

AmerisourceBergen

World Courier



World Courier's transparent, ethical business model is the foundation for a long-term relationship with Client-Pharma

Aligning shared values to ensure mutual success

In these data-driven, blindingly fast-paced and often impersonal times—especially within large-scale industries like pharmaceuticals and logistics—it's easy to forget that the forces that power successful business relationships are human contact and reciprocal respect.

Client-Pharma, a specialist global trial supply company, operates in critical global markets including the United Kingdom, Holland, Ireland, Hong Kong, New Zealand, China, and the United States. According to Client-Pharma's CEO, Gary Campbell, one of the most important reasons he chose World Courier as a trusted partner for the company's comparator sourcing needs was the strong synergy between World Courier's guiding principles and Client-Pharma's core values. Aligning the principles and values of both companies was a critical success factor in the partnership.

How Client-Pharma's core values align with World Courier's guiding principles

Client-Pharma



Professionalism

Put people first, the rest will follow



Respect

Tell the truth tell it fast



Innovation

Be part of the solution



Drive

Be bold, stay humble



Entrepreneurship

Celebrate individuality, act as a community

World Courier

"We truly believe our ethics and our values match, and that's the way you build partnerships for life. We feel a part of the World Courier family, and we know they'll ensure we don't fail."

**Gary Campbell, Chairman,
Client-Pharma**

Professionalism

World Courier maintained the highest standards by following a transparent and ethical business model to meet the needs of Client-Pharma and its clients. World Courier's guiding principle of "put people first and the rest will follow," demonstrated its commitment to helping partners thrive.

Respect

Throughout its relationship with Client-Pharma, World Courier followed its guiding principle of "tell the truth, tell it fast," providing, clarity, honesty, and alignment with Client-Pharma, its colleagues and clients.

Innovation

World Courier was always "part of the solution," through continuous improvement and challenging the status quo to find innovative ways to better serve Client-Pharma.

Drive

With an eagerness to consistently improve, World Courier provided Client-Pharma with new ways to grow its business and expand opportunities in the U.S. Following the guiding principle of "be bold and stay humble," World Courier empowered its associates to take worthwhile risks to better serve its clients.

Entrepreneurship

The two companies shared a passion to think like clients and act like owners, increasing Client-Pharma's ability to tailor solutions to meet critical needs and exceed expectations, said Campbell. With a strong belief in "celebrating individuality, acting as a community," World Courier empowered its associates to collaborate as one to develop ideas that sustain value for its clients.

To learn more about how World Courier sets the highest standards of excellence in comparator sourcing and can help transform your process, visit worldcourier.com/solutions-comparator-sourcing