

**PHARMACOMITALIA.  
THE FIRST TECHNICAL COMMUNITY OF  
EXPERTS IN END TO END MANAGEMENT  
OF PHARMACEUTICAL PRODUCTS.**

More than **45 company members**.

Over **150 pharmaceutical companies** part of the  
**Network.**

About **10 training projects implemented** on an annual  
base.

DSM001-R01





## OUR VISION

### PROMOTING DIALOGUE BETWEEN PRODUCTION AND LOGISTICS

PharmacomItalia promotes mutual understanding between production and logistics needs, finding out innovative solutions and minimizing alteration risks of pharma products due to time and methods of transportation.



## OUR MISSION

### TAKING CARE OF QUALITY AND SAFETY OF PHARMA PRODUCTS

PharmacomItalia represents an open space for all logistic and industrial operators in pharma sector. A place where it's possible to work together for the common goal of ensuring safety and quality of pharma products.

# OUR ORGANIZATION



## BOARD OF DIRECTORS

It is the decision-making and executive Board in charge to realize association's mission.



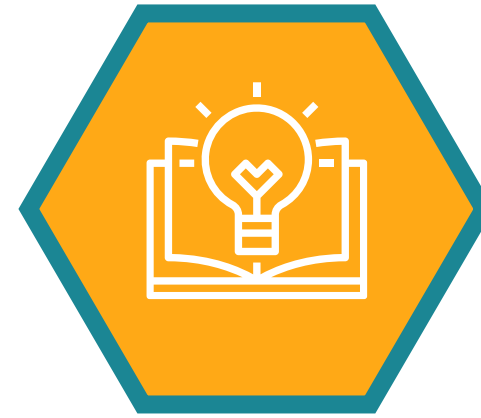
## TECHNICAL COMMITTEE

It is the heart and soul of the association. Consist of highly qualified professionals in various fields of logistics sector.



## 3 PILLARS AIR OCEAN ROAD

They represent the so-called "special forces" or selected members, part of the Technical Committee, specialized in the three main logistic pillars.



## BOARD OF EDUCATIONAL ACADEMY

It is made up of training professionals developing programs and qualification courses on specific topics.



## GENERAL SERVICES OFFICE

Supports the Board of Directors and the Technical Committee, coordinates and manages the activities dedicated to members and organizes the Association's events.



# Fabrizio Iacobacci

## Chairman

**Co-founder of PharmacomItalia in 2019.**

He held the position of **Chairman** from the very start of the association.

**Currently in BCUBE air cargo, he is Chief Operating and Innovation Officer.**

He is an **active member of national and international associations:**

**Executive Board Member – Cold Chain Association** Member of the **Healthcare Cargo Working Group – IATA Expert**

Member of the **Healthcare Working Group of the Politecnico di Milano**



# Gaetano Colella

## General Secretary

He **joined PharmacomItalia Technical Committee in 2021** and since **February 2022** he held the **position of General Secretary**.

He holds the position of **Sales Director** in major **companies specialized in controlled temperatures transportation of pharmaceutical products**.

He also **held the role of General Manager** in **multinational logistics companies for Food&Pharma industry**.

**He is currently Chief Executive Officer of XCM Healthcare and Sole Director of UnitEX**, both companies operating in pharmaceutical logistic sector.





# General Overview

According to the European Commission, pharmaceuticals is the world's leading R&D investment sector, and most companies will invest 1.3 trillion euros between 2021 and 2026.

In this general framework, supply chain companies play a strategic role. In fact, logistics is the engine that drives distribution of pharma products, making the hope of medical treatment for patients increasingly more concrete and personalized.

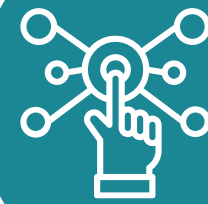
Regulatory systems, specific quality standards, and the skills and competences of pharma logistic professionals will represent an important part of the future development of the pharma sector as a whole.

**PharmacomItalia**, by bringing production closer to logistics, **actually brings a real possibility of medical treatment to the very threshold of those in need.**



# OUR KEY TOPICS

Investing in the following central themes of logistics as a commitment for future development



## DIGITALIZATION

Most companies consider digital transition as a milestone in corporate innovation. However, investments are not yet sufficient to meet all the needs of digital management of the whole supply chain process. According to PharmacomItalia it is possible to fill some gaps by implementing training activities and initiatives.



## INTERMODALITY

Improving accessibility of internal and peripheral areas to national networks and TEN-T corridors is one of the main points of the pharma supply chain. PharmacomItalia is aware of the importance of every single step of the end-to-end management, and that is why it organizes Workshops & Working Tours underlining the complexity and interconnectivity of the entire process.

# OUR KEY TOPICS

Investing in the following central themes of logistics  
as a commitment for future development



## SUSTAINABILITY

Numerous factors affect environmental transformation: fuel production and distribution infrastructures, alternative energy sources, climate change and training of human resources. PharmacomItalia's commitment is promoting companies' requests for public incentives through participation in Roundtables, to reach an agreement on actual programs and solutions.



## RESILIENCY

In a contest of great changes and evolutions it is imperative for each company to adapt to new market requirements through continuous training and innovation. PharmacomItalia envisions a future in which company choices enhance logistics no longer as a race for the lowest costs, but for a more flexible, efficient and sustainable service.



# PharmacomItalia Top Priority



01

## **Create and promote logistic culture**

Logistics is more than moving goods from one point to another. It is a set of activities which requires transversal, inclusive and predictive soft skills. That is why PharmacomItalia intends to create from scratch a new logistics culture.

02

## **Digitalization, Intermodality Sustainability, Resiliency**

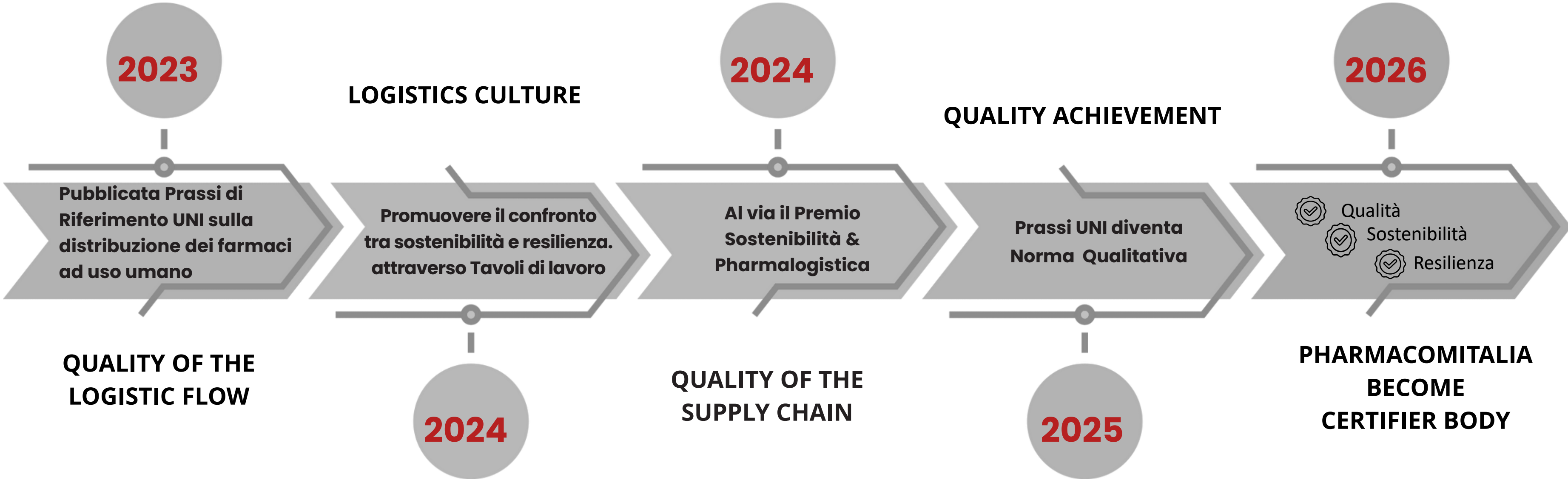
Training logistics operators on these key topics is the aim of PharmacomItalia Board of Educational Academy and its commitment with Government Institutions and Trade Associations. This is our challenge for the years to come.

03

## **Create new professional roles**

PharmacomItalia believes in specific new managerial roles who will be able to handle the pharma supply chain as a whole. These new managers combine technical skills with predictive and transversal abilities.

# RoadMap PharmacomItalia



# Annual Conference April 2023

Digitalisation and innovation in process management and end-to-end delivery of pharmaceutical products

The event combined highly instructive sessions and workshops with business cases presented by the industry's leading logistics and pharmaceutical companies.

The conference has been an occasion for discussion and exchanging views in accordance with PharmacomItalia's vision and represented a unique opportunity to examine and explore the challenges posed by Logistics 4.0.

PharmacomItalia provided 2 Training Courses:

1. Cybersecurity in pharmaceutical data tracking.
2. Audit tools and techniques on the validation of computer systems

## Sponsors and Partners

ABZero, AirLogistics Groups, BCube air cargo, Cold Chain Technology, Envirotainer, Espritec, Kuehne-Nagel, GXO, MdG, PHSE, PSA-BDP, Quality Service, SkyCell, XCM Healthcare, UniteX.

## Pharma Companies

AbbVie, Arrow Diagnostics, Bracco Imaging, Eli-Lilly, Merck Serono

## For more details:

<https://pharmacomitalia.it/en/pharmacom-annual-conference/>



**PHARMINTECH 2023**  
**CHAIN & LOGISTICS 4.0**



# Workshop&Working Tour

The "on-field" experience promoted by Air, Ocean and Land Pillars

## June 2022 - Cargo City Fiumicino Rome - Air Pillar

**Workshop:** Pharmaceutical export: from airport delivery to on board.

**Working Tour:** Pharma Center: acceptance and handling of pharma products

**Target and participants:** Pharma companies, Airways companies, Airport Hub, GSA, Handler

## June 2023 - Cargo City Fiumicino Rome - Air Pillar

**Workshop:** Export flow and risk assessment of the pharma product by air.

**Working Tour:** Critical Points: associated risks and mitigation solutions.

**Pharma Center:** acceptance and handling of pharma products

**Target and participants:** Pharma companies, Airways companies, Airport Hub, GSA, Handler.

## September 2023 - Genova Prà Port Terminal - Ocean Pillar

**Workshop:** The flow of the pharmaceutical process by sea

**Working Tour:** Economic operators and their roles: all the phases and the critical control points to protect the pharma product.

### NEXT EVENT

February 2024 - Malpensa Airport - Land Pillar



# NEXT to COME

01

**February 2024**

Workshop & Working Tour by Pillar Air - Aeroporto di Milano Malpensa

02

**March 2024 (to be confirmed)**

Workshop & Working Tour Pillar Road new exclusive event organized inside a Pharma Hub.

03

**April 2024 / November 2024 (to be confirmed)**

Rome – Annual PharmacomItalia Conference.





# Standard Membership

Euro 1.500,00

- **Access to technical material, white papers, guidelines and conference presentations** produced by the association
- **Free participation in Working Groups and Logistic Pillars.**
- **Access to consultancy services** (insurance, legal advice).
- **Special rates** for participating in **technical training courses** run by expert instructors.
- **Special rates** for participating at the **Annual Conference: 1 delegate at 50% of participation fee**
- **Special rates for Sponsorship Fee of the Annual Conference:** up to 25% of discount based on sponsorship fee.
- **Free participation in Workshop&Working Tour: 1 delegate.**
- **Special rates for Technical Partnership Fee of Workshop&Working Tour.**





# PLUS Membership

Euro 3.000,00

- **Access to technical material, white papers, guidelines and conference presentations** produced by the association
- **Free participation in Working Groups and Logistic Pillars.**
- **Access to consultancy services** (insurance, legal advice).
- **Free GAP analyses** of **your** operational or logistics **flow** by pharmaceutical manufacturing experts.
- **Special rates** for participating in **technical training courses** run by expert instructors: **1 participant 1 course per year.**
- **Special rates** for participating at the **Annual Conference: 1 delegate free**
- **Special rates** for **Sponsorship Fee of the Annual Conference:** up to 25% of discount based on sponsorship fee.
- **Free participation in Workshop&Working Tour: 1 delegate.**
- **Special rates for Technical Partnership Fee of Workshop&Working Tour .**



# SUPPORTER Membership

Euro 5.000,00

- **Access to technical material, white papers, guidelines and conference presentations** produced by the association.
- **Free participation in Working Groups and Logistic Pillars.**
- **Access to consultancy services** (insurance, legal advice).
- **Free GAP analyses of your operational or logistics flow** by pharmaceutical manufacturing experts: + **free plan on how to bridge the gap.**
- **Special rates** for participating in **technical training courses** run by expert instructors: **2 participants 2 courses per year**
- **Special rate** for participating at the **Annual Conference: 1 delegate free and 1 delegate at 50% of participation fee.**
- **Special rates** for **Sponsorship Fee of the Annual Conference:** up to 25% of discount based on sponsorship fee.
- **Free participation in Workshop&Working Tour: 1 delegate.**
- **Special rates** for **Technical Partnership Fee of Workshop&Working Tour.**





# Contacts



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