

# ORION<sup>®</sup>

SIMPLE. SMART. SUSTAINABLE.



**SONOCO**  
**THERMOSAFE<sup>®</sup>**

**SIMPLE. SMART. SUSTAINABLE.**



## Temperature-controlled box rental for life sciences, biopharmaceuticals and healthcare.

Sustainability might be driving your pharmaceutical organization's agenda today, but your supply chain operations need to be optimized, cost-effective and technology-enabled. Let's look at how **Orion r**® can achieve all of the above.



### Simple

With your dedicated customer success team, we reliably orchestrate the delivery of your Just in Time packaging, ensuring seamless and smooth distribution operations.



### Smart

**Orion r**® provides valuable information and insights to help you make decisions to ensure you maximize your money and resources.



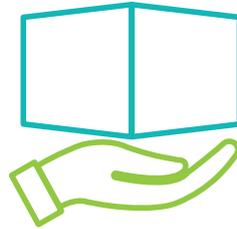
### Sustainable

**Orion r**® rental packaging drastically reduces your CO2 and landfill waste. Let's calculate your sustainability savings together.

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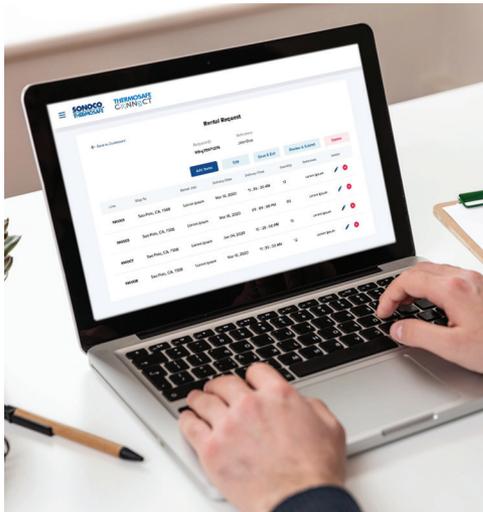
# Simple

Service **re**-imagined



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**We keep it simple for you so that you can focus on your business.**



### **Easy Ordering**

- Self-service online web portal
- Our portal puts everything at your fingertips, from ordering to accessing reports
- Telephone support from a knowledgeable team local to you



### **'Plug and Play' Solution**

- 4 sizes of shipper from 5L to 40L
- 3 temperature ranges: 2 to 8°C, 15 to 25°C and -30°C to -20°C
- Up to 144 hours performance



### **Global Network, Local Service**

- EU, UK and US total coverage
- International rentals and returns
- Expanding network, providing service from a station near you
- Global manufacturing footprint

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# The 5 Part Rental Process

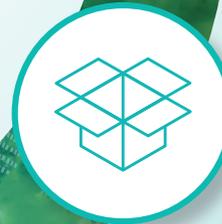
# ORION r



**1** You place an order on the self-service customer portal. **Orion r**® box is prepared and pre-conditioned at our network station.



**2** Ready-to-use box delivered to your site on demand or to your schedule.



**3** You load your product and ship to your customer.



**4** We manage the automated return from your customer to our network station.



**5** Orion® box is refurbished, sanitized and 'like new' quality checked.

At Sonoco ThermoSafe we manage parts 1, 2, 4 and 5. You manage the third stage.



Watch the Orion r® step-by-step process video

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# Smart

Business  
Intelligence  
re-defined



## Data and traceability allow you to surface shipping insights

Systems, processes, and partnerships give you access to in-transit and post data records for all shipments. Information is collated and available for on demand consumption. The information which becomes business intelligence, allows you to make smarter shipping and distribution decisions.

Answer your cost-saving, performance-improving questions:

- Are our receiving sites returning boxes on-time?
- What patterns do I detect with the data?
- How can I use **Orion r**<sup>®</sup> intelligence data to identify exceptions?
- How can we evaluate the performance of your shipping and distribution strategy with transparency in our rental program?
- How can we use technology to improve visibility and rental box recovery?
- Operationally, how can data ensure the success of rental box recovery and return management?



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**Sustainable**  
Impact **re**-evaluated



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## Sonoco ThermoSafe sets the pharma industry standard for sustainable packaging partners.

### Evidence-based Decision Making

We can help you evaluate your entire packaging value chain with Life Cycle Analysis (LCA) data from sourcing to end of life, and how it impacts your CSR (Corporate Social Responsibility) goals.

### Seasoned Sustainability Leaders

Sonoco has been investing in sustainability for a long time. Since 2009, Sonoco has reduced greenhouse gas emissions by 25%. [Read the full details](#) in the company CSR report - including reporting into Science Based Targets and Ecovadis.

### Sustainability is our Foundation

Sonoco is committed to creating sustainable products, services and programs for our customers to support our corporate purpose of **Better Packaging. Better Life™**.

### Powerhouse Partners

Sonoco ThermoSafe is a unique organization with an in-house Global Sustainability Manager and a 12-person corporate sustainability team.

### Sustainability Recognitions



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## Orion r<sup>®</sup> Life Cycle Analysis (LCA) Customer Data

### Examples of Orion Customer Landfill Avoidance Achievements



Multi-National Pharmaceutical Co.

**9.8M**

lbs reduced landfill



Mid-Size Biotech

**100K**

lbs reduced landfill



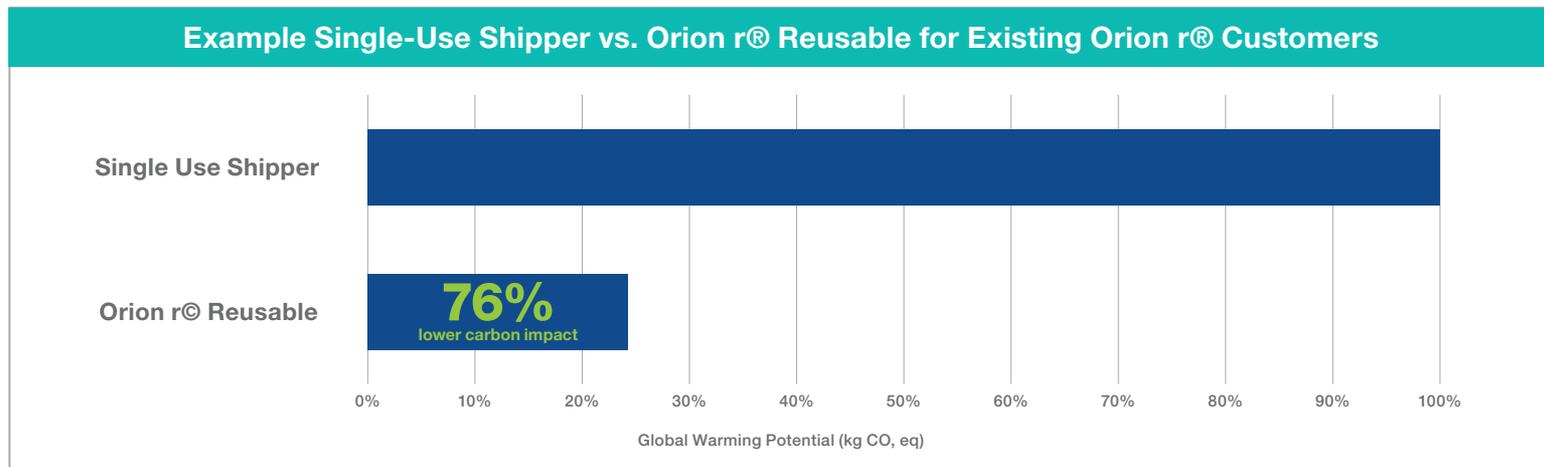
Clinical Trial Co.

**2.1M**

lbs reduced landfill

### Carbon Savings

The **Orion r<sup>®</sup>** reusable shipper can significantly reduce environmental impact\*, specifically carbon footprint, as compared to a single use shipper. The outcomes and reductions possible vary between customers, but ThermoSafe can connect to discuss your objectives to optimize the program.

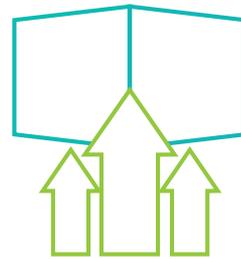


\*Based on screening life cycle assessment, average return rate, and average return transportation truck distance.

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# Benefits Delivered

Packaging ROI  
**re**-calculated



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## Securing your Supply Chain Future with Operational Efficiencies

**Orion r<sup>®</sup>** isn't just a box.

It's a program and a partnership.

It's an optimized business model change.

For a smart, transparent, sustainable supply chain.

### Rental ROI

Let's bust this myth right now. Rental is not more expensive than single-use packaging across the board.

**Let's start asking the right questions:**

- But what does it really cost?
- What space is required to store it?
- What resources are needed to prepare it?
- What's the true cost of all that disposal?
- How can we balance our total shipping and distribution costs with our sustainability targets?

**Supply chains are changing. There are many advantages to an outsourced Just in Time packaging model. Let's discuss your supply chain future.**



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## Re-think your total shipping and distribution costs

### Packaging & Payloads Risks

- Per box, it costs substantially less to rent than to buy
- High performance VIP and BioPCM packaging eliminates excursions, removing exceptions from your shipping record
- Protective EPP shells are engineered to withstand today's shipping and distribution environment

### Operational Costs

- Reclaim valuable space and save on storage costs with no inventory to manage
- Benefit from “load and go” capabilities, taking advantage of just in time preconditioning to maximize throughput in your operations
- Reduce labor costs with ready-to-use packaging that has an immediate and measurable impact

### Environmental Impact

- No ‘single use’ disposal costs, minimizing impact on waste stream
- An average of 4 million pounds of annual waste weight diverted from landfill
- Significant reduction in greenhouse gas emissions



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## A Global Leader



- Strategic partner to the top 30 Pharma manufacturing companies over the past 30 years
- Flexible rental service models to fit your supply chain
- Large operations capabilities, processing a minimum of 500K rental boxes annually, with the ability to establish a local service station near you



### Service

- Global availability
- Rental & Lease options
- Unitary, pallet, or full trailer load quantities available



### Technology

- Easy online ordering portal
- Cloud-based visibility across carrier platforms
- Business intelligence reporting



### Thermal Science

- Engineering & lab support
- In-house sustainability teams
- Dedicated customer success teams

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## Rental Station Network: ThermoSafe brings global access and reliability by ensuring your supply chain resiliency

- Global in-house manufacturing and vertical integration
- Close proximity to pharmaceutical manufacturers and logistics hubs
- **Orion r**<sup>®</sup> program network can easily scale across the globe to be where you need us most



- 📍 Manufacturing/Plant
- 📍 Orion Parcel Rental Station
- \*Network Stations in Continuous Development

- 🇺🇸 Plainfield, Indiana (IND, SDF)
- 🇺🇸 Hayward, CA (SFO, RNO, LAX)
- 🇺🇸 Putnam, CT (BOS, EWR, JFK, PHL)
- 🇧🇪 Brussels, BE (BRU, AMS, CDG, FRA)
- 🇬🇧 Tring, UK (LHR)



See how a rental station processes 10,000 boxes per week through the reclamation steps.

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## Solutions to Fit Your Needs

The **Orion r**<sup>®</sup> rental system is available in a variety of configurations to meet your thermal distribution needs. Including sizes 5L to 40L, performance up to 144 hours against ISTA 7D and three different temperature ranges, we have you covered.

Please reach out to one of our team members for more details on the thermal performance of the solutions.

| Payload Volume (l) | Payload Dimensions (l x w x h) |      |       |     |     |     |
|--------------------|--------------------------------|------|-------|-----|-----|-----|
|                    | Inches                         |      |       | mm  |     |     |
| 5L                 | 8.78                           | 8.78 | 4.25  | 223 | 223 | 108 |
| 10L                | 8.78                           | 8.78 | 8.19  | 223 | 223 | 208 |
| 20L                | 16.65                          | 8.78 | 8.19  | 423 | 223 | 208 |
| 40L                | 16.65                          | 8.78 | 16.06 | 423 | 223 | 408 |

| Temperature Ranges Available (°C) | 2 to 8 | 15 to 25 | < - 20 |
|-----------------------------------|--------|----------|--------|
|-----------------------------------|--------|----------|--------|

**Are you ready for rental packaging?**  
Answer 12 questions to determine your organization's readiness.



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## Change isn't as hard as you think. Hear what others have to say about Orion r<sup>®</sup>

*“At first rental packaging was unknown, but soon into building the program with Sonoco ThermoSafe, we realized we are in fact simplifying our packaging strategy, while meeting our important sustainability goals.”*

Senior Director, Logistics,  
Pharma company

*“The Orion rental packaging arrives Just in Time ready for our distribution team to load and go. The operational gains are significant, saving on warehouse space and labor.”*

Warehouse Operations Manager,  
Mid-size biotech company



Learn How One Pharma Company Simplified Operations with Orion r<sup>®</sup>



Case Study: Creating a Sustainable Supply Chain in a Circular Service Model



Watch: Behind the Scenes at an Orion r<sup>®</sup> Global Rental Station

# ORION<sup>r</sup>®

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Getting started with the Orion r® box rental service is simple.

Sonoco ThermoSafe is your one-stop shop for all temperature controlled Life Sciences and Healthcare distribution packaging and thermal engineering needs, from short to long performance duration, sale or rental, small parcels to bulk pallet cargo.

Talk to us about making the switch to ThermoSafe by visiting [thermosafe.com/orion](http://thermosafe.com/orion)



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