

CASE STUDY

CASE STUDY • SUPPLY

SECURING SUPPLY AFTER A SUPPLIER DISCONTINUATION

Prepared by **PAN-Biotech**

Author:

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6 Aug 2026 · Anonymised customer story

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SECURING SUPPLY AFTER A SUPPLIER DISCONTINUATION



When an incumbent supplier discontinued an established RUO / for-further-manufacturing product, PAN-Biotech absorbed the whole transition end-to-end under PAN Complete – reproducing the product to specification, carrying its FDA product registration and delivering full customisation – and turned a supply-security emergency into a documented, secure supply.

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Results at a glance

- **Supply secured** · a documented, secure supply chain; product in supply
- **FDA product registration** · carried by PAN-Biotech for the transferred product
- **End-to-end (PAN Complete)** · registration, sourcing, production, QA/QC, logistics
- **Full customisation** · complete customised packaging reproduced to spec

This story is published with the customer **anonymised**. It describes a real PAN-Biotech engagement; the customer's name is withheld.

THE CONTEXT

An established product, an established supply

An established product owner relied on an RUO / for-further-manufacturing product that had a settled place in its own customers' workflows. The supply was routine – until it was not.

THE CHALLENGE

When an incumbent supplier exits

The existing supplier discontinued the product, and the owner faced an urgent gap. They needed a new manufacturer who could reproduce the product to specification, carry an FDA product registration, and deliver full customisation – all within a short time frame, before the shortfall reached their own customers. A supplier exit had become a supply-security emergency.

THE SOLUTION

One partner, end-to-end under PAN Complete

A single partner absorbed the whole transition end-to-end:

- **FDA product registration** completed successfully for the transferred product.
- **A secure supply chain** set up for the complete, customised packaging material.
- **Raw-material sourcing** organised under one roof.
- **Production under validated processes**, with full QA / QC documentation.
- **Labelling, packing, storage and on-demand shipping** – the whole downstream chain.

THE RESULT

A crisis turned into secured supply

A supplier discontinuation is exactly the moment a company can least afford friction. Consolidating registration, sourcing, production, documentation and logistics with one qualified partner turned the crisis into a documented, secured supply – the supply-continuity case, delivered under pressure. The product is in supply, and the owner's own customers saw no interruption.

THE ENGAGEMENT

The transfer at a glance

PARAMETER	DETAIL
Starting point	Established RUO / for-further-manufacturing product, discontinued by the incumbent supplier
Model	End-to-end transfer under PAN Complete
Registration	FDA product registration completed by PAN-Biotech
Sourcing	Raw materials and customised packaging material under one roof
Production	Validated processes with full QA / QC documentation
Logistics	Labelling, packing, storage and on-demand shipping
Status	Product in supply; no interruption at the owner's customers

FAQ 1

What can a company do when its supplier discontinues an RUO or for-further-manufacturing product?

Move the product to a partner who can reproduce it to specification, carry the necessary product registration and take on the full chain – sourcing, validated production, QA/QC documentation, custom packaging and logistics – so the transfer closes the gap before it reaches downstream customers.

FAQ 2

Can PAN-Biotech carry the FDA product registration for a transferred product?

Yes. In this case PAN-Biotech completed the FDA product registration for the transferred product as part of an end-to-end PAN Complete transfer.

FAQ 3

What does an end-to-end (PAN Complete) supply transfer include?

Product registration, raw-material sourcing, production under validated processes with full QA/QC documentation, customised packaging, and labelling, packing, storage and on-demand shipping – consolidated with one partner.

Facing a supplier exit or a second-source decision?

PAN-Biotech can take on a discontinued or at-risk product end-to-end – registration, sourcing, validated production, documentation and logistics – so your supply stays secure.

Start a Custom & GMP Project Enquiry: pan-biotech.com/custom-gmp-project-enquiry/ · info@pan-biotech.de