

QUALISKILLS

Pharma Expert Gateway



Your professional pharma gateway to Europe

QUALISKILLS minimizes your MOQ to 1 unit



We focus on Last Moment Customization (LMC), based on direct printing and marking onto primary and secondary packaging. We effectively handle small quantities, niche products and make small markets accessible. Our innovative packaging technologies (SilverLine) are the key to our cost effective Flextock™ solutions.



Flextock™ service optimizes your supply chain



Our Flextock™ service maximizes the supply chain flexibility and minimizes production and stock-keeping risks/costs. We manufacture Just-in-Time, just the right quantity for each market with short lead-time.

Besides SilverLine technology, Flextock™ incorporates comprehensive complementary services throughout the value chain.



In our EU-GMP certified and HACCP compliant facilities we provide Flextock™ service for pharmaceuticals, food supplements and medical devices too.

Our CEE manufacturing site and warehouse (Pharma Pack Hungary Ltd.) is located close to Budapest, which has geographical advantages as a distribution hub too.



Vision



To become the leader in providing standalone services through unique solutions based on our own developments of innovative packaging technologies, which open the gateways to the market for our partners.



Risks and Hurdles QUALISKILLS can manage

Risk of new product launches

- pre-launch sales forecasts are hardly reliable
- the product's shelf life is still relatively short
- lead time is long for the first production
- launch quantities in country specific packaging are often overestimated to avoid stock out or to reach minimum order quantity



Burden of MOQ

Low market share, niche products, small markets, investigational medicinal products

- may require batch splitting and/or combining
- remaining shelf-life compromised at delivery
- lead-time increased
- surcharge for manufacturing/handling low volumes

Risk of changes in the market

- decreasing sales due to increased competition, losing reimbursement, etc.
- increasing sales, winning a tender: short timelines for tender supply cannot be met due to long lead times if the product is not on stock already



Import and customs demands

We offer VAT exempt import solutions based on our Authorized Economic Operator - AEO certification

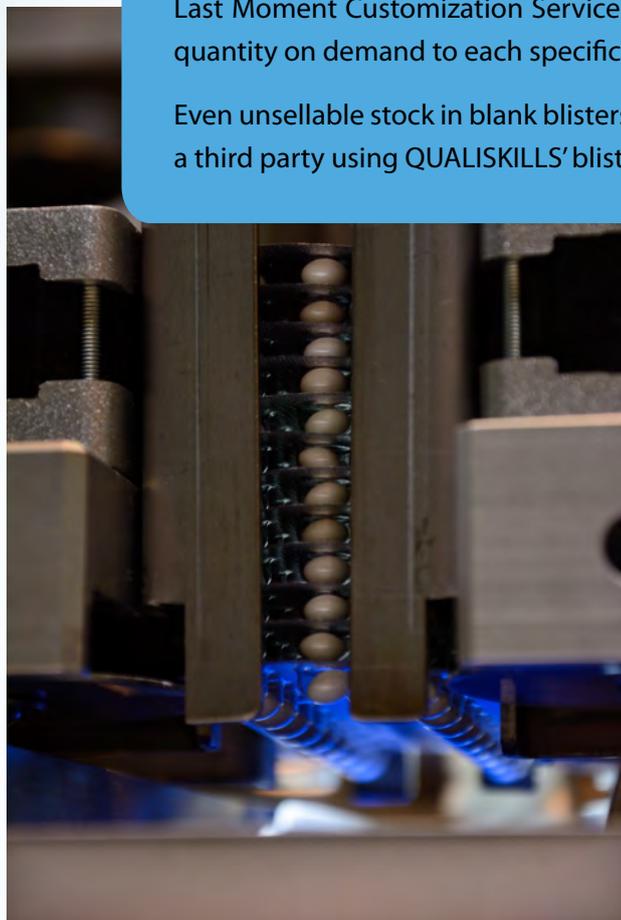
- EU importation of products ourselves, or on behalf of our partner
- primary and / or secondary packaging in customs warehouse, without payment of customs duties or VAT
- customs broker service



Distribution and Marketing companies

By ordering “bright stock” from the supplier (bulk blister with unmarked/unprinted blister foil or bulk tablets), and utilizing QUALISKILLS’ Last Moment Customization Service they can allocate just the appropriate quantity on demand to each specific market.

Even unsellable stock in blank blisters could be returned and customized for a third party using QUALISKILLS’ blister printing service.



Manufacturing companies

By including QUALISKILLS as primary and secondary manufacturing site in the dossier, manufacturing companies gain competitive advantage in supply flexibility. They can fulfil purchase orders for small quantities without compromising the lead-time and the remaining shelf-life, and also decrease the costs of handling such orders below the MOQ.

In fact, using QUALISKILLS’ LMC, there is no MOQ.

Clinical Research Organizations

QUALISKILLS’ SilverLine LMC technology is appropriate for producing even individually customized investigational medicinal products for each volunteer participating in the clinical trial.



Parallel Importers

We offer full service package for parallel importation of medicinal products, performing all activities related to GMP repackaging/relabeling: import/export, logistics, warehousing, QC, QA, batch release.



Stock recovery with Flextock™

QUALISKILLS has developed a complementary, patented, follow-on technology for product **re-customization**.

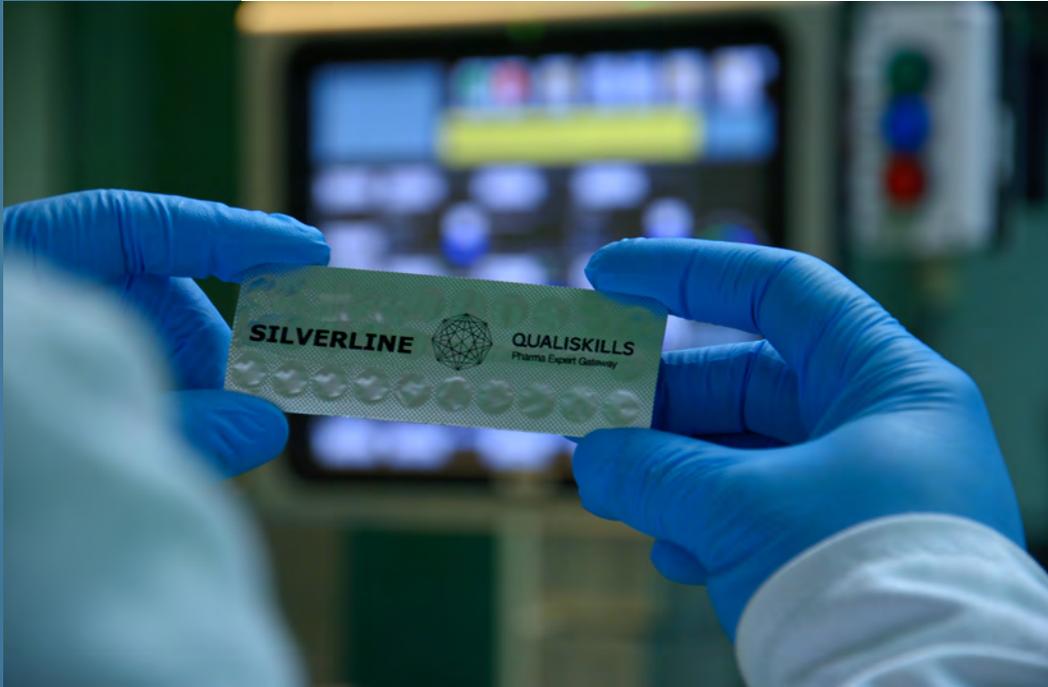
This new generation production line is capable of over-printing the country specific information on the primary packaging (e.g. blister foil), to **reallocate the excess stock to other markets**.

- destruction of unsold/expired products can be avoided
- expensive and unprofessional de-blistering and repackaging can be avoided
- small markets can still be accessible even if the manufacturer neither utilizes our SilverLine service, nor able to supply in blank blisters
- parallel importers may gain advantage of professional blister reprinting, in addition to our repackaging/relabeling service in GMP environment

This unique service is available from Q3 2015

Patent pending





Please contact us at our head office about any inquiries or general information about our innovative technologies and wide variety of related services.

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CEE Office

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Manufacturing Site

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