



## Tracking Pharmaceutical Assets

### Case Study

#### CHALLENGE

How to track very expensive assets containing even more expensive product.

#### SOLUTION

Because no off-the-shelf solution existed, a custom, highly effective tracking solution was developed.

#### RESULTS

- ⇒ 100% visibility to all assets
- ⇒ Real-time temp tracking
- ⇒ Clear ROI based on lower CapEx and inventory
- ⇒ Proactive customer service

For more  
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### Global Pharma Company Finds Solution for Tracking \$200,000+ Freezer Tanks and Raw Materials Inventory

#### Client/Situation

One of the world's largest pharmaceutical companies stored certain raw materials (drug substance) in large freezer tanks which purchase for \$200,000. Tanks are shipped to customer plants around the world, stored there until product is depleted, then returned. Sounds simple, right? Except when the company inventoried the tanks some were missing — and no way to account for drug substance in these tanks which was worth millions of dollars. This realization triggered a request to Trans-solutions to find an automated tracking solution that could not only show where the asset was located but the surrounding temperature.

#### Challenge

Several factors complicated the tracking challenge:

- Once the substance shipped, it leaves the company's ERP system, requiring manual tracking from that point on
- GPS tracking was not possible because there was no line of sight to the tanks, which were stored inside warehouses or below surfaced
- Cellular tracking would work, but its high-frequency signals would not penetrate the stainless steel walls of the freezers
- Batteries had to last 18 months, send out signals through stainless steel walls, and be capable of operating at temperatures as low as  $-40^{\circ}\text{C}$ .

No off-the-shelf solution existed.

#### Solution/Results

Trans-solutions worked closely with a small group of suppliers to develop the solution. The client was presented alternate approaches to this problem, each of which provided 24/7 tracking of both the asset and the surrounding temperature and more. These solutions yielded:

- Gain real-time visibility to tanks, the surrounding temperature, and drug substance inventory
- Reduce the cost of unnecessary new tank purchases
- Predict when new tanks would be returned and available for refill
- Better plan replenishment schedules and reduce inventory
- Reduce the fleet of tanks with better inventory management
- The ability to proactively suggest replenishment of drug substance