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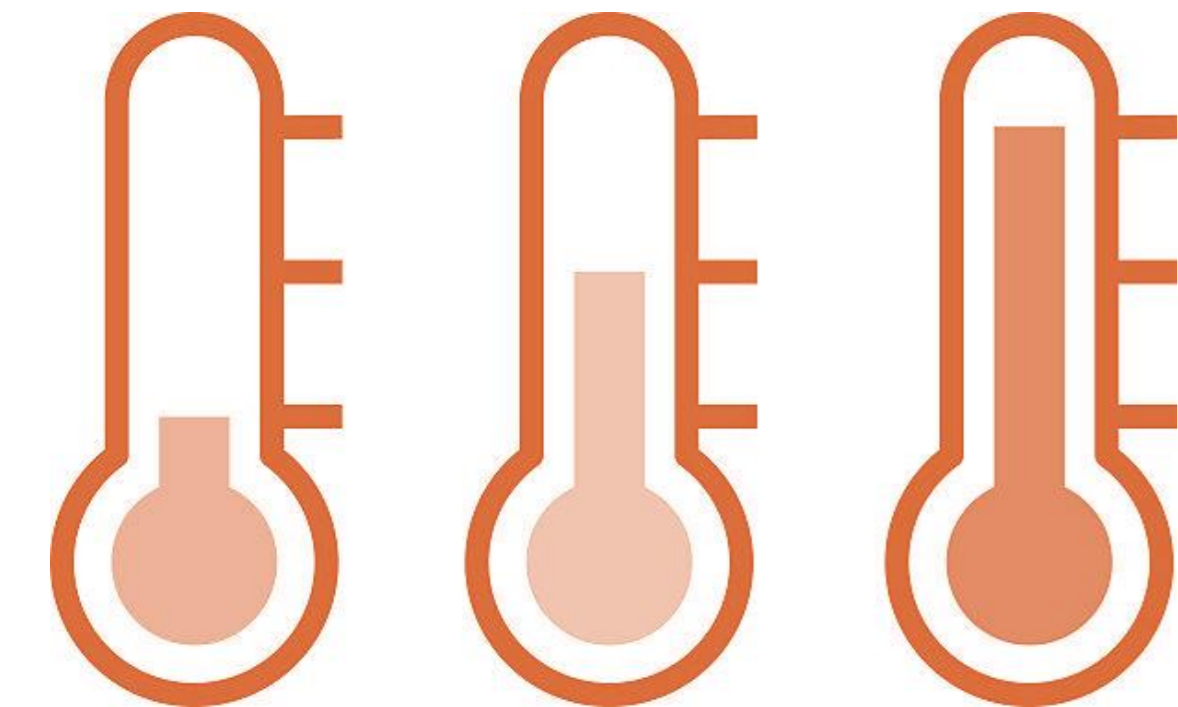
Air Cargo – Infrastructure And Handling Issues For Pharma And Other Time Sensitive Cargo

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Challenges in Temperature Control

- Pharmaceutical products are temperature sensitive and required to be stored at a defined temperature at all times during end to end transportation
- Temperature deviations changes physio-chemical stability of the pharmaceutical products which can effect the efficacy.
- All stakeholders in the supply chain need to ensure temperature monitoring and avoid excursions.
- The idea behind safe transportation and right temperature is to make sure that the 100% safe & effective medicines are delivered to patients.



Infrastructure

- Industry expectation is that stakeholders should set up Infrastructure without Long Term Contracts.
- Quantum of investments for setting up warehouses & other facilities for handling pharmaceutical products are much larger than normal facility.
- Long term commitments help LSPs to plan their investments based on assured businesses.

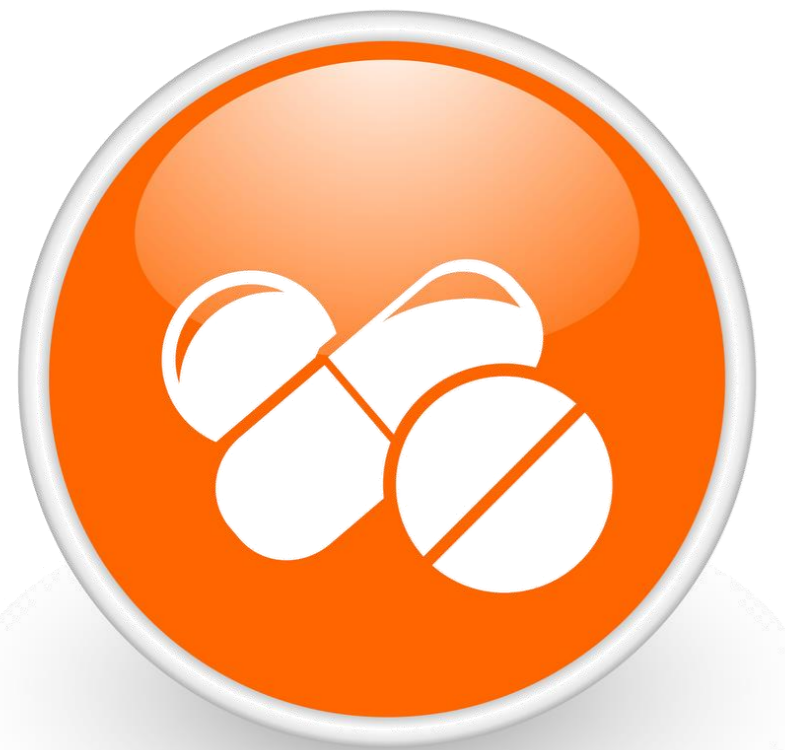


Order Management



- Customers need to share their capacity requirements with Logistics Service Providers (LSPs) well in advance.
- This helps LSPs in planning space / capacity requirements with Airlines & Ocean Carriers.
- Order Management also helps LSPs offer customised, need based active & passive solutions which are more cost effective and efficient.

Proactive Steps Taken by Agility For Pharma Customers



- Setup Pharma Competence Center (PCC) in 2012 at Nhava Sheva for Ocean Consolidation of Temp Controlled Cargo.
- Setup Life Sciences Excellence Center (LSEC) in 2017 near Hyderabad airport to cater Air Cargo movements from HYD and neighbouring cities.
- LSEC also works as the Network Station for va-Q-tec, a passive packaging solution for temp controlled cargo.
- Offering real time tracking, temperature monitoring & control solutions for pharma products.
- Tied – up with Coldbox to do the India testing & launch of the packaging solution for Local Transportation.
- GDP training for all staff involved in handling of Pharma products.
- Going for CEIV certification with MIAL for Mumbai.





Questions?