

cencora

# Covid Therapies Distribution

**Matt Sample**

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# Cencora and USG PPP Background

**Timing:** May 2020 through November 2023

**Manufacturers:** Genentech, Eli Lilly, Regeneron, GSK, AstraZeneca, Pfizer, Merck

**Products:** Remdesivir/Veklury, Bamlanivimab, Bamlanivimab/Etesevimab, Casirivimab/Imdevimab, Sotrovimab, Evusheld, Molnupirivir, & Paxlovid

**Total Different Physical Presentation:** Remdesivir (2), mABs (11), AVs (2)

**USG Engagement:** FEMA, ASPR, CAG, & HCORE

**Government Funding:** \$0

## Our Role:

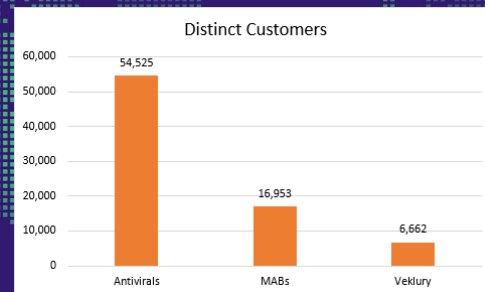
- Phase 1 – State Distribution Points
- Phase 2 – PoC Distribution via States (Excel)
- Phase 3 – PoC Distribution via States (AB C19 Tool)
- Phase 4 – PoC Distribution via States/Pharmacy Pgm (HPOP)

# COVID-19 treatment timeline



8M+ patient antibody courses shipped by AmerisourceBergen as of January 2023

20.8 M+ oral antiviral courses shipped by AmerisourceBergen as of October 2023



# Macro Themes and Future Considerations

## Medical Countermeasures (Therapies)

- **Product Packaging** – how a product is packaged directly impacts volume and safety of administration.
- **MoQ Considerations** – product should be packaged in minimum order quantities to maximize volume.
- **Allocation Strategy** – if packaging varies, but supply is equal, allocations need to take this into account.

## Order & Customer Management

- **Ordering Platform** – Centralized ordering platform key for execution. USG managed is ideal.
- **Account Management** – Commercial markets have legal requirements for creating “accounts”, needs to be considered.
- **Customer Support** – Strong organization of supporting delivery and ordering issues required. USG managed is ideal.

## General PPP Thoughts

- **Continuity** – Constant USG changes resulted in “starting over” with knowledge and relationship building.
- **Trust the Experts** – The private sector is the experts on distribution; the partnership needs to lean into that.
- **Roles and Responsibilities** – clear definition of roles critical for success.
- Don't forget the lawyers – whose contracting with who matters.

*Criticality* of therapies meant having to work outside normal commercial constraints, to think creatively, and be true partners.

Thank you