



Generic substitution

Casestudy

Background

- Client required branded drug which 'went generic' during life of trial

Strategic advice

- Durbin advised on launch timings and cost minimisation
- Durbin negotiated with generic manufacturers and obtained 40% discount

Procurement

- Durbin sourced all products from generic manufacturer on guaranteed supply agreements

Distribution

- Durbin supplied to client

Client benefits

- Client gained significant savings
- Client only had to deal with one vendor
- Client knew when to use generic
- Security of supply
- Significant cost savings
- Significant cost savings

Durbin your trusted partner for clinical trial comparators