CASE STUDY:

Innovations in specialist wholesale medicinal products

Teccom is a certified pharmaceutical wholesale company based in Sarstedt near Hanover. As logistics specialist for the company pharmacia24, Teccom has unparalleled know-how as a specialist wholesale provider in the pharmaceuticals market. The company has developed an innovative special packaging, which keeps medicines temperate for 24 hours. Logistics provider GO! realises over 1,000 overnight shipments per month on behalf of the pharmaceutical wholesaler, which are delivered by midday the following day.

The story began in 1988 with the foundation of the company Teccom as an engineering company. 10 years later Teccom was active in the medicinal and pharmaceutical market for diagnostic and diabetic supplies as well as medical lasers. Following the authorisation of the pharmaceutical wholesale trade in 2002, the range of goods has been expanded to pharmacy and prescription pharmaceuticals. pharmacia24 sees itself as a partner to pharmacies and offers a variety of services, like for example in the logistics handling sector, optimisation and consultation for purchasing and warehousing. But also, training courses on sales techniques and the placement of advertising activities add value.
Teccom benefits from the introduction of the GDP guidelines

Due to the entry into force of the European Union Good Distribution Practices guidelines (GDP), the specialist has been able to constantly expand its business with high-priced medicines. Today, pharmacia24 supplies around 2,500 pharmacies throughout Germany. The logistics specialist Teccom has its own network. A reliable logistics service provider with direct service for mainly overnight deliveries with continuous monitoring was sought. The decision went to GO!. In the meantime, GO! has taken on 90 per cent of all shipments with an extremely minimal complaint rate. ‘GO! is our main logistics provider for pharmacy deliveries in Germany within 24 hours. Thanks to our self-developed cooling packaging, ambient transport (for example 2-8 degrees or 2-25 degrees) is no longer a problem,’ tells Jens Küstermann, managing director at Teccom. ‘We are expecting an increase in transport volume and, together with GO!, we would like to serve our customers even better in the future,’ Küstermann continues. GO! looks forward to being able to grow innovatively with its partner Teccom and to make the business accessible to other market players.

About Teccom medicinal products Vertriebs GmbH

Teccom is a certified pharmaceutical wholesale company based in Sarstedt close to Hanover. Currently, pharmacia24 supplies around 2,500 pharmacies throughout Germany. Teccom is GDP-certified and has developed its own packaging for its transport requirements.

The company was founded in 1988 and today operates successfully in the pharmaceutical market with a permanent workforce of 25 employees. The company provides a range of further services like project management, product placement as well as overseas logistics and storage too.

About GO! EXPRESS & LOGISTICS

GO! Express & Logistics is Germany’s largest unaffiliated provider of express and courier services. The worldwide partner network was established in 1984 and currently includes over 100 GO! stations in Germany and Europe. Highly qualified employees and couriers transport more than 6.0 million shipments per year.

True to the corporate philosophy IT’S ALL ABOUT TIME, GO! offers regional courier transport and worldwide express delivery of goods, documents and particularly time-critical shipments round the clock 365 days a year. Customised supply chain solutions, tailor-made industry solutions and special services in response to complex customer requirements complete the portfolio.

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