

# Changing Lives – One Shipment at a Time

*Transportation Solutions  
for the Life Sciences*

**AXIS GLOBAL**<sup>™</sup>  
LOGISTICS







# A Special Responsibility

**A**s a company that specializes in time-critical shipments that require a high-degree of personal attention, Axis Global Logistics is ideally suited to deliver the level of service required by life science companies.

Why is Axis so well-positioned to meet the exacting demands of the life science sector?

Simply put, Axis understands that the handling and transport of this type of precious cargo carries with it a special responsibility and that more often than not there are no second chances. Whether a shipment is a precious gift from a donor family or a life-altering treatment or therapy, Axis knows that time is of the essence and there is absolutely no margin for error when you literally hold someone's future in your hands. Axis delivers each and every shipment with a focus on shipping efficacy, reduced turnaround or transit times, and expedited transit in order to minimize the cold ischemic time.

But Axis' fundamental understanding of the gravity of each and every shipment is not the only reason that executives in the life science community choose to partner with us.

These decision-makers turn to Axis for their logistics services because they know that Axis has both the experience and the systems in place to ensure that these critical shipments are delivered precisely when and where they are needed and – when organs, tissue, blood and cell therapies are involved – within the proper temperature range.

They also know that Axis will provide them with a solution that optimizes costs and efficiency and offers visibility and control – a solution built on global capabilities, industry-leading technology, the highest-possible degree of personal service and, most importantly, a thorough understanding of the needs of the life science sector.



# A Customized Solution for Each Life Science Sector

## Cord Blood

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Helping to ensure a family member's future health and well-being – that's the promise offered by cord blood. But this promise can only be kept if that cord blood is handled, transported and delivered in a manner that maintains both its viability and stem cell count. The Axis focus is on door-to-door mission critical transportation of cord blood to your cryogenic storage facility or to a transplant center within the specific regulatory guidelines.

Axis is ideally positioned to make sure that your irreplaceable shipment is kept within the prescribed temperature range and delivered safely and as expeditiously as possible. Whether moving your cord blood collection or LN2 vapor shipper around the corner or a long distance via our Next Flight Out service, Axis will help to maintain proper custody, control and container orientation. Axis can also help you with your bottom line by designing a hybrid transportation solution that is customized to your company's needs while always utilizing a medical courier for bedside pick up.

## Organ Transplants

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When it comes to providing logistics services to Organ Procurement Organizations, Axis Global Logistics understands that there are no second chances. When it concerns a precious gift from donors and their families, time and the integrity of each shipment is of the utmost concern. Axis Global Logistics understands that if this delicate and perishable shipment is not delivered precisely where and when it is needed and handled in strict accordance with prescribed guidelines, the consequences can be tragic.

The goal of Axis Global Logistics is to deliver each and every shipment with a focus on shipping efficacy and expedited transit in order to minimize the cold ischemic time. The Axis Global Logistics philosophy is why OPOs turn to us for their logistics services. They know that, since there are no second chances, they need a logistics partner that specializes in the handling of these types of critical shipments, one that has industry-leading systems in place to ensure that each donor's gift is delivered precisely on time. Axis provides logistics solutions that optimize costs and efficiency, and offer visibility and control.



# A Customized Solution for Each Life Science Sector

## Medical Devices and Equipment

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Your customers purchase top-of-the-line products from you, and they expect those products to be well-maintained. Axis will help you uphold these service commitments with fast and accurate delivery of your critical spare parts. Our door-to-door service will tighten your service parts supply chain, minimize downtime, and help your field engineers speed those products back in service – whether it involves something as large as an MRI machine or as small as a titanium pin, an implantable pacemaker or orthopedic device.

Hospitals, medical centers, and various health care facilities naturally need their parts to be handled and stored in a safe and secure manner and delivered where and when they are needed and in perfect condition. Decision-makers in the medical device and equipment field choose Axis as their logistics partner because they understand that Axis will provide them with a customized single-source supply chain solution that optimizes costs and efficiency and offers visibility and control – so patients and doctors have exactly what they need... exactly when they need it. Most importantly, these executives know that Axis has a thorough understanding of their highly-specialized needs – experience that is critical when dealing with equipment that has such an impact on people's lives.

## Cell Therapy

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Cell therapies have become an important modality in the treatment of diseases. Logistics plays a critical role in this process from collection through manufacturing and delivery back to the patient. A key component of this system is a logistics and distribution network capable of accomplishing the coordinated movement of cellular material to accommodate patient and manufacturing schedules. Axis has the experience and expertise to provide this mission critical transportation with door-to-door service.

Whether it involves providing services to biotech and pharmaceutical companies or picking up a cell-based therapy from a manufacturer and delivering it directly to the patient, Axis is a logistics partner that specializes in the handling of these types of critical shipments – one that has industry-leading systems in place to ensure that each patient's therapy is delivered on time, in the proper temperature-range and with respect to orientation. Axis' transportation solutions will meet your precise requirements – we are proud to play a small part in helping to make the promise of cell therapy a reality.



## Tissue Donations

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**A**xis understands the importance of recovered tissue from donors and greatly respects the decision by their families to donate. Time and the integrity of each shipment is our overriding concern so that recovery, processing and distribution of human tissue grafts used for transplantation can safely be delivered to those who need this life-altering gift. Tissue donations are often referred to as the gift of life and with good reason. These life-changing treatments used from bone, connective tissue, skin or corneal donations both save and improve the quality of people's lives and need to be transported with a focus on care, custody and control.

At Axis we believe the only way to truly thank the selfless individuals who make these donations is to ensure that their precious gift is used for its intended purpose. By working with Axis you partner with a logistics company who will keep this delicate and precious cargo in pristine condition and deliver it precisely when and where it is needed. Axis' unparalleled experience in time-critical transportation and industry-leading systems and technology will allow you to do just that – and will help you fulfill the promise you made to the people who have so generously offered others this irreplaceable gift.

## Blood Banking

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**D**onated blood is a precious and limited resource with many inventories limited by just-in-time testing. In order for these selfless donations to help others, Axis understands that the tubes for testing, blood, and blood products must be transported quickly and effectively so as to reduce critical turnaround times. This transportation process must be handled properly after being picked up from the draw site and delivered as expeditiously as possible to the testing lab or resource sharing site.

Managing this type of delicate transfer is our focus here at Axis – we specialize in shipments just like this – shipments where there is simply no margin for error. Axis' mission critical services ensure that your tubes and blood will be delivered on time and in perfect condition and in doing so we make sure that you keep faith with the people who make this life-giving donation. When someone donates blood they do so with the expectation that their generous gift will be used to help those in need and Axis is dedicated to helping you fulfill this commitment.







# **Global Capabilities... Industry-Leading Technology... Personal Service**

## **International Services**

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Sending a package with life-changing contents internationally carries with it a special set of concerns – ranging from maintaining the integrity of such perishable cargo over what can be a significant distance and period of time to dealing with often complex customs requirements. Decision-makers working in the life science sector turn to Axis because they know we have the international experience and presence that they need – Axis has facilities at strategic locations across the United States, Canada, Europe and Asia and more than 800 agents worldwide.

Whether it involves hand carrying a package across the border or around-the-world or chartering an airplane to reach that remote location, Axis has a solution that ensures your life-altering shipment will be delivered when and where it is needed – no matter how challenging the journey.

## **Forward Stocking Locations/Order Fulfillment**

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Delivering critical materials into your hands precisely when and where you need them – that's the focus of Axis' forward stocking and order fulfillment services. Pre-positioning these materials at one of Axis' strategic locations boosts flexibility and cuts turn-around-time and costs.

Axis' forward stocking and order fulfillment services are built on our industry-leading technology which streamlines the fulfillment process and eliminates unnecessary steps – all of which ensures that these essential items end up in the proper hands at the proper time. These important services truly help you help your customer partners.



# ***Global Capabilities... Industry-Leading Technology... Personal Service***

## **Mission Specific Air Charter**

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Axis' transportation solutions are built on global capabilities, industry-leading technology and highly-personalized service – qualities that are indispensable when you need someone to help you arrange something as important as your next mission critical charter flight. The skilled and knowledgeable customer service representatives at our solutions center are available 24 hours a day to assist you in arranging that mission critical charter and also to help you set up ground transportation thus providing you with a one-stop door-to-door solution.

Whether it involves a small package or an entire planeload, Axis offers worldwide solutions that meet your exact requirements – solutions that ensure that your precious, time-critical shipment will be delivered safely and securely and precisely when and where it is needed.

## **Commercial Airline – Next Flight Out (NFO)/Best Flight Out (BFO)**

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Next Flight Out (NFO)/Best Flight Out (BFO) service is typically described as a same-day delivery service that uses commercial airlines to transport a time-critical shipment to its domestic or international destination in the fastest possible time. The effectiveness of any NFO/BFO service, however, is dependant on the expertise of your logistics partner – a consideration that becomes that much more critical when it involves a life science-related shipment.

Axis' seasoned team of professionals carefully manages, monitors and tracks each and every NFO/BFO package – from pickup to delivery – and our partnerships with the major airlines and thorough understanding of their operations ensure that your time-critical shipment arrives exactly when and where it is needed.



## **Expedited Surface Transport**

The life science sector does not operate on a nine-to-five basis – so when you have a time-critical ground shipment that needs to be picked up and delivered according to your precise schedule you need a logistics partner with the ability and agility to meet your exacting requirements.

Axis' expedited surface transport service is designed to do just that – to provide you with door-to-door service to ensure that your life-altering delivery reaches its destination in pristine condition and as soon as humanly possible – whether that destination is around-the-corner or many miles away. Axis offers customers a variety of expedited surface transport solutions.

## **On Board Courier/Hand Carry**

Shipments containing organs, blood and tissue require the utmost care when they need to be transported by commercial aircraft – that means using a specially-trained on board courier who will accompany this precious package each step of the way – from pickup to delivery right into the hands of the recipient.

Axis' years of experience handling this type of time-critical and delicate cargo allows us to provide you with a door-to-door hand carry service that takes care of every detail and offers you complete visibility – a service that ensures your life-altering shipment will be transported in the safest and most expeditious manner possible.





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