

Reviews for *Supply Chain Management in the Drug Industry* (Wiley, 2011)

"Using charts, graphic imagery and guest writers' insightful comments, this text delivers an excellent message for the corporate executive, the investor in pharma stocks, the regulatory professional and (last and not least) the lawyers who advise the company.... Every reviewer has a list of wished-for items, but I'm pleased to say that Rees's book met all of my needs and then some.... Rees has a keen eye for what could go wrong in the drug maker's supply chain."

—**Professor James O'Reilly**, University of Cincinnati and Chair of the FDA committee of the American Bar Association

"Hedley Rees' book is a timely antidote to the faddish advice and writing about outsourcing and lean supply chain management that has bedevilled good practice in the industry, and in supply chain management thinking in general. In a series of well researched and documented chapters about the pitfalls of inappropriate practice in the end-to-end supply chains for pharmaceuticals and drugs this volume demonstrates the key problems faced by the industry in managing supply chains holistically and for customer value. It also provides useful insights into the major positioning methodologies that the industry should use to make appropriate make/buy and strategic sourcing decisions with suppliers."

—**Professor Andrew Cox, Chairman, Advisory Board**, International Institute for Advanced Purchasing & Supply (IIAPS), former Director of the Centre for Business Strategy and Procurement at Birmingham University Business School, the first ever MBA in Strategic Procurement Management.

"I found it to be a knowledgeable and insightful overview of the role of Supply Chain Management in the Pharmaceutical Industry. I found that it touches knowledgeably on both the small and large molecule products, which most texts fail to do. Hedley has done the industry a significant favor by laying out, in a single volume, a road map for how Supply Chain should function in today's Pharmaceutical Industry."

—**James Donlevie**, Former VP - Worldwide Logistics, Global Biologics Supply Chain, Johnson and Johnson; Currently GPPS, Inc.

"The 'radical' idea to engage SC thinking in the early stages of drug development could lead to a revolution in pharmaceutical profitability and patient access.... CEOs of pharmaceutical companies should pay attention...with input from various expert sources, the text reads as a 3-part case introducing those in Supply Chain to the world of Pharmaceuticals, those in Science to the world of Supply Chain, and finally a roadmap for a solution to a problem that is recognized but has not yet achieved the "burning platform" stage. If you own stocks in any such companies, tell the CEO to read this book. It took 25 years for consumer goods companies to recognize that Supply Chain professionals add value by being involved in strategic planning as opposed to being tactical cost managers. It may take a while longer to convince those in the Pharma world that involving SC with their R&D teams can provide a similar benefit, but the change will come. Those who follow the advice of this author may well lead the way."

—**Rick Cleveland**, P.Log, Director of Programs, The Logistics Institute

"Through his passion to make a difference in the Pharma industry, Hedley has masterfully addressed the complexities of total supply chain management from product development through commercialization. Building on his years of experience within Pharma and with other regulated industries, Hedley offers solutions that are insightful, proven, holistic and impactful. This easy-to-read book offers a refreshing style that keeps the reader engaged."

—**Marla A. Phillips**, Ph.D., Director, Med-XU, Xavier University

"Subject: congratulations on the new book

Hello Hedley,

Just found a copy of your SCM book on my desk today. What a fantastic resource! We'll plan to spread the word. Let me know if there's someone at Wiley I can contact directly about possibly excerpting some key sections.

Kind regards,

Paul"

—**Paul Thomas**, Senior Editor at Pharmaceutical Manufacturing, Putman Media

"Que vous soyez nouveau dans l'industrie ou un vétéran de 30 ans, ce livre très simple et vivant devient une lecture indispensable pour bien comprendre tout ce dont vous avez entendu parler de la supply chain pharma sans jamais pouvoir vraiment le comprendre.

And it is good for your English!!"

—**Peter Klym**, Consultant and Operational Interim Manager at Peter Klym Management; Principal Consultant at NDA Consultants

[http://www.amazon.fr/gp/cdp/member-reviews/AJPSI04ORGQLL/ref=cm_pdp_rev_title_1?ie=UTF8&sort_by=MostRecentReview#RP_RRR77F1321S]

"Hedley's interesting exploration of SCM issues includes business, control, regulatory and technical aspects. The book is salted with many personal experiences which keep the reader entertained as well as informed. This book is a must read for those entering into the SCM fields as well as all those who intersect with SCM."

—**Bob Coleman** former FDA National Expert Drug Investigator and currently Senior Compliance Expert - Pharmaceuticals, IHL Consulting Group, Inc., Atlanta, GA

"This book is set to become the 'bible' of supply chain management for those working in clinical trial supplies, either as a sponsor company or CMO/CRO or other service provider. Part I provides a broad overview then explores the patient perspective, followed by detailed accounts of the drug development process (clinical and non-clinical), US/EMA regulations including GMP/GDP and a full account of the stages that make up an end-to-end Pharma supply chain.

The final chapter on the reasons why Pharma supply chains don't perform is an eye opener!

Part II explains the various processes of supply chain management and how they can be used to make a business more competitive. It finishes with a practical account and case study of how it all works as an integrated whole. Part III looks at ways in which other sectors have made improvements in their supply chains and then reviews what is currently happening in Pharma through the various modernization initiatives. The last two chapters deal with cultural and organizational change and how that can be applied in Pharma for the benefit of all.

— **Fiona Withey Ph.D**, Business Development & Project Management Director, Biotec Services International

[http://www.amazon.co.uk/product-reviews/0470555173/ref=dp_top_cm_cr_acr_txt?ie=UTF8&showViewpoints=1]

“Coming from the science side of the business, from drug substance to drug product, I can say the book is a must read for the lab rat, department head or anyone in management that wants to see beyond the blinders.”

—**Pedro Hernandez**, PhD, Pharmaceutical Consultant and leading expert in QbD/PAT

[http://www.amazon.com/Supply-Chain-Management-Drug-Industry/product-reviews/0470555173/ref=dp_top_cm_cr_acr_txt?ie=UTF8&showViewpoints=1]

“I've built my career experience at premium logistics service companies for Life Science/Biopharma Industry. It was great pleasure to find this book because it is very useful and easy to understand both my logistics industry and customer's industry. Following my experience, customers think logistics is important but they don't know it well and logistics providers want to provide good service to the customers but they don't know customer's requirement well. This book will be a good guide if you're in drug industry and/or logistics industry.”

—**Linda Kim Hee-Yang**, Former World Courier, Korea

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