

CAMELOT was asked by a major pharmaceutical bio-tech company to support their global distribution network re-design

Distribution Network Design

CLIENT ISSUES

- ▶ Current distribution network not adequate for growth (**approx. 70 markets and currently > 50 DCs**)
- ▶ **New capability** and **agility** requirements resulting from company business strategy
- ▶ Increasing requirements for **value added services** e.g. specialized patient services
- ▶ Assessment of **postponement** strategies

CAMELOT SOLUTION

- ▶ **Global network redesign** project
- ▶ Review current network structure
- ▶ Alignment of **future requirements** with **commercial strategy** and **plant network strategy**
- ▶ Evaluation alternative distribution scenarios
- ▶ Calculation **business case**
- ▶ Recommendation of future network strategy

PROJECT RESULTS

Review current network structure

Definition and evaluation alternative distribution scenarios

Recommendation, business case and implementation planning

REALIZED BENEFITS

- ▶ Increased flexibility, agility
- ▶ New capabilities in the network
- ▶ **Reduction of inventory** by approx. 5%
- ▶ Reduction of logistics cost by 5-7%
- ▶ Global distribution network strategy defined incl. future postponement strategy
- ▶ Creation of actionable implementation roadmap

CAMELOT EXPERTISE

- ▶ **Global** network with local expertise
- ▶ Combination of **logistics strategy** consulting with detailed distribution network design expertise
- ▶ Industry specific expertise
- ▶ Assessment of **postponement concepts** with close link to manufacturing processes supported by CAMELOT supply chain expertise

