

# FASTFACTS

## Navigating cell therapy supply chain complexities during the COVID-19 pandemic

The orchestration of cell therapy logistics is complex and susceptible to variability – and in recent times, the COVID-19 pandemic has introduced unparalleled challenges. When dealing with life-critical shipments, delays and oversights have the potential to not only impact the progress of therapy development, but to affect a patient's second chance at life.

Overcoming these new obstacles and delivering time-sensitive source material and manufactured therapies on time may seem like an insurmountable task, but it can be done. Be The Match Biotherapies (BTMB) is successfully addressing the COVID-19 pandemic and enabling cell and gene therapy developers to reach their organizational goals, while continuing to keep patient and donor safety as an utmost priority.

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**Transportation legs completed during pandemic**



**Transports completed during pandemic**



**Delivery success during pandemic**

### NAVIGATING THE REALITIES OF A GLOBAL PANDEMIC

The COVID-19 pandemic has created a host of logistical problems for the industry, from the huge number of delayed and cancelled flights, to a lack of available couriers. Heightened safety measures to protect couriers and donors, and national and international travel restrictions, all contribute to creating an incredibly challenging global landscape in which to collect and transport critical materials and products. Additionally, variability in the cell therapy supply chain is inevitable, and preparedness for change is crucial.

### LEVERAGING OVER 30 YEARS OF LEADERSHIP

BTMB is a global leader in the delivery of cell therapies with over three decades of experience in providing critical supply chain activities

to support the delivery of cell therapies. With access to the world's largest and most diverse registry, BTMB can provide a vast pool of donors to supply high-quality, internationally-compliant starting material for cell and gene therapy developers. At any given time almost 60% of the therapies BTMB supports have an international component, and over 300 couriers and partner courier companies allow for cell products to be transported around the world. BTMB has a relationship with 42 different ports of entry in the US, and a number of global partners.

Careful planning and risk mitigation, along with the activation of emergency operations and business continuity plans, have allowed BTMB to mobilize a cross-functional response and preparedness team and establish extensive communication with stakeholders and partners. In a typical week, the company will manage 136 product shipments across the globe, and this existing

expertise, infrastructure, and flexibility have proved crucial to continuing operations during the pandemic.

### IMPACTING THE LIVES OF PATIENTS

Despite the ongoing challenges of COVID-19, BTMB has ensured that all patient treatment timelines have been met, and completed over 3,000 fresh transports for patient transplant (Figure 1) – with June 2020 seeing 651 patient's lives impacted, a record high. By utilizing a highly experienced team with the appropriate collaborative relationships in place, even the most daunting supply chain obstacles can be overcome.

In partnership with

