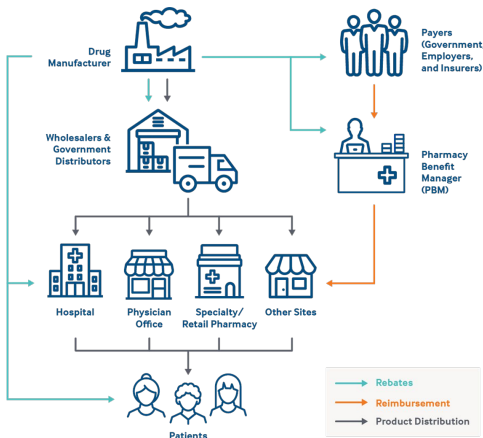
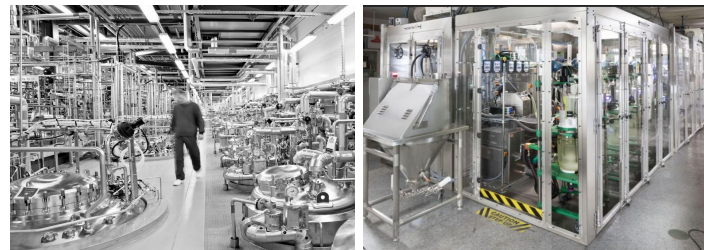


Developing a Distribution Chain for an Integrated Continuous Manufacturing Platform

Avery Fullerton and Ahmed Mady



Developing an actionable strategy for Continuous Pharmaceuticals to distribute small-molecule pharmaceuticals in finished dosage form (FDF). The FDF must travel from the manufacturer, CP, to the patient. This distribution may include transportation companies, medical supply wholesalers, government distributors, physician's offices, pharmacies, hospitals, and others.



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Today

Channels	Pros	Cons
 DIRECT TO CONSUMER	Increased share of profit	Increased expenses due to additional logistics
 Wholesaler	Focus on core product and outsource distribution logistics	Decreased share of profit
 Equipment Leasing	Reduce operational costs	Constrained market costs



The actionable strategy will determine a process flow of distribution for FDF pharmaceuticals manufactured by CP, which stakeholders are necessary to contract, and which functions should be developed in-house.