**The company**

The decision to establish a pharmaceutical services company was made 22 years ago, Entafarma was founded in 1993 by Tauras Endriukaitis. At first, there were only 3 enthusiasts in the newly established company, whereas today their team consists of over 80(82 to be exact) employees – excellent specialists of their field. Among them, there are even 10 pharmaceutical specialists.

In the pharmaceuticals department the main power is split between a few people of their representative fields: Founder, who overlooks everything, Executive director is responsible for whole sales, he works with the pharmacies, Head of development is responsible for supplements(additives) and pharmaceuticals business in Baltic countries and finally Marketing manager who is responsible for sales of pharmaceuticals.

**Products/Services**

Entafarma offers four services: Logistics and warehousing, pharmaceutical marketing, wholesale of pharmaceuticals, repackaging of medicinal products. When it comes to pharmaceuticals, at the current moment company offers over 540 different ones. They have partners all over the world from which they buy their products to stock up. Then they sell the products to private pharmacies or their representative companies. Entafarma always provides delivery of the products on their part whether they deliver the products themselves or hire someone to do so. They also provide discounts/bonuses to particular customers that have spent a specific amount of money in their company or just put a discount for every product for everyone.

**Customers/Partners**

Company works directly with the majority of producers existing in the Lithuanian market; they have over 700 clients all over Lithuania, also in Latvia and Estonia. In 2004, their agencies in Latvia and Estonia were opened; in 2005, they celebrated the opening of the new, one of the most modern divisions of storage and logistics of pharmaceutical products in Lithuania. This company gets their products from all over Europe and even Canada. They work with UK, Austria, Check Republic, Hungary and previously mentioned Canada.