

# ThermaVIP+™ and Sofrigam

Delivering the Cold Shipment Solution Pharma Can Count On

## The Challenge:

Sofrigam is the provider of insulated and refrigerated packaging solutions for the world's largest pharmaceutical and biotechnology companies. In light of their customers' increasingly sensitive biotech products requiring stricter temperature control during shipment, Sofrigam was in the market for a top-line thermal shipping solution with Vacuum Insulation Panels (VIPs). Their diligent search turned up several existing VIP solutions, however each one presented three main weaknesses: they were fragile, they were expensive, and their panel/box assembly was both difficult and time-consuming. With end customers around the world waiting with bated breath for the first shipments of vaccines and medicines to treat COVID-19, none of these offered a viable option. Fortunately, Sofrigam established a relationship with Avery Dennison, a new supplier of insulation to the cold shipping market with its own innovative solution.

## The Solution:

Sofrigam joined forces with Avery Dennison by integrating its new line of VIP panels reinforced with PU encapsulation - ThermaVIP+. Upon testing, the panels showed outstanding thermal performance and were so resilient to impact and mechanical damage that they could be re-used without refurbishment, an unexpected and highly valuable benefit. Their solid format also made assembly simple and speedy.

Sofrigam adopted the ThermaVIP+ panel solution, and launched the high-performing Elite Cubic line. Specially adapted to withstand logistic circuits with differing logistical and climatic conditions, the Elite Cubic line offers a premium range of 40 different cold-chain product solutions to answer the challenges of last-mile Covid-19 vaccine distribution facing the pharma market.

## The Result:

The key factor for Sofrigam in making its selection was the robustness of the ThermaVIP solution. With less likelihood of mechanical damage, box performance could be counted on to minimize shipping failures or temperature deviation. The sturdy, reusable, re-shippable packaging delivered a sustainable and energy-efficient cost advantage as well.

The increased thermal reliability of the panels also increased the window of feasible transit time from 5 days to a 7-day shipment time. This drastic extension led Sofrigam's customers – and new potential customers - to feel increased confidence that their sensitive biopharmaceuticals would not be exposed to temperature excursions due to unexpected delays, and that critical and often life-saving supplies would be more likely to arrive securely, on time and undamaged.



***“Choosing Avery Dennison's robust ThermaVIP+ insulation for our new Elite Cubic cold shipper line means Sofrigam can offer the pharma supply chain a shipping solution with unequalled thermal and mechanical protection. This is a huge step towards ensuring the safe, effective and economical delivery and distribution of pharmaceuticals.”***

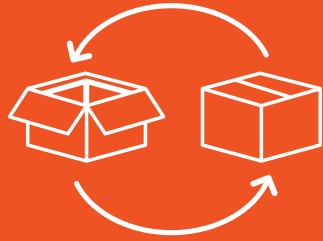
Sofrigam Laurence LABRANQUE,  
Head of US Business Unit





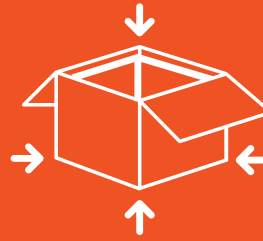
### High performing

Prolongs transit time



### Robust

Rely, Reuse, Relax



### Compact

Saves space



### Cost effective

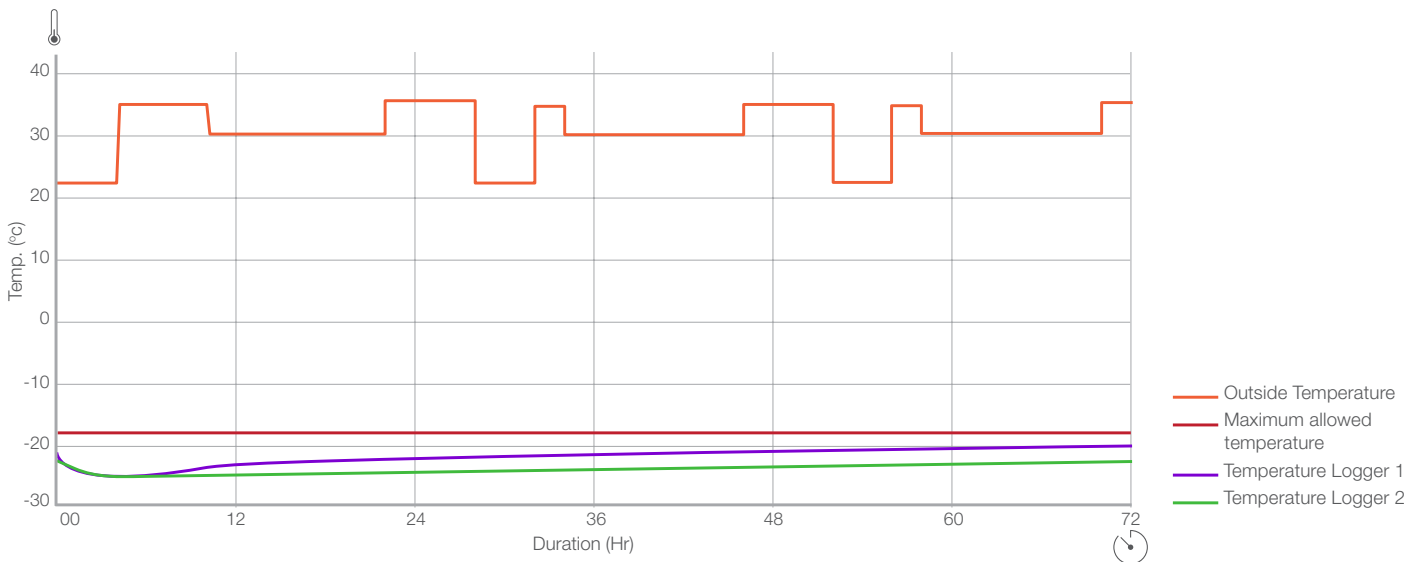
Offers top line solution, economically

**Optimal shipping volume/payload ratio - cutting shipping costs by up to 50%!\***

## Outstanding Thermal Reliability

**Objective:** This test checks the performance of the Elite Parcel Shipper 21L with full load water bags, under the ISTA 7D standard summer profile. Three internal probes are used as requested by NF S 99-700 for a payload between 2 and 50L.

### Test 19-747 - Full load - ISTA 7D Summer



The Ater Metrologie laboratory certifies that the Elite Parcel Shipper 21L with full load keeps products below -18°C for at least 72 hours, under ISTA 7D standard summer profile.

\*According to calculated comparative testing using proprietary software, compared to solutions using traditional insulation.



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## About Avery Dennison

Avery Dennison (NYSE: AVY) is a global materials science company specializing in the design and manufacture of a wide variety of labeling and functional materials. The company's products, which are used in nearly every major industry, include pressure-sensitive materials for labels and graphic applications; tapes and other bonding solutions for industrial, medical, and retail applications; tags, labels and embellishments for apparel; and radio frequency identification (RFID) solutions serving retail apparel and other markets. Headquartered in Glendale, California, the company employs more than 30,000 employees in over 50 countries. Reported sales in 2019 were \$7.1 billion.

Learn more at [www.averydennison.com](http://www.averydennison.com)

## About Sofrigam

For more than 40 years, Sofrigam has been designing and manufacturing cold chain solutions meeting the most demanding needs of the biotechnology, pharmaceutical and chemical industries. Its active and passive temperature-controlled solutions and its full integrated services use the best available energy-efficient technologies to improve the quality of shipments, protect the lives of patients and minimize the impact of cold chain logistics on the environment. Sofrigam has several locations across the globe: its original manufacturing plant in France and its affiliate in Texas, United States.

As an entity of the SOFRIGAM GROUP, Sofrigam brings its expertise and unparalleled pharmaceutical cold chain knowledge to meet the different needs throughout the supply chain, from manufacturing to last mile delivery.

Learn more at [www.sofrigam.com](http://www.sofrigam.com)

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