

How to deliver to patients faster – with Hand Assembly and bindery by Körber



Launching a new product or running a clinical trial? Speed to market is critical. But what happens when market timelines outpace packaging equipment availability?

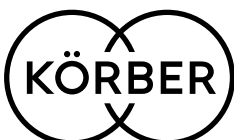
By acquiring majority ownership of the printing and packaging company Rondo-Pak in the beginning of 2024, Körber's Business Area Pharma has expanded its comprehensive ecosystem in the field of pharmaceutical packaging, especially for the challenge of getting a new product to market quickly. This case study details how Körber's Hand Assembly and bindery service, through our Körber Pharma Packaging Materials USA facility, enabled a major pharmaceutical company to launch a new injectable skin disorder treatment on schedule, even before their automated packaging line was operational.

Thanks to our expertise and years of experience, we are aware of the urgency of getting a new product on the market. Our customer, a leading pharmaceutical company, developed an injectable treatment for a skin disorder, available via prefilled autoinjector and

syringe. Multiple carton variations were needed to accommodate single, double and triple packs of the devices. While the product had received regulatory approval, and a launch date was set, the specialized packaging machinery required for high-speed carton forming and product insertion was still months away from installation. This presented a significant time-to-market challenge. Traditional methods of flat-shipping cartons for automated assembly at the customer's facility were not feasible within the required timeframe.

Recognizing the urgency, besides developing six unique carton and partition designs in close collaboration with the customer, we deployed our unique Hand Assembly and bindery service. A dedicated team of over 100 skilled individuals meticulously hand-assembled the cartons and partitions using custom-designed jigs, replicating the precision of automated machinery. Over a period exceeding a year, while the customer's packaging equipment was being built and installed, our Hand Bindery team assembled over 3 million cartons, ensuring an uninterrupted supply of the life-changing treatment.

By using our Hand Assembly and bindery service, we enabled our customer to launch their product on schedule, providing patients with timely access to this treatment. The precise hand assembly ensured a seamless transition to automated packaging once the customer's equipment was installed.



Benefits at a glance



- Getting products to market quickly
- Bridging the gap between product readiness and equipment availability
- Precision that mirrors accuracy and quality of automated lines
- Handling large orders and adapting to fluctuating demands thanks to our high-volume and flexible carton assembly
- Creating unique and complex structures through custom carton and partition design capabilities



Hand Assembly and bindery: your solution for rapid pharmaceutical packaging

Our Hand Assembly and bindery service empowers you to react quickly to the special demands of the pharmaceutical industry without compromising on the quality and precision expected from a finely tuned packaging machine.

Our highly skilled and well-trained team is able to assemble tens of thousands of cartons daily with speed and precision, mirroring the output and quality of automated lines. While working closely with you and our equipment team, we ensure every design detail is addressed. This allows you to launch products even before the final packaging equipment is designed and installed.



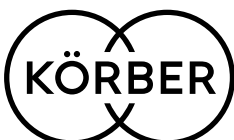
We use custom tools for each unique carton structure. Post-printing and die-cutting, we fold, glue and pack to your exact specifications. Rigorous quality checks guarantee premium products. Beyond carton assembly, we create product launch kits, sales samples and offer shrink wrapping, labeling and fulfillment – all in one place. A clear unique selling point in the eyes of Bob Reilley, president and COO for Körber Pharma Packaging Materials USA:

“There is no other company in our space that can accomplish this and help our customers seamlessly transition through all of the stages of getting a drug to market. Our ability to print, convert and assemble under one roof gives our customers one contact point – eliminating steps in the already complex drug supply chain.”



Bob Reilley,
President and COO Körber Pharma
Packaging Materials USA,
Körber Business Area Pharma

And our team understands the importance of life-changing medication. “We give 100 percent every day to deliver to our customers quickly,” a team member says.



About Körber

We are Körber – an international technology group with more than 13,000 employees at over 100 locations worldwide and a common goal: We turn entrepreneurial thinking into customer success and shape the technological change. In the Business Areas Digital, Pharma, Supply Chain, and Technologies, we offer products, solutions and services that inspire. We act fast to customer needs, we execute ideas seamlessly, and with our innovations we create added value for our customers. In doing so, we are increasingly building on ecosystems that solve the challenges of today and tomorrow. Körber AG is the holding company of the Körber Group.

Delivering the difference in pharma

At Business Area Pharma, we deliver the difference along the entire pharmaceutical value chain by offering a unique portfolio of integrated solutions. Based on in-depth experience spanning consulting, inspection, transport systems, packaging machines and materials, track and trace and software, we understand the challenges in pharmaceutical processes and regulation that our customers face day to day, from the beginning to the end of their production. For them, we deliver the difference to unlock the potential of global pharmaceutical and biotech manufacturing.

Contact us today

Are you facing the challenge of bringing a new product to market as quickly as possible even though the machines have not yet been designed or installed?

Then don't hesitate to reach out to our expert team and benefit from the competitive advantage of our Hand Assembly and bindery service, seamlessly integrated within the Körber Ecosystem.

If you have any questions or need further assistance, please use our contact form. We are here to help.

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Delivering the difference in pharma

As your personal partner and expert for the pharmaceutical industry, we support you in all matters relating to sustainable packaging solutions – from design to implementation in your production.

- Development of a solution tailored to your products and needs
- Advice, planning and further development of the packaging design along your entire value chain
- Supply of sustainable packaging solutions in accordance with GMP specifications for greater safety and improved patient compliance
- Unlock your potential and receive support from over 2,500 pharmaceutical experts at 100 locations worldwide

Industry sector

Pharma & Biotech

Production sites

Allschwil, Switzerland
Apex, NC, USA
Bad Türkheim, Germany

Camden, NJ, USA
Ejpvovice, Czech Republic
Möchenglattrach, Germany

