

## The Changing Face of the Industry



Interphex 2013 was an enlightening opportunity for CustomVault to engage with a number of pharmaceuticals. We appreciated customer insight into the flurry of activity in pharmaceutical security this year. What are the trends?

### **Vault Expansion.**

Yes, we regrettably talked to some that are actually tearing down vaults in response to changes in infrastructure and regional needs, but many others who have modular installations are instead relocating them to accommodate geographic shifts in demand. And even more customers are either adding to their vault line-up and/or expanding vault storage to accommodate the growing number of new Schedule I and Schedule II pharmaceuticals. CustomVault is expert at not just designing and building new modular vault installations, but at relocation and expansion. Our customers come back to us time and time again as their vault needs change, and 2013 will continue to be a very busy year.

### **Vertical Integration.**

The recent alliance of Amerisource Bergen and Walgreens sets the tone of things to come in the industry. We will likely see more and more integration between manufacturing, distribution and retail for the sake of supply chain efficiencies and best practice development. This in turn will affect the structure of pharmaceutical storage. CustomVault is prepared to accommodate evolving security needs.

### **Enhanced Electronic and Other Security.**

Vaults and cages are the epicenter of pharmaceutical storage, but need to be complemented by electronic security (video surveillance, access control, intrusion alarm) and perimeter security (access control, gates, intrusion alarm). The pharmaceutical industry is not alone in increasing its level of sophistication with regard to these elements. Technology is changing and improving at a rapid pace, and a number of customers are leveraging new advances to optimize systems. CustomVault now offers a full suite of electronic security products that represent the most current advances.