A ten year storage & distribution solution that provides flexibility teamed with technology.

When PMA learnt we were successful in partnering with Sanofi to deliver storage and distribution it was obvious Sanofi's main objective was to ensure a flexible distribution process,

PMA's tailored system and our willingness to work with Sanofi ensured they were happy with their decision.

The program commenced with a building of an allocations engine as an addition to our existing system, enabling Sanofi's Brand Managers to allocate products to selected Sales Representatives.

Additional to this, the program delivers an inventory system that records batch numbers and expiry dates for all pharmaceutical samples,

enabling the full traceability for drug samples as required.

Core to the longevity of the service is;

- Accurate and timely reporting.
- KPIs are measured and assessed through reports delivered in various formats.
- PMA's proprietary warehouse management system, Ares, and LCFR (Least Cost Freight Routing) systems provides proven accuracy in picking and despatch, in excess of 98% month to month.
- Constant improvement of business process available through a continual investment in technology

SANOFI

PMAGlobal
SOURCE • STORE • DISTRIBUTE

"I am grateful to PMA for their support. Sanofi's business has developed considerably, and PMA continue to drive improvement and show a willingness to work through issues with us"

David Sheather
Head of Supply Chain
Sanfoi Australia & New Zealand

IT integration
enabling technology to do the work

In business the pressure is constantly on to do more, to do it more efficiently and always with complete accuracy. Integrating IT systems and capabilities can make this happen.

At PMA Global our dedicated in-house team of IT professionals delivers these benefits to our clients every day.

Automated Receipt of Orders

To support their Australia wide sales force Merial utilise PMA to store and distribute all branded material. In choosing PMA a primary Merial objective was to ensure a seamless delivery of order requests without the necessity to change current ordering behaviour. PMA's IT team were able to take orders entered by Merial's salesforce into their CRM system and transfer to PMA's systems, automatically creating orders and enabling timely despatch.

Print on Demand and eSolutions

PMA provide full print management services for Lumley Insurance. This includes print, storage and distribution of all branded materials, personalisation of correspondence and distribution of Product Disclosure Statements (PDS) on demand. Lumley personnel enter requests for PDS documentation into their system, this information is then electronically collected and sent directly to PMA's accredited supplier who produces all personalised documentation and package and send with the requested material. Recently PMA have extended this development to include an option to send electronically in place of physical documentation. In place of letters emails are personalised with relevant files attached and sent, bounce-backs are quickly followed up with physical personalised copies mailed.

Data Reporting More than Activity

Meat & Livestock Australia Ltd (MLA) is a producer-owned, not-for-profit organisation that delivers research, development and marketing services to Australia's red meat industry. PMA manages the print, storage and distribution of all National Vendor Declarations (NVD).

Farmers place orders with MLA's call centre, where they are entered into a system which generates a daily data feed direct for processing to PMA. A number range is allocated to all orders, which are sent simultaneously to the National Livestock Identification Scheme for recording and PMA's accredited supplier for production and despatch of printed materials to the producer.

MERIAL

Lumley Insurance

mla
MEAT & LIVESTOCK AUSTRALIA

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