

Eelco Dijkstra
Managing Partner



Europia Consulting is an international management consulting company specialized in the logistics, supply chain and distribution sector. We operate global supply chain assignments for clients in the pharmaceutical industry.

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AIR FREIGHT CONFERENCE 2020

COVID-19 VACCINE
DISTRIBUTION

17&18 DECEMBER 2020





Eelco Dijkstra



Laurent Foetisch



Supply Chain Operations

...We do it for you...

OXFORD

AstraZeneca



sinov



药集团
OPHARM

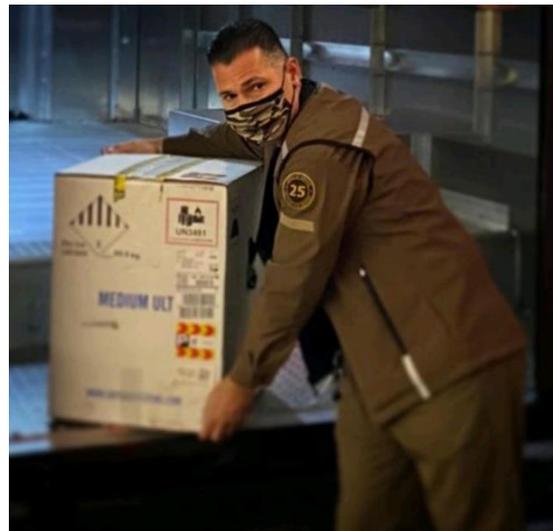


Vaccines are starting to move.....

Pfizer



UPS has delivered our first COVID-19 vaccines to destinations across the U.S. and Canada.
... see more



More than 800,000 doses of COVID vaccine from Pfizer / Biontech are transported through the DHL Express Hub in Brussels to UK. The logistical effort is enormous: the vaccine has to be cooled to -70 degrees. A smooth process in transportation is crucial - DHL fully supports this. Connecting people, improving lives.
[#lifescience](#) [#dhl](#)



Corona-Impfstoff: Flughafen Brüssel bereitet Lieferung nach Großbritannien vor - DER SPIEGEL - ...





Global Supply Chain Challenges |

The background features a grid of light blue squares. Scattered across the grid are various types of virus particles, including spherical ones with spikes, some with surface receptors, and others with internal structures. The overall color scheme is monochromatic, using shades of blue.

**Nothing in recent times has been
more disruptive than**

COVID-19

**When will the
vaccines
become
available?**

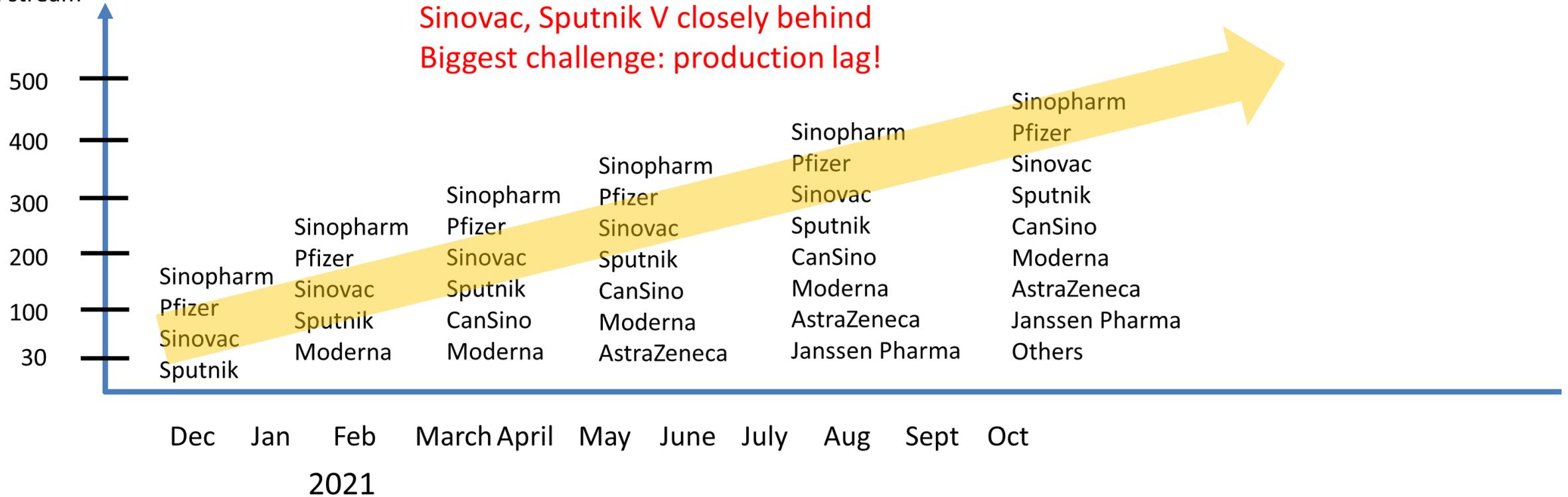


December
January
February
March
April
May
June
??



Estimate: Millions of vaccine production per month coming on stream

Vaccines Pfizer, Sinopharm starting to move.
 Sinovac, Sputnik V closely behind
 Biggest challenge: production lag!



Production lag biggest challenge

**Are we ready to
get vaccinated?**



45%

Percentage of the
population say NO

Source: Europhia Consulting global survey conducted in August 2020

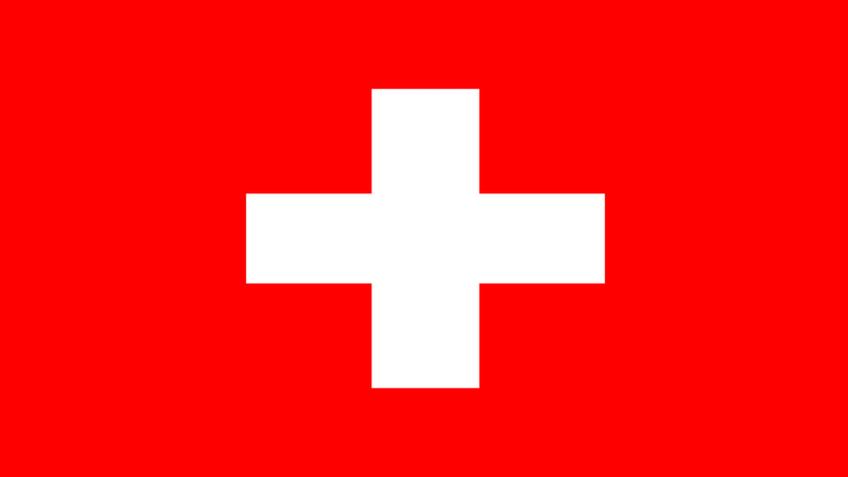
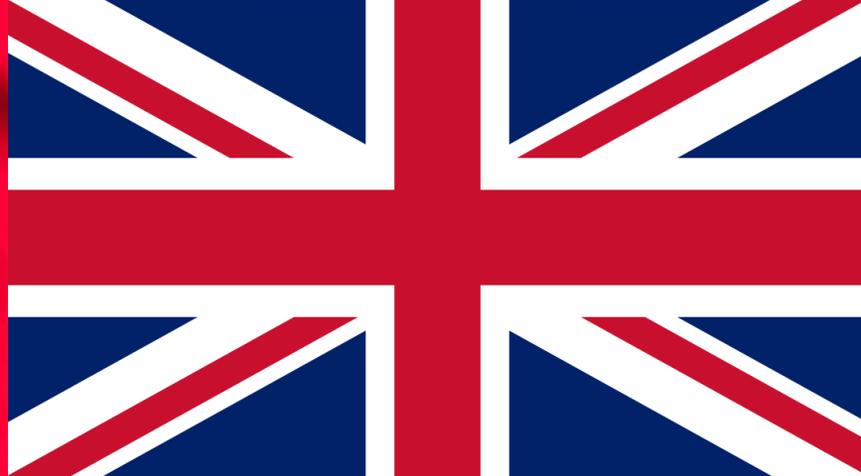
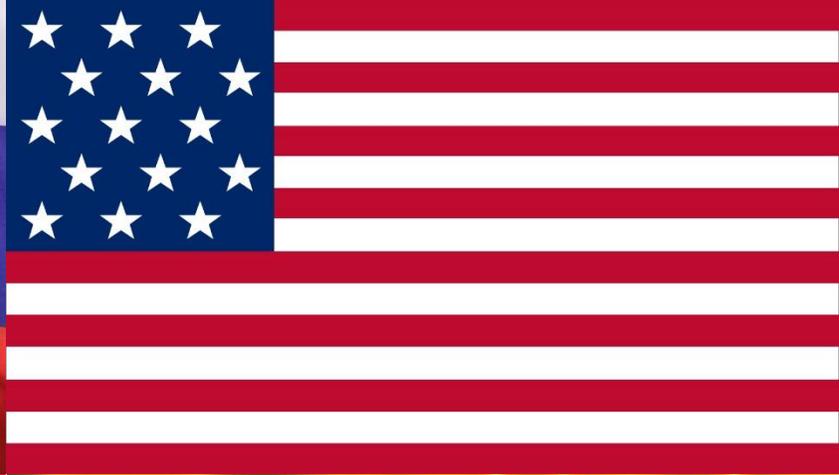
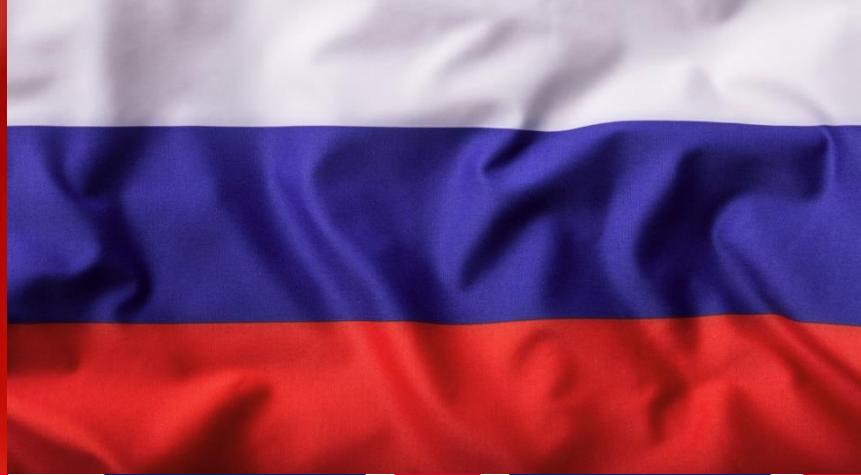
68%

Percentage of the
population say it
depends...

Source: Europhia Consulting global survey conducted in August 2020



....on where the vaccine is
coming from



**The public is
concerned about
public safety aspects**

will it work?

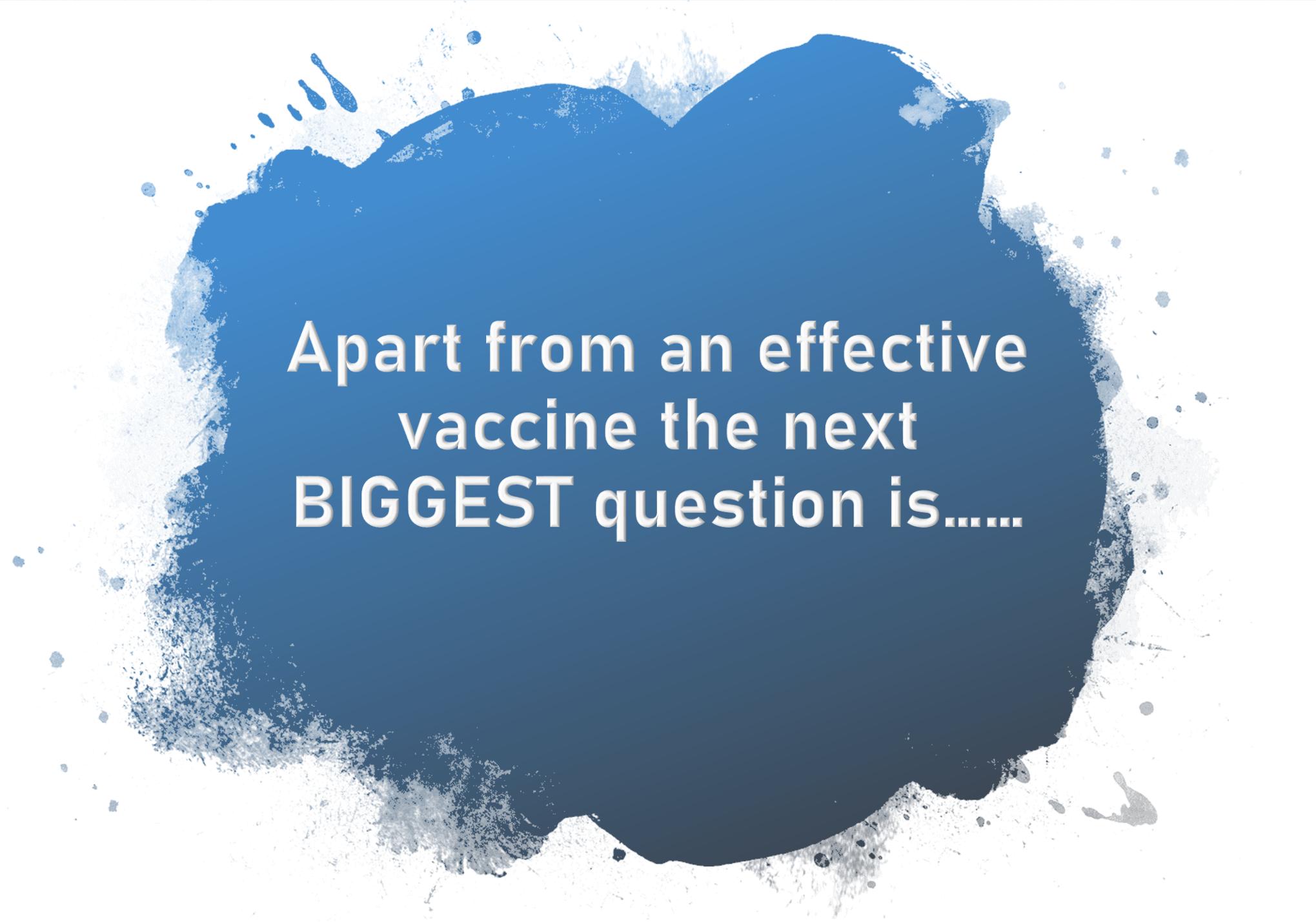
side effects?



Governments play an important role in ensuring public confidence in immunisation programs



Scientific data



Apart from an effective
vaccine the next
BIGGEST question is.....



whether the Supply Chain is ready to handle the biggest logistics challenge ever?

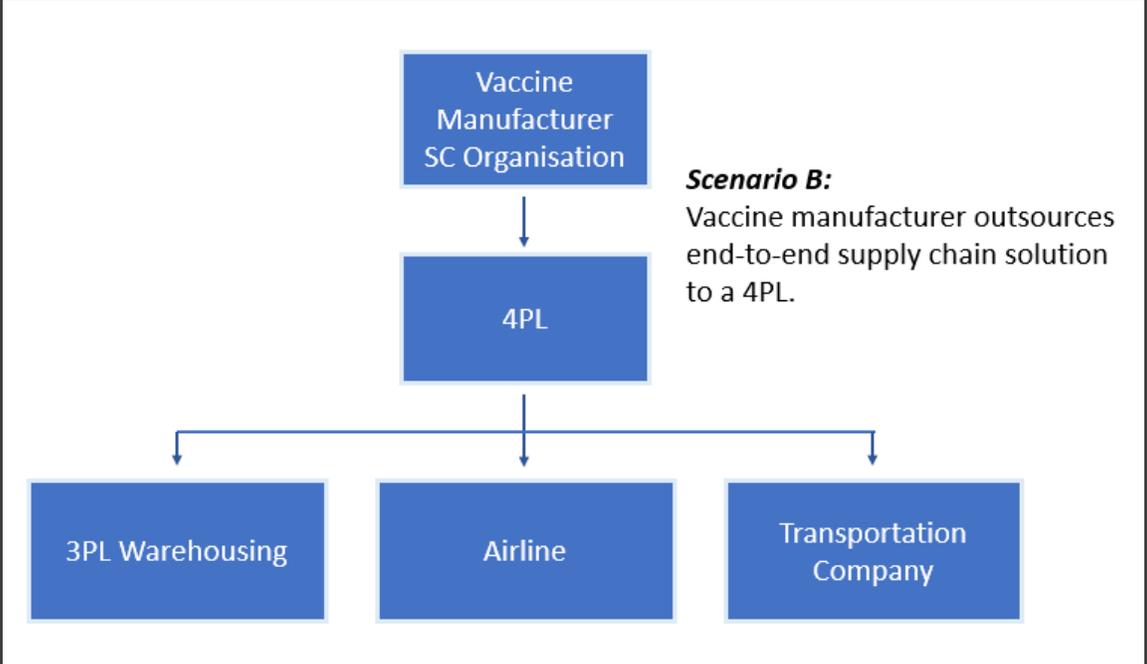
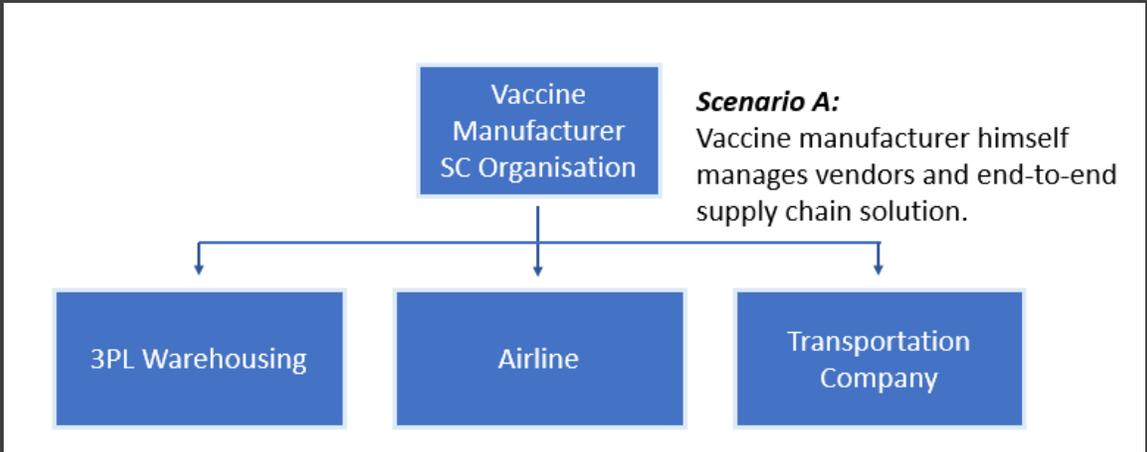
A large crowd of people wearing face masks walking through a brightly lit airport terminal. The scene is captured from a low angle, showing the ceiling with recessed lights and the polished floor reflecting the overhead lights. The people are moving in various directions, some looking at their phones, others talking. The overall atmosphere is busy and orderly.

**Are we ready to
handle a global
demand of 7.8
Billion
vaccines?**

Collaboration



between manufacturers,
government and logistics
companies will be the best
way to go.



Manufacturers need to involve more supply chain expertise into their distribution design

What are the biggest
challenges?



**End-to-end
temperature
controlled
supply chain**

2-8° C

-20° C

up to -70° C





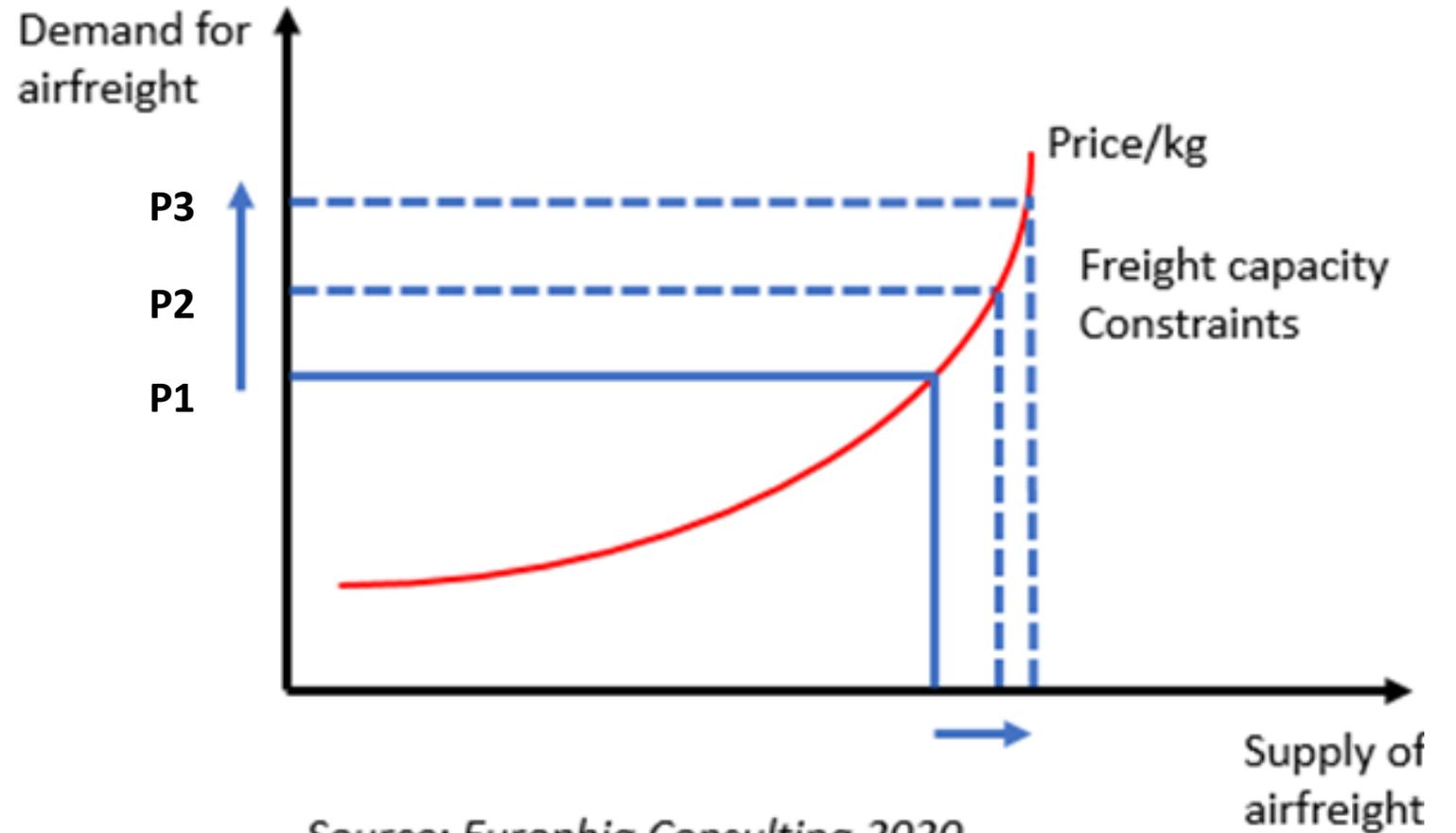
**Thousands of
freighters required to
meet global demand**



Global Airfreight Capacity

Impact on airfreight pricing

Global Airfreight pricing related to Covid-19 Capacity Constraints



Source: Euophia Consulting 2020

A large pile of white, rectangular dry ice blocks is shown against a blue background. The blocks are stacked and appear to be melting slightly, with some vapor or mist rising from the pile. The text is overlaid on a white circular area on the right side of the image.

**Dry-ice
restrictions on
airfreight**

Not enough Pharma Cold storage space





Final Mile Distribution

Ground handling at airports
Temporary cold-chain
storage

Product Safety and Integrity

Serialization and barcoding



GTIN 0000000000000
LOT 1234
EXP 02-2015
SN 10150100000000000000

GTIN 00000000
LOT 1234
EXP 02-2015
SN 1015010

Security and Counterfeiting

Crime and corruption

Illegal Trading of vaccines



First came news of a vaccine. Now come the scams.

First came news of a vaccine.
Now come the scams.

By **Giulia Heyward** and **AJ Willingham**, CNN

Updated 3 hours ago Dec 16, 2020



The background features a dark teal world map with several large, light-colored gears overlaid. A network of white lines connects various circular icons: a factory, a calendar with the number 23, a location pin on a globe, a speech bubble, a truck, a warehouse, a cloud with an up arrow, a location pin on a map, a clipboard, a calendar, a location pin on a globe, a speech bubble, a truck, a warehouse, and a cloud with an up arrow. The text is centered in a white rectangular box.

Never has the **Supply chain** been so relevant!

The background features a dark teal color with a faint world map. Overlaid on this are several large, semi-transparent gears of varying sizes. A network of white lines connects various circular icons: a shopping cart, a calendar with the number 23, a globe with a location pin, a speech bubble, a factory, a truck, a warehouse, a cloud with an up and down arrow, a clock, and a document with a checkmark. The central text is white and bold, set against a semi-transparent white rectangular background.

**Never have secure and
compliant supply chain
solutions been more relevant**

The background features a dark teal color with a faint world map. Overlaid on this are several large, light-colored gears of varying sizes. A network of white lines connects various circular icons: a shopping cart, a calendar with the number 23, a globe with a location pin, a speech bubble, a factory, a location pin on a map, a cloud with an up arrow, a truck, a clock, a box, and a warehouse. The text is centered within a semi-transparent white rectangular area.

Never have the best supply chain professionals been so relevant

Vaccine Distribution Solutions

The logistics industry is so much more than just the top 5 logistics companies

Logistics companies such as DHL, UPS, Fedex, KN

Airports and Airlines specialised in pharma such as Emirates, KLM-France, Cargolux, Lufthansa

Consultant experts in supply chain and distribution

Packaging providers of passive and active cold chain boxes and containers

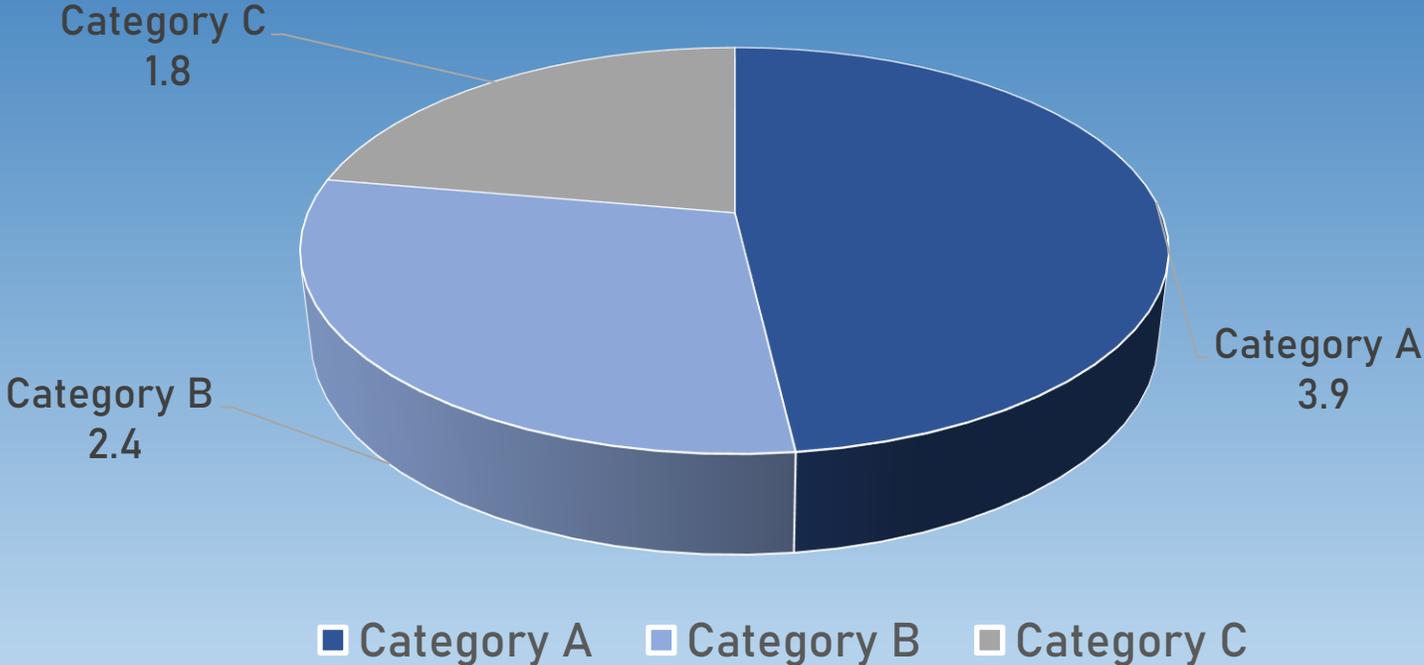
Local heroes with incredible storage and transportation assets

Validation, quality and system solutions

A world map is shown in the background, with colors ranging from light blue to dark red, likely representing population density or growth. A semi-transparent grey rectangular box is centered over the map, containing the text. The text is in a bold, black, sans-serif font.

**The largest populations
around the world are not in
Europe or North America**

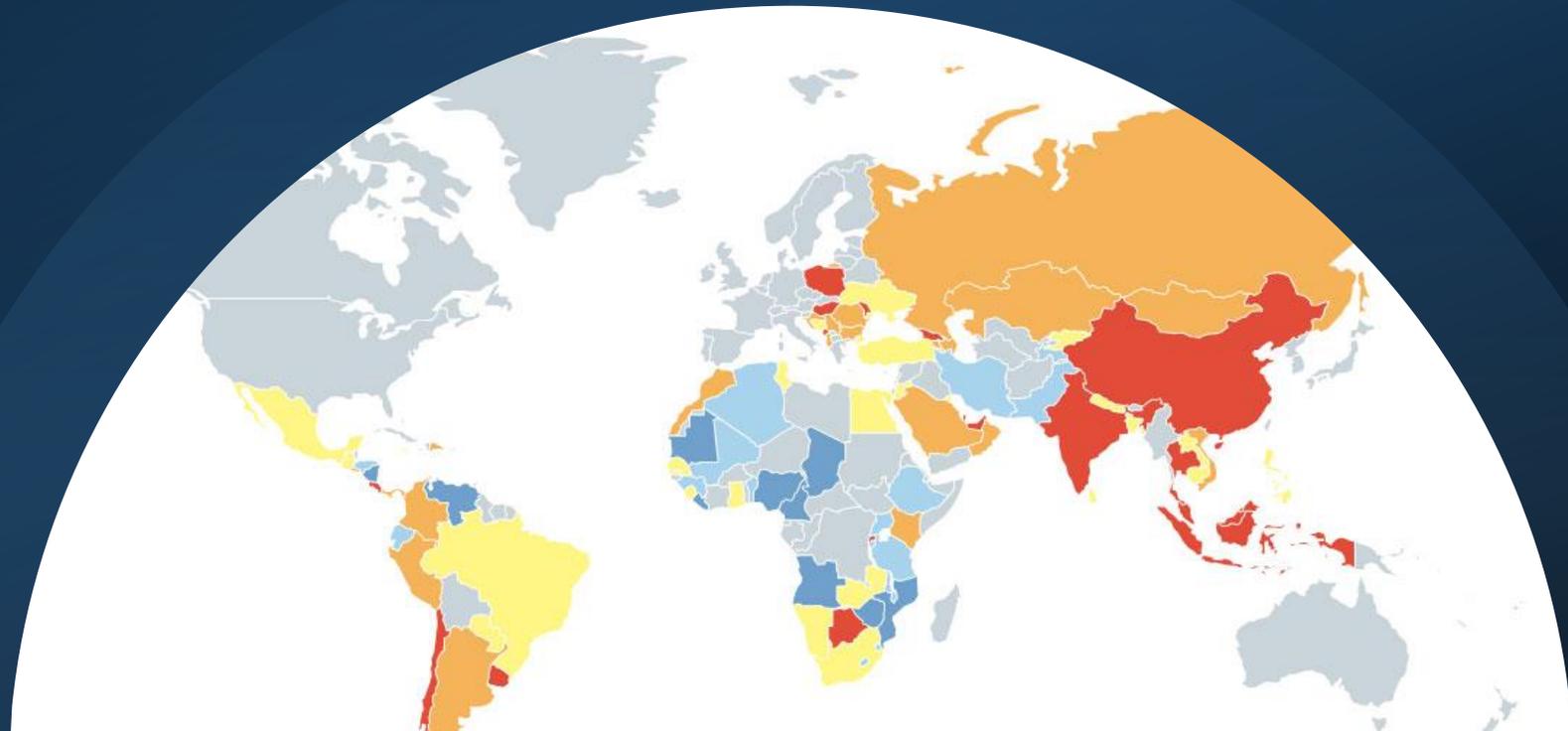
Categorization of Countries in terms of Population (in Billions)



Category	Countries
Category A	United States, China, India, Russia, Brazil, EU27
Category B	Mid-size countries such as Indonesia, Japan, LATAM ex Brazil, Nigeria, Saudi Arabia, Iran, Turkey, Egypt and others
Category C	Smaller countries with a pop up to 50 Million per country



Emerging markets have limited Pharma logistics capabilities





Strategy:

- Ship direct into emerging markets
- Deploy replenishment models through Regional Distribution Hubs



**What are our Supply
Chain
recommendations?**



- 
- A person in a dark suit and tie is shown from the chest up. Their hands are clasped in front of them. Overlaid on the image is a glowing blue network diagram consisting of various sized circles connected by lines. The circles vary in size and some are highlighted with a brighter blue glow. The overall lighting is dark with a strong blue tint from the network overlay.
1. Strategy first
 2. Design and test
 3. Execution

1. Strategy

Ensure you work with the
best expertise and
logistics service
providers

2. Design and Test

Ensure end to end GDP compliant and temperature controlled solutions for storage and distribution

Smart
Packaging
solutions to
protect
vaccines which
are also
(cost)effective
for transport





Keeping vaccines safe in the air and on the ground

The industry is in need of better, smarter and more cost effective actively cooled containers.



**Fast-track processing time
through arrival airports and
giving temporary air traffic
rights**

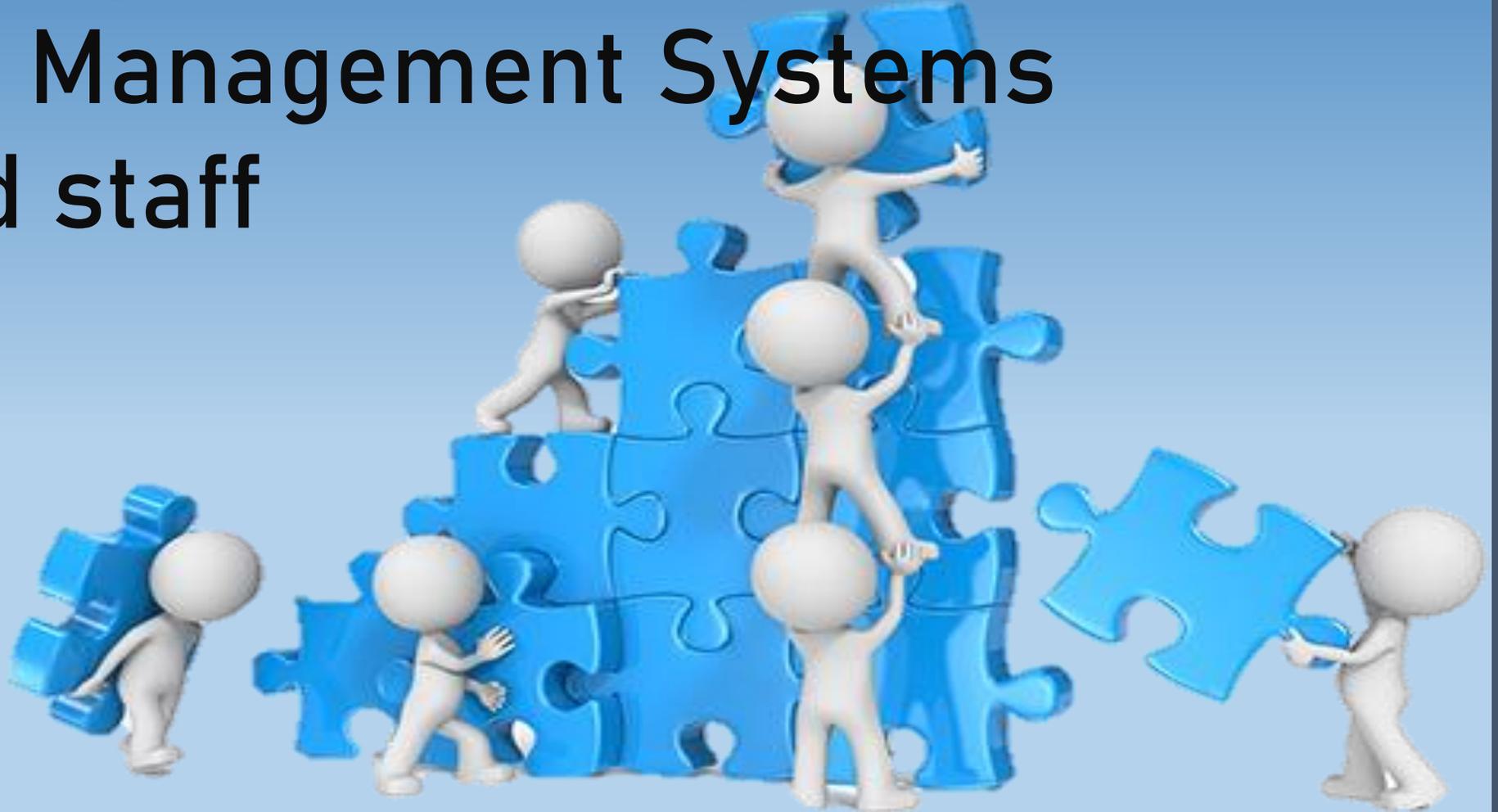


Build Strong Supply Chain Teams

Logistics companies, airlines, governments and private consultants working together to bundle logistics expertise, management, contracts and compliance to regional and local regulations

3. Implement

- GDP compliance throughout solution
- Quality Management Systems
- Trained staff





SUPPORT

EUROPHIA

EXPERT

Europhia Consulting consults International pharmaceutical, Bio-tech companies and hospital groups in establishing and optimizing their supply chain, distribution model and supplier procurement. We are also actively involved in supporting government, logistics companies and airlines with COVID-19 Vaccine Transport and Distribution strategies.

To discuss your supply chain needs please contact Eelco Dijkstra at europia@outlook.com

Date: 17 Dec, 2020

www.europia.com

SUCCESS

KNOWLEDGE

SERVICE