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DKSH partners with Bristol-Myers Squibb

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Singapore: DKSH Business Unit Healthcare, service provider for healthcare companies seeking to grow their business in Asia, has extended the relationship started in 2010 with Bristol-Myers Squibb, covering six markets in Asia (Hong Kong, Malaysia, Singapore, Taiwan, Thailand and Vietnam).

Under the new agreements, DKSH will provide marketing, sales, warehousing, physical distribution, credit management and collection services for Bristol-Myers Squibb in certain markets. These agreements memorialize the renewal of the existing regional relationship between Bristol-Myers Squibb and DKSH and underline the growing need of healthcare companies to reduce the number of service providers they work with in each region to limit complexity and increase the possibilities for interaction on a Pan-Asian level.

"We are delighted to extend our regional relationship with Bristol-Myers Squibb in six Asian markets and look forward to helping Bristol-Myers Squibb grow their business with our integrated commercial and distribution platform," commented Mr.

Thomas Delemazure, Regional Business Development Director Pharmaceuticals, Business Unit Healthcare, DKSH.

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