

# Commercial Sector

## Importers and Commercial Distributors



### Introduction

Commercial importers and distributors are an important part of the private supply chain. Teams will want to ensure representation of these stakeholders in an assessment, to ascertain what products and drugs are imported, as well as difficulties due to imposed tariffs or other regulations. Distributors can also shed light on the pharmaceutical supply chain and its national reach.

### Questions

- What class of products do you distribute?
- What is your reach?
- If you go beyond urban areas, how do you achieve this?
- Can you describe the pharmaceutical supply chain?
- Can you describe the margins along the supply chain?
- Are margins established by government or are they determined by the market?
- Do they differ by class of product?
- What are the key challenges you face?
- Are there import tariffs? If so, on what class of product?
- Are any products sold in the commercial market exempt?

### Product-Specific Questions

- Is demand for the product growing or declining?
- Where do you source your health products?
- Do you purchase generics?
- How do you assure quality?
- What prices do you charge?