

5.1.2e

Novo Nordisk B.V.
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Changing Diabetes by a healthy diet

Gezond eten is voor mensen met diabetes belangrijk. Wilt u informatie over de belangrijkste voedingsstoffen die het lichaam nodig heeft? [Lees meer](#)

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Op 25 mrt. 2020 om 07:39 heeft [5.1.2e] <[5.1.2e]@minvws.nl> het volgende geschreven:

Dank voor het vroege signaal [5.1.2e]

Groeten [5.1.2e]

Van: [5.1.2e] <[5.1.2e]@novonordisk.com>

Verzonden: dinsdag 24 maart 2020 21:14

Aan: [5.1.2e] <[5.1.2e]@minvws.nl>

Onderwerp: Fwd: Potential supply chain challenge as result of April 1st WGP price revision and COVID-19

Beste [5.1.2e]

Hieronder een lang bericht wat ik vanavond ontvang vanuit mijn organisatie aangaande 1 April en de uitdagingen die wij zien mbt onze voorraden ten tijden van de huidige crisis.

Kort gezegd wij moeten per 1 April quoteren om onderstaande redenen wat waarschijnlijk gaat leiden tot tijdelijke tekorten op patiënten/ apothek niveau. Uiteraard stellen wij alles in het werk om dat op te lossen wanneer deze gevallen zich voordoen.

Ik hoop je hiermee weer voldoende geïnformeerd te hebben tav de verwachting mbt onze Insuline voorraden en aankomende problematiek.

Met vriendelijke groet,

[5.1.2e]

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Begin doorgestuurd bericht:

Van: 5.1.2e <5.1.2e@novonordisk.com>

Datum: 24 maart 2020 om 20:46:34 CET

Aan: 5.1.2e <5.1.2e@novonordisk.com>

Onderwerp: Potential supply chain challenge as result of April 1st WGP price revision and COVID-19

Dear 5.1.2e,

As discussed today and on several other occasions we are to date coping well with the challenges COVID-19 is posing on our Supply Chain. The team, both here in NL but also abroad is doing an excellent job in keeping all our production facilities going and to keep the supply routes into NL functioning close to uninterrupted.

We are currently in a situation where we have stock in NL available to supply the Dutch market demand fully with all key products. In addition we have plans in place to continuously replenish the stock of different products in due time to safely avoid any stock out situations despite increasing local demand for our products. In the last weeks we have seen some tendencies for increased stocking at patient level and although we do not see a need for such actions we have been well able to cope with this increase in demand and as such this will not impact our ability to continuously supply patients with their medicines.

There is however one potential threat to our solid supply chain and that is the risk of a short term spike in export business by partners in our supply chain. With prices warrying across European countries and constant changes in relative price levels between countries, the situation is highly dynamic. The upcoming WGP price revision effective April 1st will result in Dutch prices which are significantly lower than in several other European countries. This means that our supply chain partners will expectedly see an opportunity to 1) stop import of certain products to NL, 2) start export of certain products from NL. The impact of an import stop is possible to estimate precisely and as a result we have increased our Dutch stock levels, however the impact of an export start we cannot accurately forecast. As a consequence we will expand our quotation coverage to several additional products effective April 1st (17 products in total vs. previously 6 products). The purpose of the quotation setup is to ensure that we are always able to supply Dutch patients and that we don't encounter stock our situations, as the setup limits how much individual supply chain partners can purchase from Novo Nordisk in NL. The quotation system is maintained unilaterally towards all trade partners in our supply chain and is fully and carefully aligned with European trade law.

What makes the April 1st WGP revision and resulting increase in quoted products challenging is that it coincides with a desire from some Dutch patients to stock up on their diabetes products perhaps due to the current COVID-19 epidemic. As more products are quoted and at the same time patients are demanding more from us we will expectedly during April face a large number of situations where our wholesalers (based on input from their partner pharmacies) will have to document that they have a patient demand before we can release additional product into the market (that is how we manage quotation ceilings). Under 'normal' circumstances this process works well but under the current COVID-19 circumstances where there is already significant stress in the supply chain the administrative burden of the quotation setup will become more challenging for all involved.

An additional potential consequence will be that some patients who encounter a pharmacy working with a wholesaler who have reached the quotation ceiling might be asked to come back to the pharmacy a few days later which again might spark fear of a pending stock out situation (however wrong that might be), which might again fuel further desire for some patients to hoard products making the situation even more challenging.

Again, I have no doubt that we (NN) will manage this situation and we are currently gearing up internally for the administrative challenge however the adverse effects on partners in the supply chain and ultimately perhaps patients is not in our control. This email is intended to flag this potential challenge which is a result of the unfortunate combination of COVID-19 and a WGP price revision round.

All the best

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