



# Partnership Profile

CASE STUDY  
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## CSafe

Investment Status:  
Current

CEO:  
Patrick Schafer

Location:  
2016

Investment Date:  
2016

Vertical:  
Healthcare (HC)

ISO:  
Bioprocessing, Pharma  
Services

Boosting the go-to-market strategy and accelerating new product development for a pharma services leader.

## The Description

We partnered with CSafe to help the company serve the global pharma market safely deliver critical therapies to patients around the world by enhancing their go to market capabilities and creating new product offerings.

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## The Opportunity

CSafe provides cold chain packaging and logistics services designed to maintain high-value, temperature-sensitive biopharmaceutical cargo—a powerful technology built for the cold chain supply chain.

With continued scientific advances, there is an increased demand for climate-controlled solutions for pharmaceutical transport. The company was well-positioned to service the global supply chain needs of the growing biopharmaceutical market.

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## The Challenge

At the time of acquisition, CSafe had a high-quality product but had not yet penetrated most of the Global Top 20 pharma companies. The company primarily served the North American market, but had low awareness in EMEA and APAC regions.

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## The Results

We worked with CSafe to focus on Global Top 20 pharma companies—a key market opportunity. By leveraging our vast network of pharma relationships and collaborating with the management team to build a robust go-to-market strategy, install rigorous measurement capabilities and develop in-depth product and sales trainings, our partnership produced strong results.

### Twofold capacity increase

The company more than doubled both its production and sales capacities to improve global coverage in key markets. It now serves almost all major pharmaceutical companies in the world.

### Global Impact

In recent years, CSafe was able to distribute more than 6 billion doses of the COVID-19 vaccine worldwide.

If you'd like to learn more about THL,s activity in Consumer Healthcare or other healthcare ISOs like pharma Services, Home-based care Healthcare IT, MedTech Services, or Bioprocessing, contact THL,s healthcare team today