

cencora



# Ancillary supplies

## An essential part of clinical trials

Ancillary supplies play a vital role in clinical trials, supporting patient care, data collection, and trial execution. From syringes and needles to diagnostic kits and medical devices, these essential items ensure trials proceed smoothly and on schedule. At Cencora, we understand the unique challenges and increasing complexity of sourcing ancillaries in today's global clinical trial landscape.

## Unique challenges often overlooked

When sourcing ancillaries for clinical trials, failing to prioritize protocol adherence, regulatory and compliance requirements, and day-to-day logistics can cause delays, inefficiencies, and added costs – ultimately putting trial timelines and patient outcomes at risk. And while ancillary sourcing is often seen as straightforward, it carries distinct challenges that can quickly add complexity:

### 1. Underestimated operational and financial risks

Because ancillaries are often viewed as “low risk,” they may receive less upfront planning and may lack strong contingency plans. They can also be missed in early budgets, yet costs escalate quickly at scale and are harder to justify later when protocol changes require updates. Additionally, regulatory and country-specific requirements can introduce complexities – such as import licenses, labeling, and certifications – that can delay shipments and jeopardize trial execution.

### 2. Requirements that are frequently unclear or changing

Ancillary needs often differ by protocol version, study site, and country, and even small study design changes can introduce new SKUs or modify existing ones. Short product life cycles, substitutions, and discontinuations can also require re-validation and additional approvals.

### 3. A highly fragmented supplier landscape

Ancillaries are often sourced from multiple niche suppliers and local or regional vendors, many of whom lack consistent global coverage. This can lead to variable quality, inconsistent lead times, and constraints on pricing and product availability.

## Your plan for success

Ancillary sourcing may look simple, but shifting requirements, country-specific regulations, and a fragmented supplier base can introduce major timeline and cost risk. Cencora helps reduce that complexity with experienced guidance, global sourcing strength, and end-to-end logistics – so you get the right supplies, in the right place, at the right time:

### Expert guidance to minimize risk

Our dedicated team asks the right questions to help you confirm specifications, site and country needs, and the necessary certifications and approvals. When requirements evolve, we help ensure you receive exactly what you need.

### Global sourcing to navigate a fragmented supplier landscape

With an extensive network of qualified suppliers and distributors, we help secure consistent, high-quality ancillaries across geographies. This improves availability, lead-time reliability, and supply continuity – without sacrificing cost control.

### End-to-end logistics designed for clinical trial timelines

Our integrated global supply chain capabilities support scalable distribution while protecting product integrity. We help reduce the risk of delays and disruptions by proactively managing shipping, delivery coordination, and issue escalation from origin through site delivery.

**When it comes to ancillary supplies, Cencora delivers the expertise, reliability, and global reach needed to keep trials on track.**

**Let us help you overcome sourcing challenges and deliver the supplies your trial depends on – safely, efficiently, and reliably.**