



Because life depends on us™

Council of Suppliers and Service Providers

A New Journey...Together!

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BUILDING SUPPLY CHAIN EXCELLENCE END TO END



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- **Migrating Birds – V Formation**
- **Tough for the Leader**
- **“Turn Taking” – Reciprocal Behavior**
- **32% Benefit by flying in the updraft**
- **Cooperation and Survival**
- **Young Birds – Up to 1/3 die of Exhaustion**
- ***Why travel alone on your Journey?***

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material
suppliers



logistics



production



sales &
marketing



customer



[SUPPLIER]

SUPPLY CHAIN

[CUSTOMER]

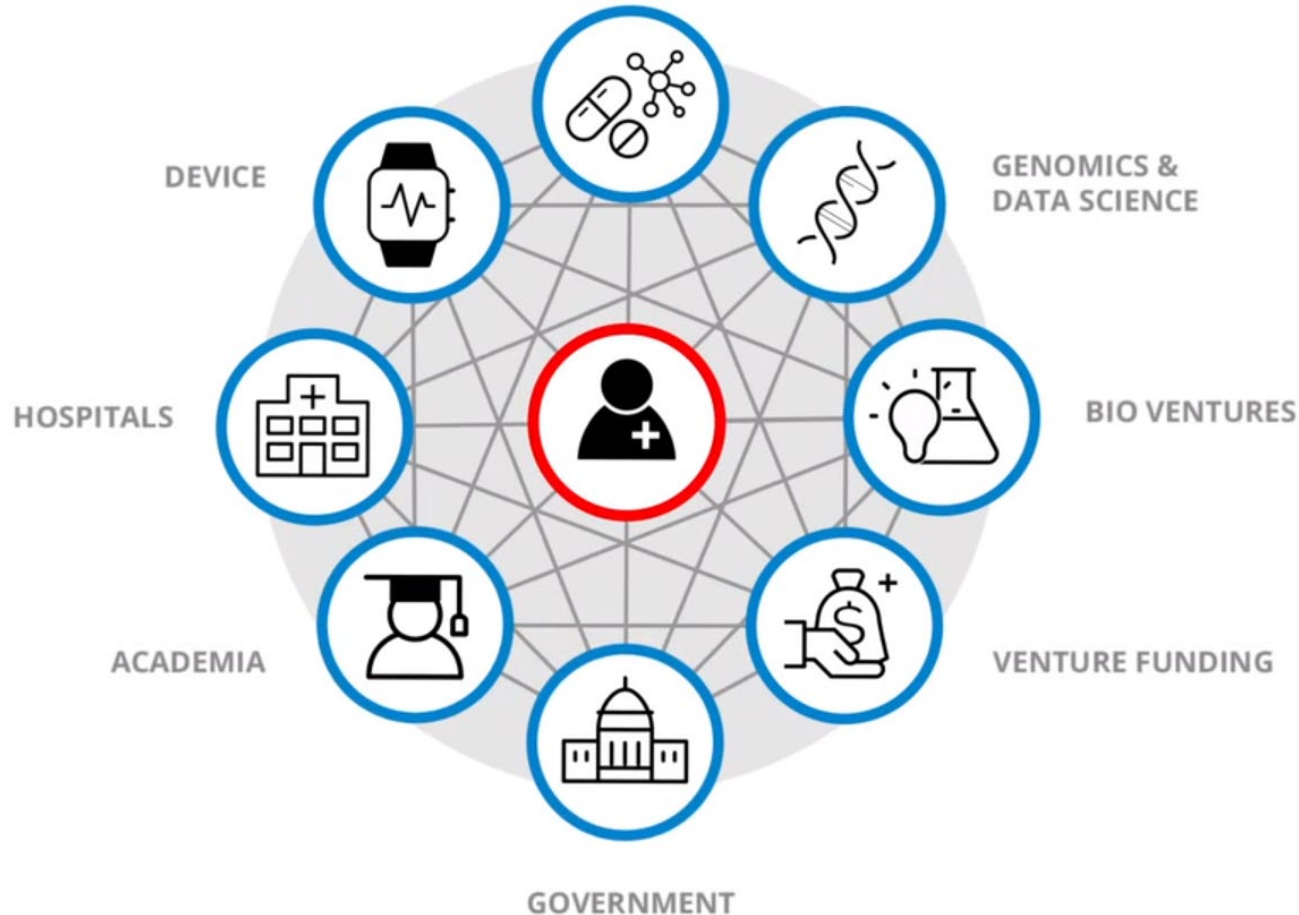
- Compliance and Regulatory Landscape
- Cost and Pricing Headwinds
- Technology and Innovation
- Business Development

- Global Trade & Tariffs (Country of Origin)
- Clinical & New Product Development
- Customer Centric Supply Chain
- Cold Chain Logistics



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PHARMACEUTICAL COMPANIES



- **Patient Experience**
 - *Can it be improved?*
- **Your Supply Chain**
 - *Can it also, be improved?*
- ***It takes a Community!***
 - *Patient*
 - *Your Supply CHain*
- ***The Ask of You?***

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Benefits of Membership

- **Voice to Advance BSMA mission**
- ***Annual Dinner***
- ***Company Recognition***
- ***Webinars, Roundtables, Workshops***
- ***Steering Committees***
- ***Semi-Annual Journal***
- ***eNewsletter***

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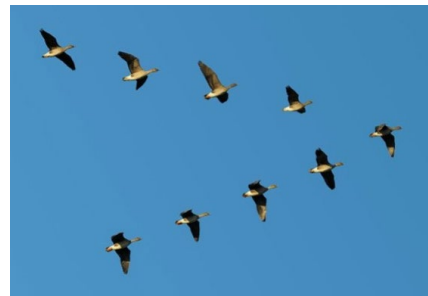
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Nominations and Contacts

Top 10 Key, Critical, Crucial Suppliers and Business Partners – ***Impact Product Quality, Efficacy, Safety***

Direct Materials, Key Service and Indirect, Solutions Providers

Contract (CMO, CRO, Medical Device), 3PL



Thank You for Your Time and Partnership!