



## PAYLOAD PROTECTION, PATIENT SAFETY

Cultivating a pharmaceutical manufacturing brand name synonymous with trust and delivery begins with the best product, diligence in implementing everything needed to ensure the product's protection during transit, a "right the first time" delivery method and an expectation of safety for the patient.

Pelican BioThermal's Crēdo Cube™ is a passive temperature controlled packaging system known for its high performance, superior protection and reliability in the transport of payloads requiring anywhere between 25°C to -40°C and colder. It's a system ideal for circumstances where an unexpected delay may occur and can reduce shipping costs. Modular TIC™ coolant panels with integrated PCM (Phase-Change Material) and VIPs (Vacuum Insulated Panels), makes conditioning for year-round shipping easy and allows simple packing.

Our case study, "Pilot to Global Growth", details one of the most successful pharmaceutical companies in the world's experience and success after implementing the Crēdo Cube™ systems.

---

## PILOT TO GLOBAL GROWTH

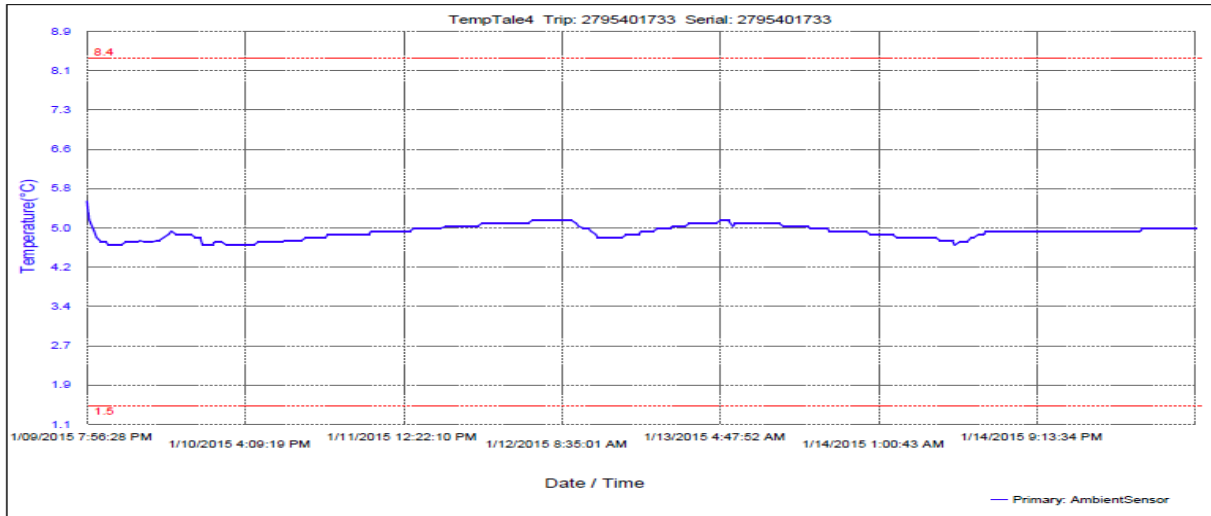
*Pelican BioThermal*

**CHALLENGE:** One of the world's leading biotechnology companies reported experiencing temperature excursions for their shipments into Eastern Canada during the challenging cold of the winter months, which put those payloads at risk. The distribution lanes subjected shipments to extreme temperatures, as well as extended delivery durations, as shipments involved a combination of air/ground modes of transportation into remote regions.

**EXPECTATION:** Enhance payload protection/patient safety. Implement a high performance 2°C to 8°C shipping solution to mitigate excursions and support the delivery of therapies "right the first time". The implementation of a multi-use solution was an added bonus to support the corporate environmental stewardship initiatives.

Through a collaborative engagement, KPIs were established to measure the outcome of implementing alternative solutions. These KPIs included a reduction in excursions: 50% minimum, 70% stretch, 90% exceptional and rate of return 85% minimum, 90% stretch, 95% exceptional.

**SOLUTION:** The implementation of the Crēdo Cube™ high-performance, reusable shipper demonstrated superior payload protection with zero excursions recorded in 77 shipments and 100% of the shipments delivered "right the first time". Significant cost savings are another benefit, as the costs associated with the previous program were eliminated, such as: expensive excursion investigations, redundant shipping costs and discarded product from failed shipments.



**OUTCOME:** While payload protection and patient safety was the driving factor in implementing alternative solutions, a post analysis of the Canadian shipments pilot concluded that the reusable Crêdo Cube™ would have a significant impact on their financial/logistical/operational/environmental strategic goals.

**KPI OUTCOME:** A reduction in excursions by 100% (exceeded stretch goal) and 98% rate of return (exceeded stretch goal).

Over a year and a half after implementing the Crêdo Cube™ for all North American clinical trial projects, there are zero excursions recorded in 80 shipments and the Crêdo Cube™ annual rate of return exceeds 95%.

The ability to trust your payload protection and maintain a company record reflecting zero excursions that ultimately leads to safe delivery for patients is a pharmaceutical manufacturer's goal, and it's ours as well.

Our Crêdo™ products are supported by an extensive services portfolio, which provides the resources, skills and experience to achieve results like those described in this case study:

- Service/refurbishment centers continue to open worldwide
- Expert track/trace asset management software is available for Crêdo™ products
- Consulting services from the most knowledgeable people in temperature controlled packaging



We are confident Crêdo Cube™ is the right choice for your temperature controlled shipments. We are ready to discuss how we can attain our shared goal of payload protection and patient safety together.

For more information visit [pelicanbiothermal.com](http://pelicanbiothermal.com) or call +1(763) 412-4800