

# Arvato Systems Your Blueprint Service Provider

Approach for  
NMVO Netherlands

Utrecht, 17.11.2016

Arvato Systems:  
Michael Horstmann, Senior Manager Sales & Consulting



# arvato Systems: Selected Blueprint Provider

June 2015:

EMVO



selects **Arvato** as  
„Blueprint IT Service Provider“



## Potential Blueprint Scope

- 28 EU States
- plus CH, NO, IS, LI

# Status Arvato – Agreements (Contract / Lol)



securPharm  
(2012)



NoMVO Norway  
(June, 2016)



FiMVO - Finland  
(October, 2016)



NMVO - Netherlands  
(November, 2016)



N.N.

Upcoming Decisions  
(Nov./ Dec. 2016)



# Agenda

- 1 Introducing Arvato
- 2 References
- 3 Project Approach
- 4 Challenges and Solutions for Manufacturers

# Bertelsmann

## Internationally Leading Media and Service Company

### FACTS & FIGURES

- 17.1 bn € turnover\*
- About 117.249 employees in about 50 countries

# BERTELSMANN



The No. 1 European broadcaster



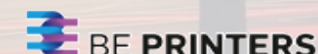
The world's largest book publishing group



Europe's biggest magazine publisher



Leading European BPO provider

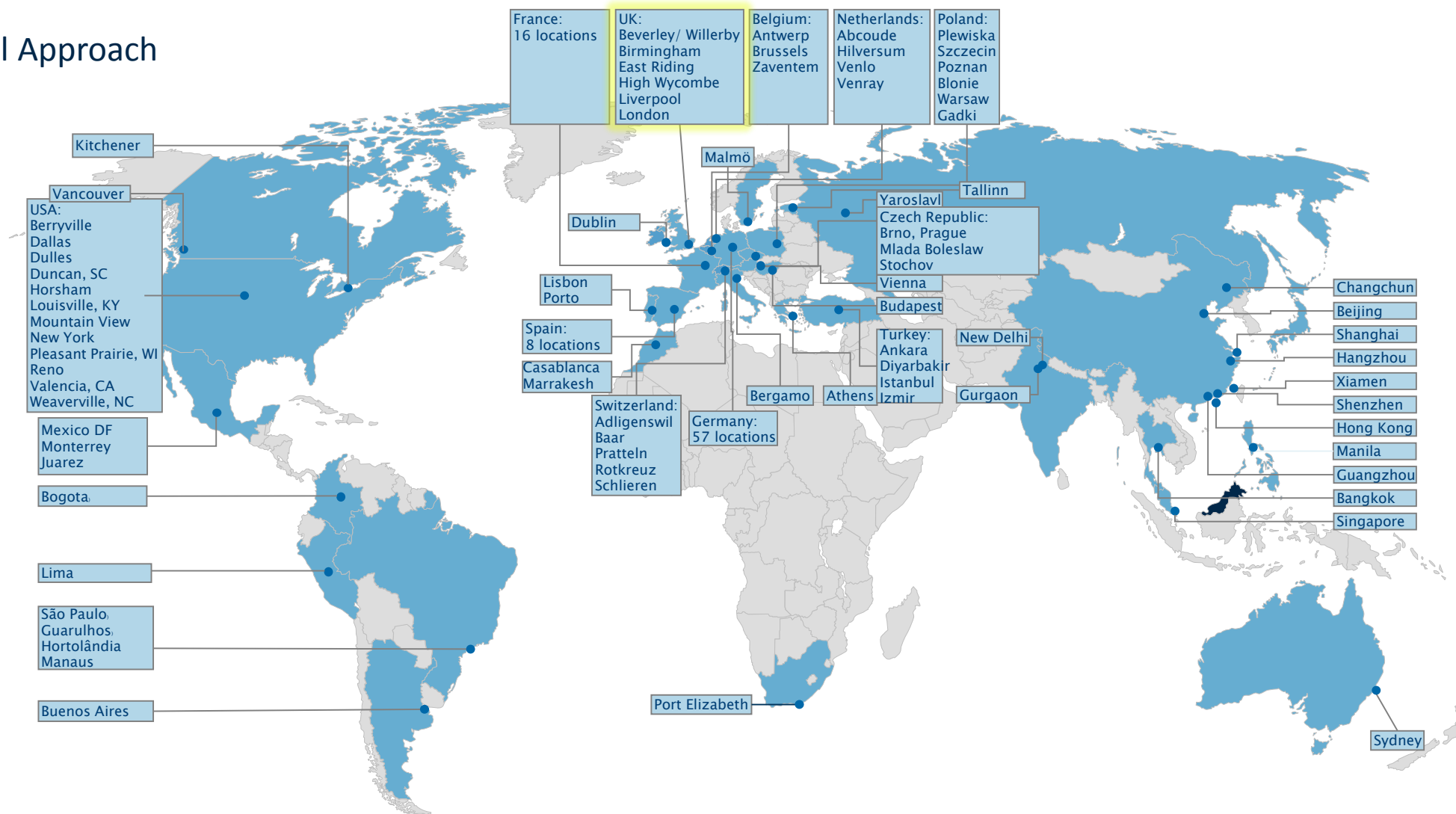


International print and communications service provider

\*FY 2015

# Arvato

## Global Setup – Local Approach



## Arvato Your Benefits from a global footprint



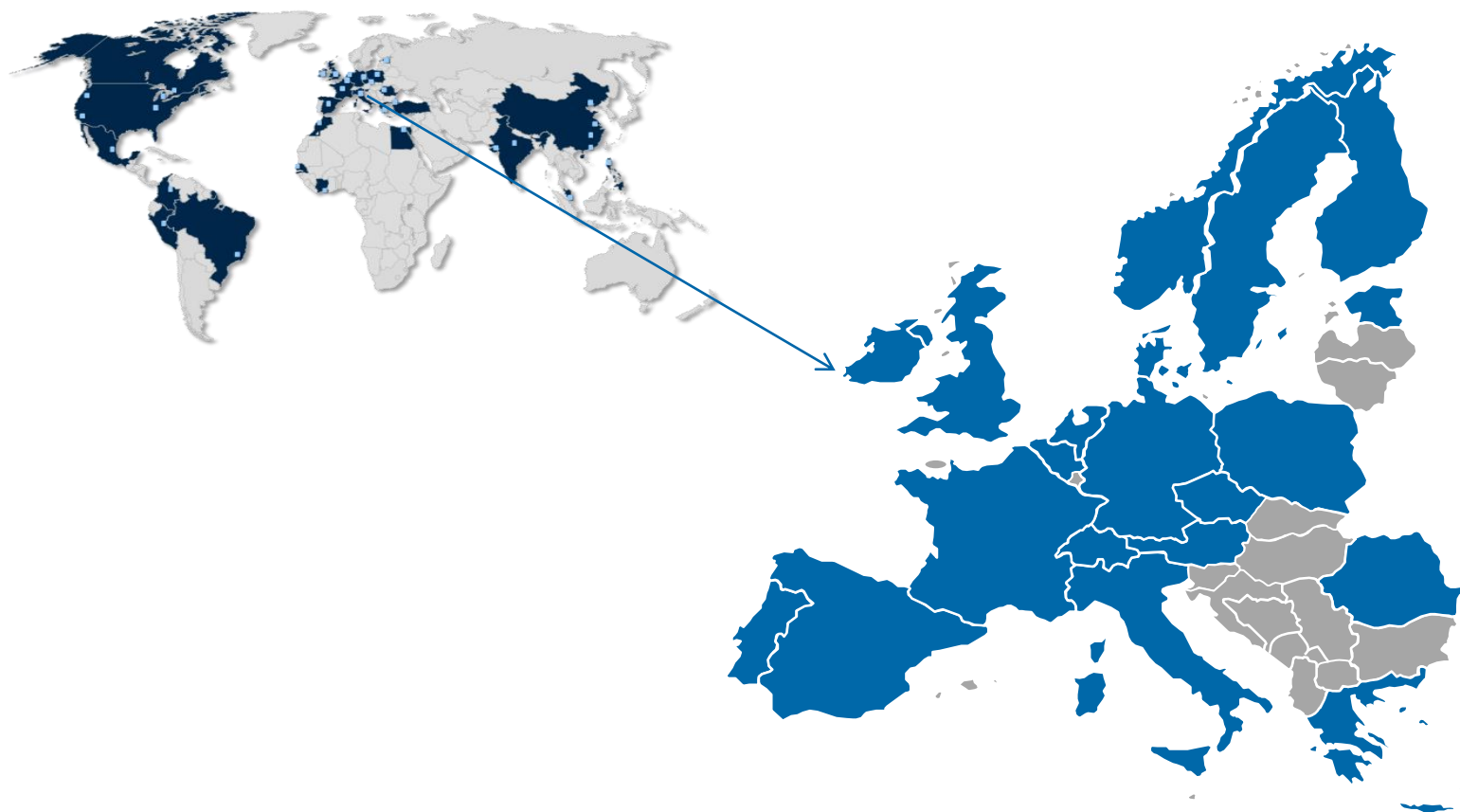
### TRACEABILITY REQUIREMENTS IN PLACE OR PLANNED

arvato is already involved in international projects

Leverage from international Trends !

## European Footprint

arvato has an own footprint in Netherlands



**arvato has  
over 150 locations  
within 22 countries  
in Europe**

## ARVATO IN THE NETHERLANDS

### FOCUS AREAS

- Healthcare Logistics
- Medtech Logistics
- HiEnt Logistics
- EMEA distribution
- Postponement
- Returns Management
- Direct to Hospital
- Transport Management

### FIGURES



Employees

**> 800**



Warehouse space

**> 70,000 m<sup>2</sup>**



Warehouse locations

**3**



# Warehouse locations in the Netherlands

## Schiphol

- 20k sqm
- Hightech



## Gennepe (2016)

- 3 modules, 30k sqm
- Healthcare
- Medtech
- Hightech & Entertainment



## Venray I + II

- 20k sqm
- 2 locations, 1 km apart
- Hightech & Entertainment



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# Arvato has a Focus on Pharma and Healthcare



Healthcare figures 2015

> 1,100 employees  
> 160 Mio € revenue

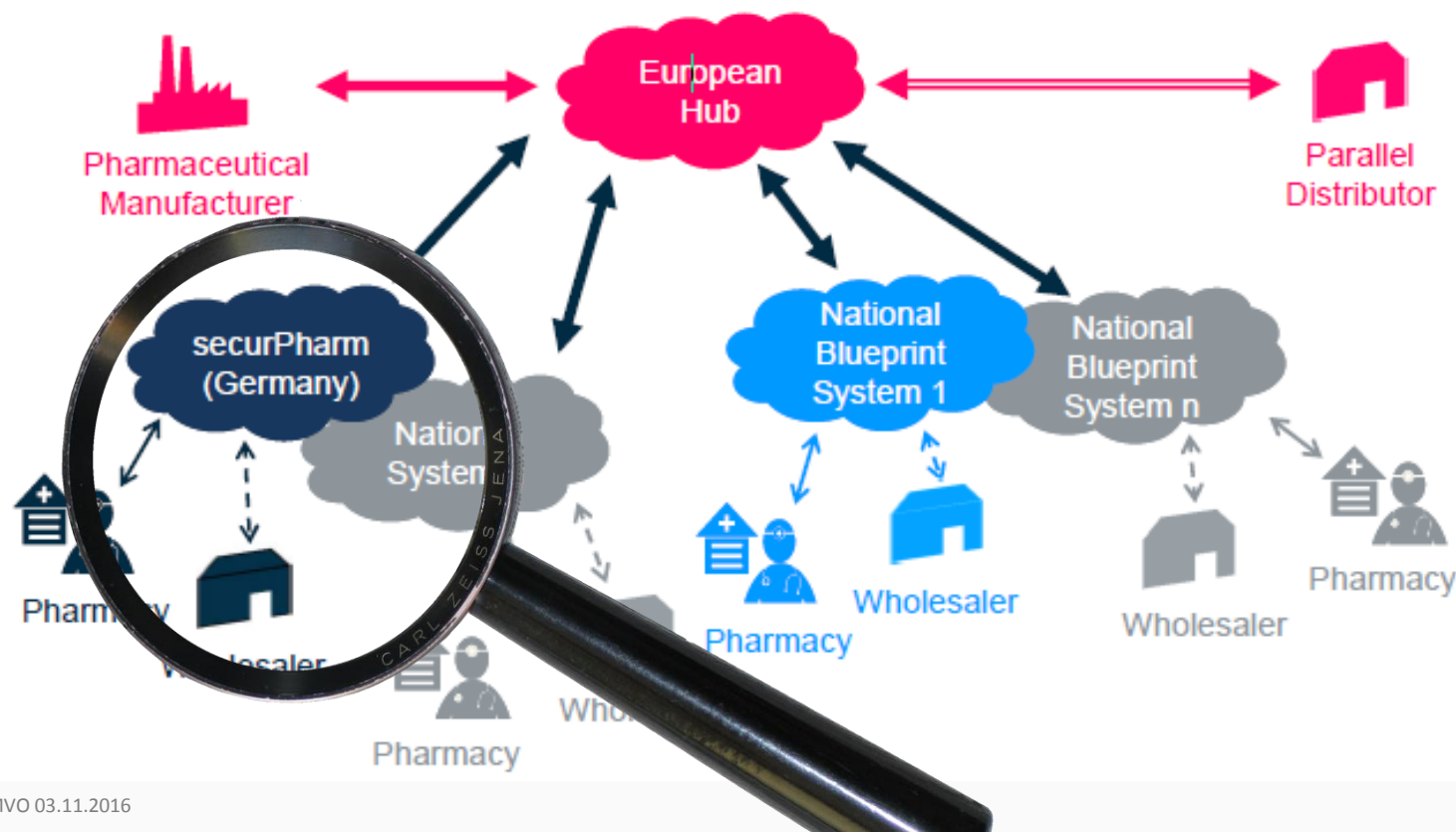
# securPharm as first Pilot Platform of countrywide Implementation of FMD

- Arvato Systems:  
securPharm IT Service Provider since 2012
- Scope:
  - **PLAN:**  
Transform user requirements (URs) into operational specifications
  - **BUILD:**  
Setup of national repository and data center infrastructure
  - **RUN:**  
Daily operation in Arvato data center, compliant to SLA, ISO certified



# The securPharm System is fully compliant with ESM/EMVO

## > 90% of the Blueprint processes are already operational



- System runs in productive mode
- Fully integrated with EU Hub
- Fully compliant with FMD/EMVO

# securPharm – Industry Partners

Each of these companies uploads serial numbers to the securPharm System:



# Summer 2016: First countries select Arvato as Provider

## First Mover Norway: Specification of Pilot Project already startet

**IT service provider since  
June 2016**

**LoI with LMI/NoMVO**

### arvato Systems and NORWAY begin pilot phase for a national verification system

IT solution for EU-compliant medicine protection

- arvato Systems implements IT solution for verifying medications for Norway
- Pilot project prepares the way for international use of blueprint system for implementing EU Falsified Medicines Directive (FMD)

(arvato Systems) Gütersloh -- By early 2019, all EU member states must carry out a binding implementation of the EU FMD (Falsified Medicines Directive) for pharmaceutical preparations. As a member of the European Economic Area (EEA) Norway will also implement these guidelines. After Germany Norway now has commissioned the IT systems integrator arvato Systems via Letter of Intent to develop and operate an IT platform for the verification of drugs. The soon to the stakeholder association "Norwegian Medicines Verification Organization" (NoMVO) belonging pharmaceutical industry association LMI has recently signed the LOI in Gütersloh.

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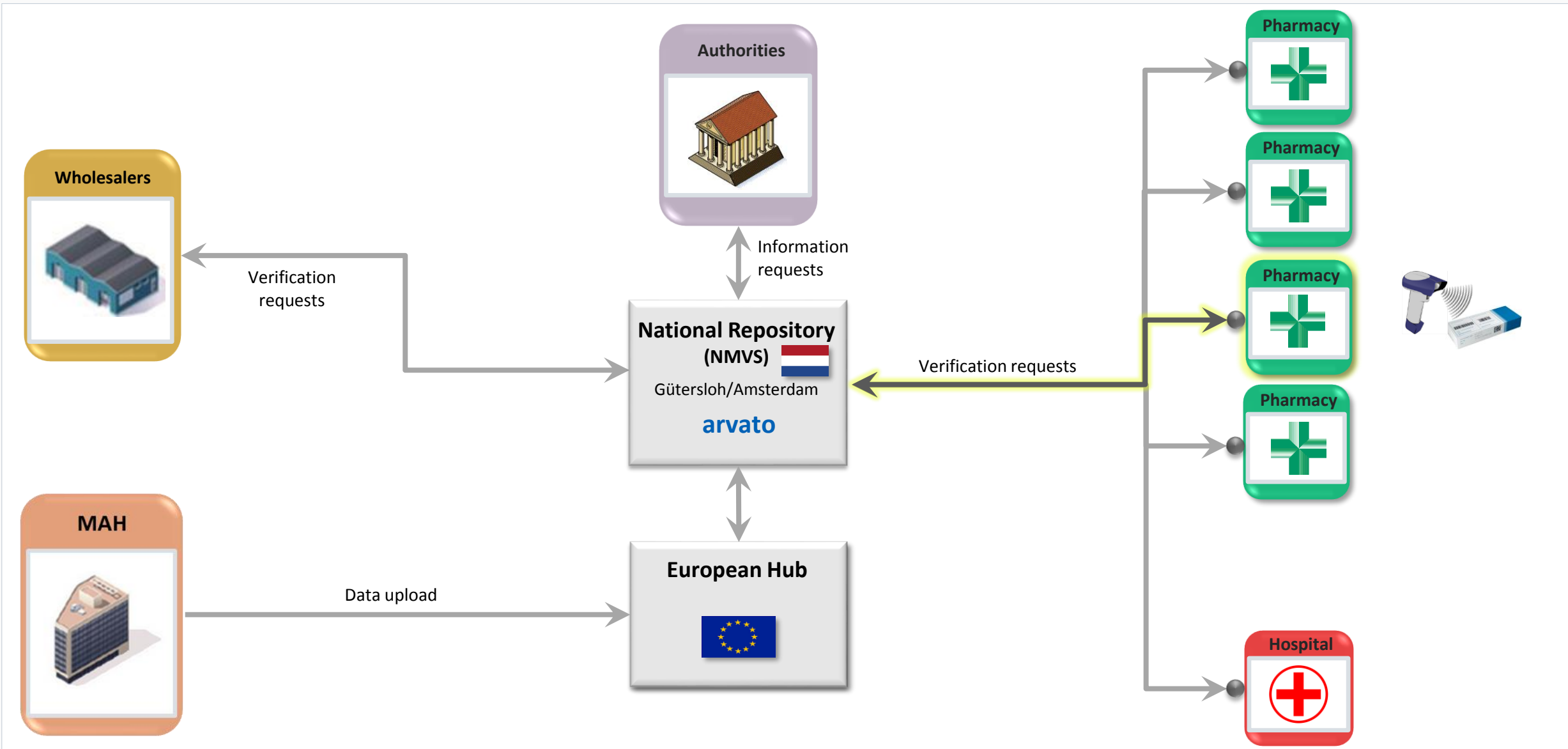


Source: <https://it.Arvalo.com/en/about/press-releases/2016/Arvalo-Systems-and-NORWAY-begin-pilot-phase-for-a-national-verification-system.html>

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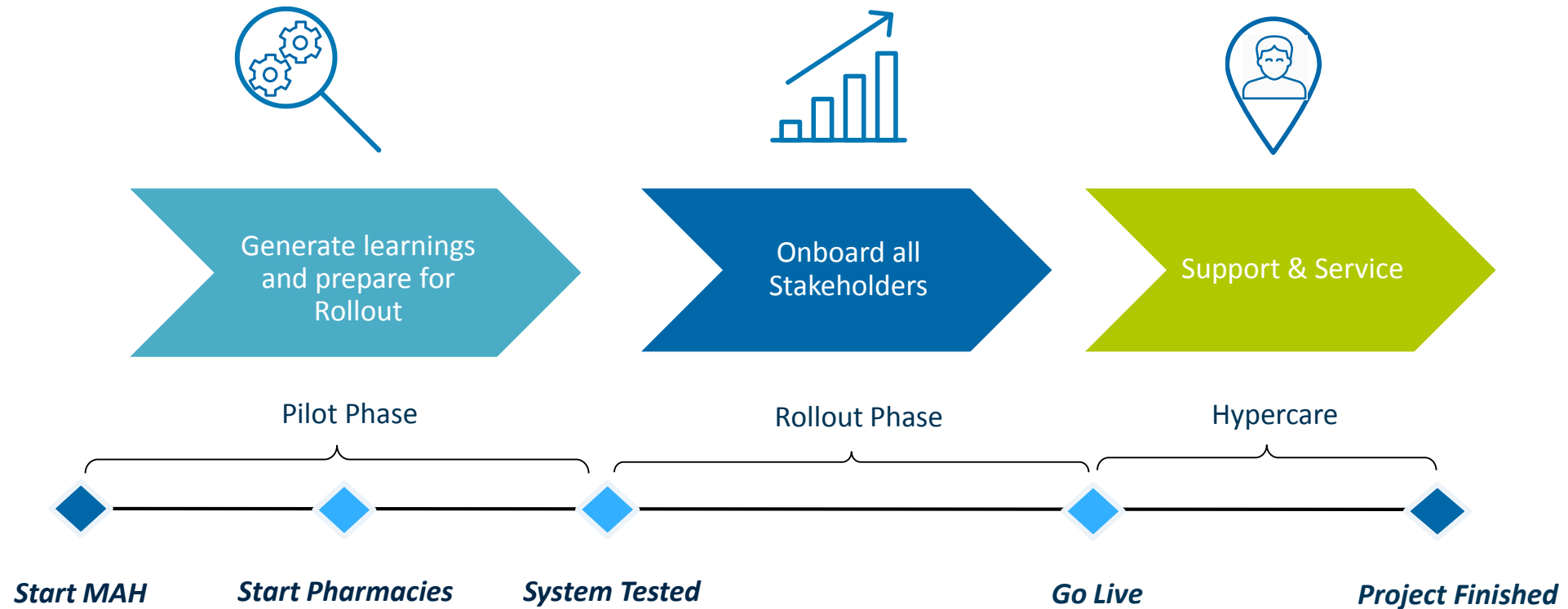
# System Architecture Overview



# Project Timeline – Overview Phases

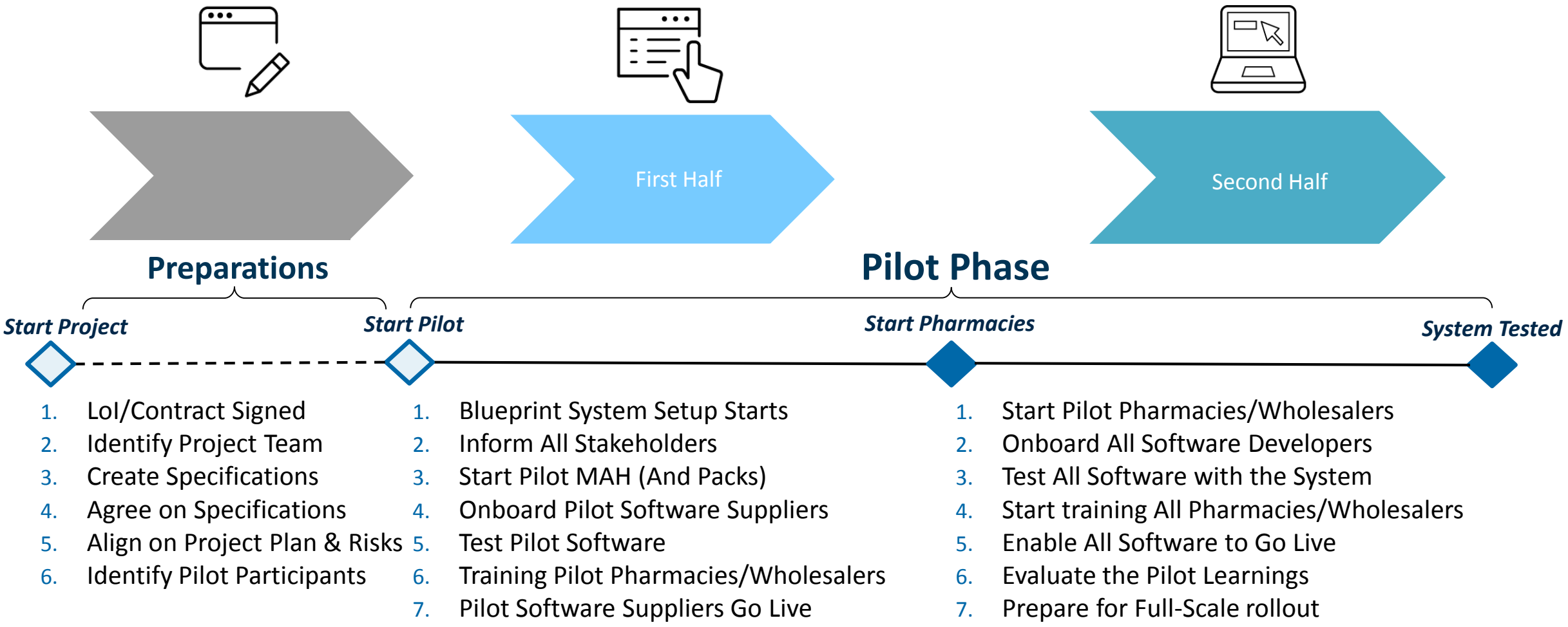
(See project plan for more details)

→ **Pilot Phase:** All business processes will be implemented and tested, to tap into the passive knowledge from the daily users, learn the specifics of the market and to prepare for a full-scale rollout

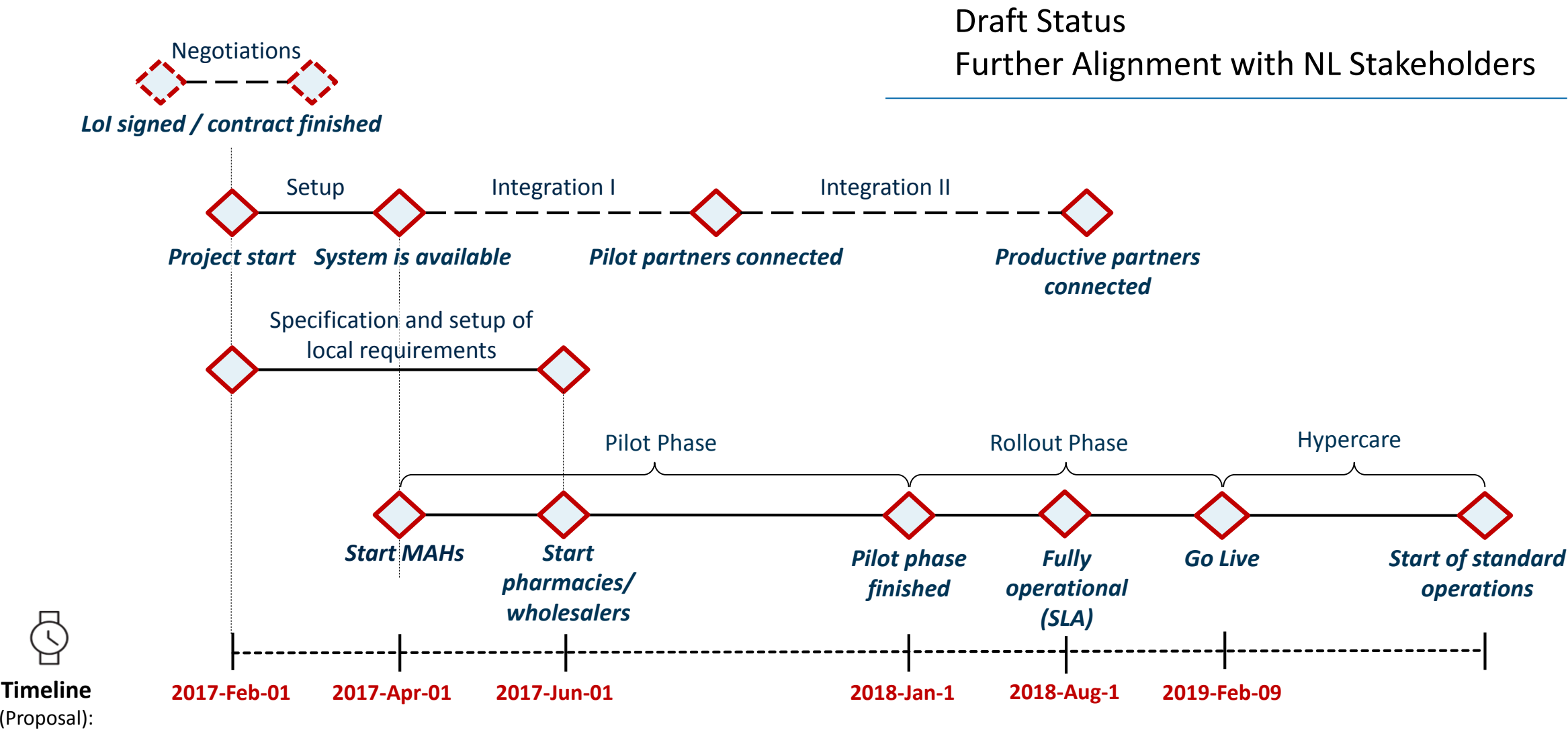


# Project Timeline – Starting Phase

(See project plan for more details)



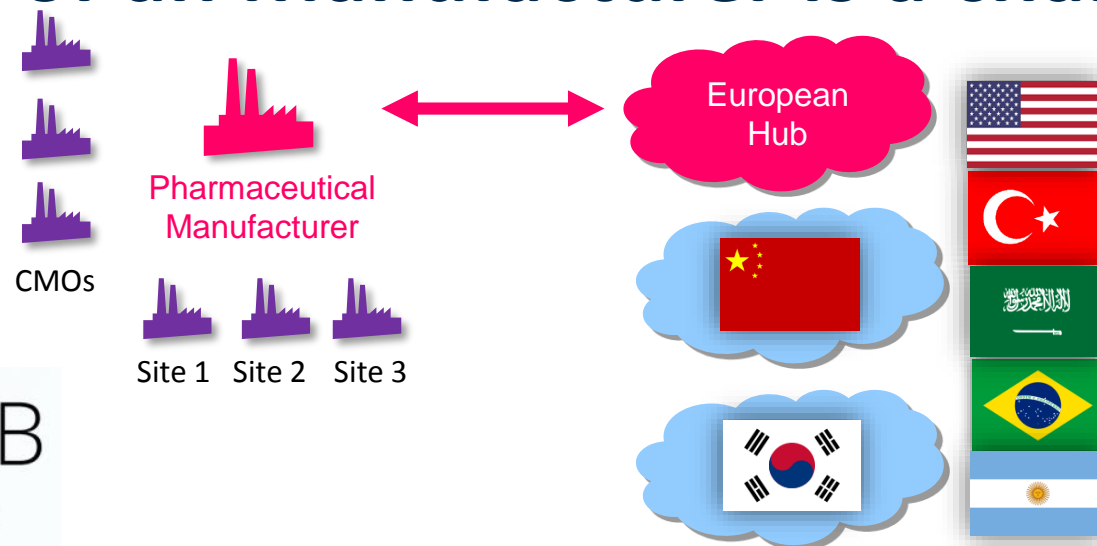
# arvato has a Clear Plan to Achieve Production Readiness



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# Excursus: Connection of an Manufacturer is a challenge...

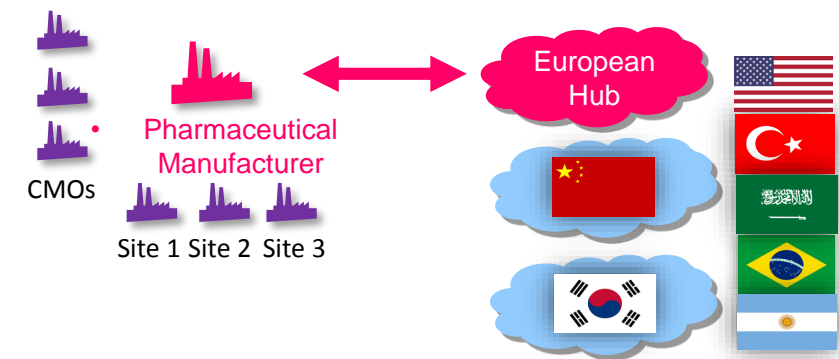


arvato CSDB  
Global Serialization Solution

## arvato Solution: „CSDB - Corporate Serialisation Database“

- enables to manage Serialisation on Corporate Level (MAH, CMO, Parall. Distr.)
- connects the Manufacturer to all markets with Serialisation Requirements

# What's your benefit out of that ?



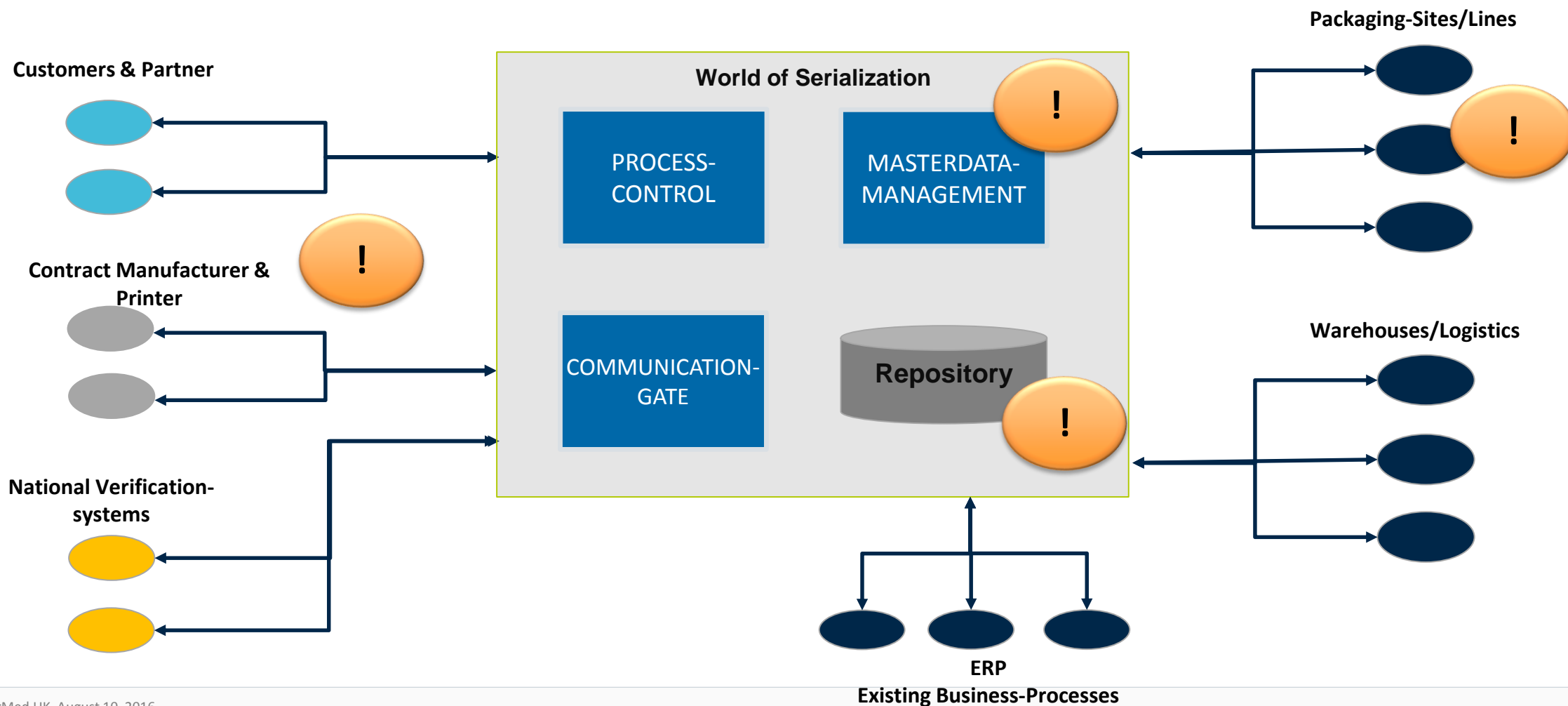
- we know the real issues from daily operations, we understand Manufacturers
- we have wide process and integration competence (from manufacturer to pharmacy)
- we are able to integrate local manufacturers

# Serialization – national activities across the globe

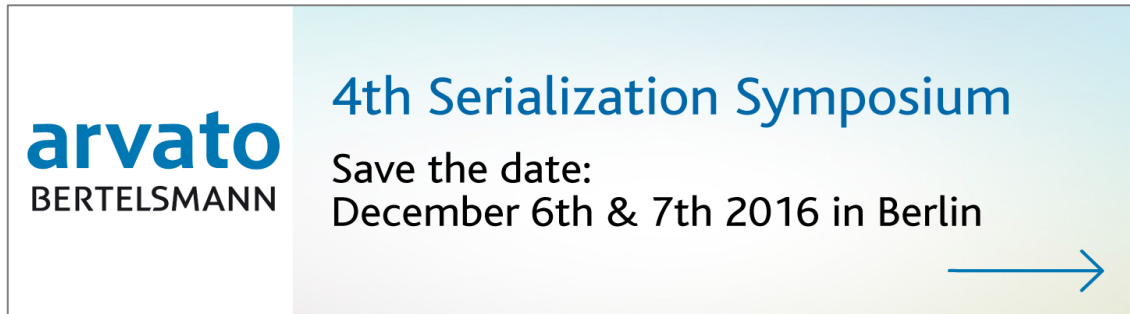


Product	Arvato CSDB
Number of projects	More than 30
Number of serialized Packs	More than 2 Billion
Focus of projects	Requirements from Turkey, China, South Korea <u>and</u> Europe !

# Serialization on Company Level



# You are invited to Arvato's 4th Serialization Symposium



The 4<sup>th</sup> Serialization Symposium offers you:

- NMVO Best Practices – Germany status & Rollout Norway
- Panel discussions
- Live Demo of an End-to-End Verification
- CMO connection isn't simple – what are the reasons?
- Implementation of the FMD from the perspective of a wholesaler
- And much more

**<http://it.arvato.com/serialization-symposium-en>**

Time for questions & answers.

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