



**Schulich**  
School of Business  
Executive Education Centre

# Pharmaceutical Supply Chain: A Comprehensive Approach

*Make your healthcare products business immediately more successful by learning how quality requirements, patent lifecycle, and customer relationships all work together in a robust supply chain.*

## SEEC Moments of Insight include:

Successfully negotiating the conundrum between business and healthcare for profitability with regulated pricing and rising costs.

Understanding the process of meeting Health Canada requirements, company expectations and customer requirements.

Increasing personal business efficiency with a greater awareness of key issues and Pharma-centric ways of doing business.



Register for  
an Upcoming  
Session:

December 4 - 6, 2017  
June 11 - 13, 2018

## Our Participants Say it Best:

*"Overall, great initiative to have a SCM course (especially for new members to Pharma SCM). Great presenters, very knowledgeable, and animated."*

**T. Zlatanovska, W & D  
Operational Excellence  
Manager,  
Novartis  
Pharmaceuticals Canada  
Inc.**

*"A wide range of topics and key current issues were discussed which help for great conversations."*

**K. Bivand, Pharmacy  
Quality Lead,  
Shoppers Drug Mart**

*"The course material was prepared with latest facts and real examples from the industry."*

**A. Ahmad, Supply Chain  
Executive,  
Auropharma Inc.**

*"I think this a very valuable course. It clearly explains the drug supply chain from all parties perspectives."*

**D. Lang, National  
Manager of QA & RA,  
Exel Logistics**

Endorsed by The Canadian Association  
for Pharmacy Distribution Management



Register Today / Complete Details

<http://seec.online/11580>



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# Pharmaceutical Supply Chain: A Comprehensive Approach

Key topics developed in collaboration with pharma industry leaders!

## Understand pharmaceutical supply chain in Canada for better business results.

Organizations in the healthcare industry in Canada require **specialized knowledge**. Get all your employees **up to speed quickly and contributing immediately**. This course is designed to **instill the important language of the pharma industry, Health Canada requirements, company expectations and customer requirements**. Taught by industry leaders with up-to-date and practical experience, this course is designed for anyone **currently working or planning to work in the Healthcare industry**.

### Top Take-Aways

- 1. The Pharma Product Supply Chain:**  
Understand the important journey from the original concept, through patenting, developing, making, distributing and selling in the world of pharmaceutical and medical device supply.
- 2. Canadian Quality Regulations:**  
Understand Health Canada's diverse Quality Regulations as they apply to industry and companies, and how they influence our actions.
- 3. Supplier and Client Management:**  
Be in tune with managing supplier and customer relationships through supply chain effectiveness.
- 4. Managing Cost & Quality Together:**  
Learn the important aspects of keeping costs low and quality high.
- 5. Important Industry Concepts:**  
Understand the important language of the Pharma industry supply chain.

### Who Should Attend

This program is designed for anyone currently working or planning to work in the healthcare supply industry or healthcare logistics industry in pharmaceutical products, healthcare products, or medical support devices and services.

It is ideal for professionals at all levels in their company, from experienced senior staff to new managers and business representatives from:

- Healthcare Product Manufacturers
- Retail Pharmaceutical & Commercial Product Providers
- Supply Chain service providers and 3PLs
- Wholesalers & Distributors
- Hospital Central Supply & Procure Department
- Pharmacies and medical product carriers

### Overview of Learning

#### The Important Journey from Concept to Patient

- Developing a product from concept to market availability
- Supply chain journey from source, through to retail and use
- Distribution to retail versus hospitals and other customers
- Cross border importing and exporting
- Provincial Health programs vs. insurance (Market Access)
- Returns/recalls/withdrawals
- Financials through the supply chain
- Global change - how to adapt

#### Quality Standards and How They Influence our Actions

- Food and Drug licenses, Medical device, precursors, narcotics, natural Health products NHP, HBA, OTC
- Licensing and Audits
- Traceability
- GDP and GMP
- Distribution Centre (DC) physical/regulation/operational aspects
- Chain of ownership/ title/ accountability
- Speed to put away
- Recall

#### Managing Strategic Supplier and Customer Relationships

- Expanded role of pharmacy: clinical, business partners in distribution (ordering, inventory management)
- Service level demands: rapid turnover; same requirements of speed, access, pricing no matter if small and large pharmacies

*Continues online*

Featuring a world-class team of instructors. Preview bios online.

Register Today!

#### Dates & Locations:

**December 4 - 6, 2017**  
Miles S. Nadal Management Centre

**June 11 - 13, 2018**  
Executive Learning Centre

**Registration Fee:** \$ 2,950  
(CAPDM members \$ 2,655)  
+ applicable taxes

#### Registration Details:

- Tuition includes teaching materials, lunches and refreshments, but not accommodations
- A special corporate rate is available for participants at partner hotels
- Programs run from 9:00 a.m. to 4:30 p.m.
- Modules, speakers, topics, dates, fees, and locations are subject to change

**Get the whole picture.**

Preview complete course content and instructor bio online.

**Complete Details / Register Today**

<http://seec.online/11580>

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or email [exceedinfo@schulich.yorku.ca](mailto:exceedinfo@schulich.yorku.ca)