

Cold, fast, and efficient What to consider when selecting shipping for your specialty drug product

Demand for advanced cold-chain logistics is increasing as more and more treatments, from vaccines to cell and gene therapies (CGTs), are requiring complex temperature-controlled transport and storage. With the right logistics supplier, it is possible to implement an effective cold-chain supply strategy to meet your unique needs. But how do you find the best logistics partner? What actions are needed to fully understand the capabilities of potential suppliers?

Here are **five golden rules** to follow to get the customizable shipping solutions your products need:

1

Clearly define the needs for your specialty drug product

During the tender process, the request for quotation (RFQ) and request for proposal (RFP) are your opportunities to explain to potential partners precisely what you need. The requests have to be clear, provide in-depth information on your drug product, required geographies, and strict production timelines to allow vendors to provide the best options.

84%

of those with commercialized products said sourcing an adequate partner for their cold chain was a key challenge.*

2

The more data, the better

Understanding the exact parameters to maintain – from minimum and maximum temperature constraints to delivery windows – is critical for providing technical and operational aspects of the shipping solution. Additionally, consider if potential vendors need to bid on all lanes of the tender, or if they can select specific sections according to their strengths.



3

Use your partner's experience

Utilize the partner's proposal and decades of experience to make an informed, best fit-for-purpose decision to effectively and efficiently distribute your temperature-sensitive drug.

59%

of sponsors with CGTs in clinical trials indicated their need for third-party logistics partners with global capabilities will grow significantly.**

4

Ensure open communication

The key to success is transparent communication and efficient response management. Though the tender may be highly detailed, there may be open questions. Ensure questions are promptly answered while also allowing the vendor sufficient time to respond. Be open about any decisions that have already been made in support of efficient regulatory strategy and process validation, as not all vendors will have access to what you have decided on.



5

Seek sustainability

Take into account the sustainability and long-term operational costs, and ensure they are viable before deciding on a solution. For example, you may want to implement a cost-efficient temperature control system, but it still has to be effective, reliable, and meet the temperature needs of the drug product.

40%

of cold chain emissions could be reduced with already available solutions.**

*A World Courier study, ** World Economic Forum

World Courier is an experienced logistics partner with a global presence.

With expertise in providing effective cryogenic solutions to pharma companies, World Courier is an ideal partner to help your biologics reach patients globally.

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