KEY POLICY RECOMMENDATIONS GIRP PRIORITIES 2021 & BEYOND



GIRP UPCOMING EVENTS

31 May 2021 10:00-12:00 CET	EUROPEAN HEALTHCARE VALUE CHAIN FORUM
1 June 2021 16:00-18:00 CET	EU HEALTH POLICY BRIEFING
18-19 October 2021 Lisbon, Portugal	GIRP 62 ND ANNUAL MEETING AND CONFERENCE
16 November 2021 AutoWorld, Brussels	GIRP 60 TH ANNIVERSARY
Date tbc Dublin, Ireland	GIRP 7 TH SUPPLY CHAIN CONFERENCE



CHECK OUT OUR
PRE-ANNOUNCEMENT BROCHURE

DOWNLOAD 



RightHand Robotics builds a data-driven intelligent picking platform, providing flexible and scalable automation for predictable order fulfillment. Founded in 2015, we are focused on solving a real-world problem in warehouses where increased item-handling order volume and limited labor pools combine to put pressure on operations. The RightPick™ system uses AI and machine learning to perform model-free picking, running on an industrialized, dual-GPU, edge computing platform. The system reliably handles a wide range of items such as boxes, bottles, tubs, and polybags at high rates (up to 1200 units per hour), working autonomously. The RightPick system features an intelligent gripper that uses compliant fingers combined with a suction cup, enabling features, such as damage-free picking, rapid retry, and optimized outbound fill volume. The RightPick system is the most complete offering in the industry; easy to own, operate, and integrate, providing turnkey accountability for picking performance and field-proven reliability.

<https://www.righthandrobotics.com/>

About GIRP



GIRP, the European Healthcare Distribution Association, is the umbrella organisation for full-service healthcare distributors in Europe. It represents the national associations of over 750 pharmaceutical wholesalers serving 34 European countries, as well as major international and pan-European healthcare distribution companies. GIRP members employ over 140,000 people and distribute around 15 billion packs of medicines as well as a wide range of healthcare products per year. As the vital link in healthcare, they are committed to ensure that every patient has access to all health products.

GIRP offers its members individual as well as collective support services and assistance affecting on a daily basis the business of full-service healthcare distributors. GIRP works with national association and company members through the provision of advice, information, statistics and other data.

GIRP firmly believes that rigorous and continuous cooperation at all levels of the healthcare supply chain is key to the safe and efficient distribution of medicines from the manufacturer through to the patient.

GIRP BOARD 2021 – 2023 Mandate*



Mr Bernd Grabner
President,
GIRP



Mr Rui Carrington
Member of the Board,
ADIFA



Mr Domenico Laporta
Representative,
ADF / Fedefarma Servizi



Mr André Blümel
GIRP Vice-President,
President,
PHAGRO



Mr Emmanuel Déchin
Secretary General,
CSRP



Mr Wolfgang Mähr
Head of Supervisory
Board,
Alliance Healthcare DE,
Germany



Mr Kevin Kettler
GIRP Vice-President,
Chairman of the Management
Board and President of
McKesson International,
McKesson Europe



Dr. Antal Feller
President,
HAPW



Mr Martin Sawyer
Executive Director,
Healthcare Distribution
Association UK
(HDA UK)



Mr Eric Van Nueten
GIRP Vice-President,
Member of the Board,
NMGV-ANGR



Mr Lothar Jenne
Managing Director,
Max Jenne Arzneimittel
Grosshandlung KG



Mr Sven Seidel
Chief Executive Officer,
PHOENIX Group



**Mr Carlos Varela
Sanchez Caballero**
GIRP Vice-President,
Member of Governing
Council,
COFARES



Mr René Jenny
President,
pharmalog.ch



Mr Miguel Valdés
Director General,
FEDIFAR



Mr Olivier Bronchain
GIRP Treasurer
General Director,
SECOF



Ms Mari Krass
President,
ERHL



Mr Marc Werner
Chief Executive Officer,
Galenica



Mr Robert W. Andersson
President,
ORIOLA



Dr. Michael Kuck
Chief Executive Officer,
NOWEDA

Our warmest thanks to our outgoing Board members,

Dr. Roger Sorel (BG Pharma),
Mr David Cole (HDA UK) and
Mr Jean-Claude Cléménçon (Galenica)

MEET THE 2021 GIRP TEAM



Monika Derecque-Pois
Director General



Martin FitzGerald
Deputy
Director General



Pauline Foucher
Senior Manager
Public Affairs



Aizhan Mamyrkhanova
Communication and
Events Manager



Clare Birmingham
Association Affairs
Executive



Valentin Plouchard
Regulatory Affairs
Executive

* To be approved by the General Assembly in May 2021

GIRP Members

AUSTRIA	PHAGO Verband der Österreichischen Arzneimittelvollgroßhändler	LITHUANIA	LAPW Lithuanian Association of Pharmaceutical Wholesalers
BELGIUM	NVGV – ANGR Association Nationale des Grossistes- Répartiteurs en Spécialités Pharmaceutiques	LUXEMBOURG	HANFF - Global Health Solutions
BULGARIA	BATEL Bulgarian Association of Pharmaceutical Wholesalers	NETHERLANDS	BG Pharma
CROATIA	PHOENIX Farmacija, Medika, Oktal Pharma, Medical Intertrade	NORWAY	NAPW Norwegian Association of Pharmaceutical Wholesalers
CZECH REPUBLIC	AVEL Asociace velkodistributorů léčiv / Czech Association of Full line Wholesalers	POLAND	Pelion
DENMARK	MEGROS Foreningen af medecingrossister / Danish Association of Pharmaceutical Wholesalers	PORTUGAL	ADIFA Associação de Distribuidores Farmaceuticos
ESTONIA	ERHL Estonian Association of Pharmaceutical Wholesalers	PORTUGAL	GROQUIFAR Associação de Grossistas de Produtos Químicos e Farmacêuticos
FINLAND	Tamro Oyj Finland	ROMANIA	ADRFAR Asociatia Distribuitorilor si Retailerilor Farmaceutici din Romania
FRANCE	CSRP Chambre Syndicale de la Répartition Pharmaceutique	SERBIA	Serbian Chamber of Commerce - Group of Pharmaceutical Wholesalers
GERMANY	PHAGRO Bundesverband des pharmazeutischen Grosshandels	SLOVENIA	TZS Slovenian Chamber of Commerce, Pharmaceutical Full-line Wholesalers
GREECE	PAPW Panhellenic Association of Pharmaceutical Wholesalers and Qualified Pharmacists	SLOVAKIA	AVEL Asociácia velkodistribútorov liekov/ Association of Medicines Distributors
HUNGARY	HAPW Hungarian Association of Pharmaceutical Wholesalers	SPAIN	FEDIFAR Federación Nacional de Asociaciones de Mayoristas Distribuidores de Especialidades Farmacéuticas y Productos Parafarmacéuticas
ICELAND	Distica	SWEDEN	LDF Läkemedelsdistributörsföreningen / Swedish Association of Pharmaceutical Wholesalers
IRELAND	PDF Pharmaceutical Distributors Federation	SWITZERLAND	Pharmalog.ch Swiss pharma logistics association
ITALY	ADF Associazione Distributori Farmaceutici, Fedefarma Servizi	UNITED KINGDOM	HDA UK Healthcare Distribution Association
LATVIA	LZLA Latvian Association of Pharmaceutical Wholesalers		

GIRP Members

FULL MEMBER COMPANIES



ASSOCIATED MEMBERS



HEALTHCARE VALUE CHAIN NETWORK



GIRP ANNUAL SPONSORS





the vital link in healthcare

EUROPEAN HEALTHCARE
DISTRIBUTION ASSOCIATION

European Healthcare Distribution Association
Groupement International de la Répartition Pharmaceutique

Rue de la Loi, 26
10th floor
Box 14
1040 Brussels
Belgium

Tel: +32 2 777 99 77
Fax: +32 2 770 36 01
Email : girp@girp.eu
W: www.girp.eu

