

Sanquin Plasma Products, Amsterdam, the Netherlands

# Control Over the Pharmaceutical Supply Chain with SAP ATTP



We have a partnership with itelligence that goes far beyond a customer-supplier relationship. This is not just about the available knowledge, but also about the way in which we do business with one another.

Duco Brouwer, Vice President Supply Chain Management, Sanquin Plasma Products

## Challenges

- Falsified medicinal products is a major global problem
- Serialisation is a legal requirement for the sale of medicines
- Unique characteristics on every pack, with a tamper-evident seal
- Specific interpretation for each country

## Advantages

- Serialisation on the box, aggregation on secondary packaging and pallet
- Able to work flexibly with fluctuating market demand and stocks
- Compliant with European laws and regulations
- Ready for further international growth

## Solution(s)

- SAP Advanced Track and Trace for Pharmaceuticals
- Integration with SAP ECC
- Link with national and international databases
- Packing line including scanning
- Mobile app for wholesaler verification

## Why itelligence?

- Preferred SAP partner for SPP
- Specialisation and experience in Life Sciences and serialisation
- They deliver a turnkey solution, including the management of external and internal parties
- Strong commitment to the partnership and collaboration

number of employees

700



Turnover  
**€ 280**  
million per year

 A solution based on solid foundations,  
that is delivered with no significant  
issues and within the agreed time.

Sanquin Plasma Products (SPP) produces and exports a broad range of pharmaceuticals. The trade in falsified medicinal products is a major global problem. That is why, to guarantee patient safety, the law specifies that at the point of dispensing, the medicines' authenticity is verified. The basic requirement is to ensure that every pack has a unique 2D barcode with a serial number. In addition, there must be tamper-proof packaging, allowing consumers to easily ascertain whether the packaging has already been opened.

### Objectives

Duco Brouwer, Vice President Supply Chain Management at Sanquin Plasma Products. "We did not specifically consider this to be an IT project, it is more of a supply chain issue. Because what happens if you drop a product, or if a pallet is moved to a different warehouse? Every change has to be processed correctly in the database."

### Solutions

Following the advice of itelligence, SPP opted for SAP Advanced Track and Trace for Pharmaceuticals (ATTP), with a link to the SAP ECC environment. SAP ATTP minimises the costs to remain compliant and supports a safe supply chain. This innovative serialisation and track-and-trace solution helps pharmaceutical manufacturers to validate products, integrate business processes and communicate with regulators. In addition, SPP's three existing packing lines were modified and aggregation was opted for: all secondary packaging and pallets are given a unique code, meaning SPP has maximum logistical flexibility without losing control.

### The Role of itelligence

Duco Brouwer: "Since 1997, itelligence has been the preferred supplier for our SAP environment.

Discussions were initiated by itelligence about this legislation and they executed the project in close collaboration with us. As well as the SAP-related work, itelligence took on the role of project manager in respect of other external parties and our team. For us, this really was a turnkey solution: supplied by itelligence and utilising external market specialists. An essential factor for success is itelligence's specialisation in Life Sciences and serialisation. itelligence's approach is very different to that of a system integrator without experience in regulated industry."

### Results

The project was brought to a successful conclusion by itelligence before the EU regulatory deadline of 9 February 2019. Duco Brouwer: "This project once again proved that the people at itelligence deliver what they promise: a solution based on solid foundations, that is delivered with no significant issues and within the agreed time. I consider this to be a partnership that goes far beyond a customer-supplier relationship. This is not just about the available knowledge, but also about the way in which we do business with one another."

### Future Plans

Sanquin plans to privatise SPP in order to be able to realise further growth. Duco Brouwer: "We are now investigating (amongst other things) the possibility of purchasing plasma from other countries and preparing the sales in nine new countries. For the long term, we are looking at the options in America, which means that we would have to meet the strict FDA rules. Whatever we do, we wouldn't have to make any changes to the foundation; the solution provided by itelligence means we are ready for the future."



**Company:**  
Sanquin Plasma Products

**Industry:**  
Pharmaceutical industry

**Products:**  
Human plasma medicinal products

**Number of employees:**  
700

**Turnover**  
€ 280 million per year

**Headquarters:**  
Amsterdam, the Netherlands

**Website:**  
[www.plasma-products.com](http://www.plasma-products.com)