



# Creation of Selling Units

## Contents

Introduction.....	2
Product Selling Units creation.....	3
Project Selling Unit creation.....	5
Complex Primary pack creation .....	7
Complex Selling Unit creation.....	10

# Introduction

With the latest changes introduced in the product architecture, SANITY functionality has been enhanced to reflect complex products with different Dosage Forms and complex pack configurations. This will also help us to calculate proper counting/ extended units, which will give us the basis to calculate API quantity properly. Further, it enables SANITY to have a cleaner data structure for better reporting & analytics.

Creation process of Primary Pack(s) and Selling Unit(s) has been changed a little and the same has been described below. Some terminologies have been described below:

## Primary Pack -

- Primary Pack contains the pharmaceutical product itself. Typical types of Primary Pack are blisters, bottles, syringes, vials etc.
- The formulation of a product defines the type of closure and packaging required to ensure the product is protected properly, therefore, Primary Pack must be considered at the initial phase of product formulation

## Selling unit -

- Selling Unit contains the Primary Pack(s) and is normally the form in which the pharmaceutical products are sold in the sales channels. It does not have direct contact with the product
- Typical types of Selling Unit include carton boxes (incl. printing/labelling) that often contain several Primary Packs units as well the leaflet.
- In exceptional cases, the Final Selling Unit contains multiple Selling Units (bundle), which are not sold individually (e.g., 2 inhalers each packed in carton box are combined in an outer carton box or foil wrapping)

So that users can choose correct options in SANITY, some more terminologies have been described below:

- **Regular Primary Pack** –the primary pack contains same kind of units (e.g., a blister containing same 15 mg tablets)
- **Complex Primary Pack** – the primary pack contains different kind of units (e.g., a blister containing tablets of different strength like oral contraceptives).

Below an example: Natazia(Estradiol valerate + Dienogest)

But what might this do for me?

### Days 1-2

Help your body build up the lining of the uterus with a 3-mg dose of estradiol valerate

### Days 3-7

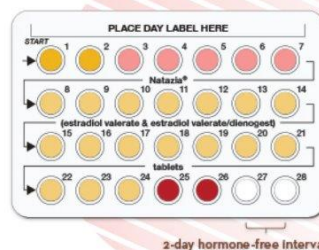
Slow the lining growth with dienogest, while reducing estradiol valerate

### Days 8-24

Stabilize the lining of the uterus by raising the dienogest level

### Days 25-28

Promote a controlled period by ending with a short interval of further reduced estradiol valerate, followed by 2 days of no hormones

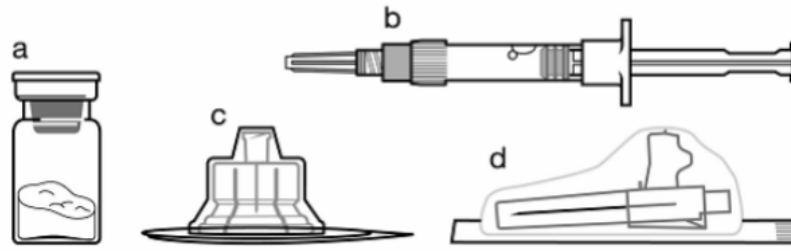


Source: [Natazia: Official patient website](#)

**Regular Selling Unit** – the selling unit contains same primary packs (e.g., a carton box containing 2 same vials or 3 same blisters).

**Complex Selling Unit** – the selling unit contains different kind of primary packs. Below an example: Sandostatin (Octreotide acetate)

Included in the injection kit:

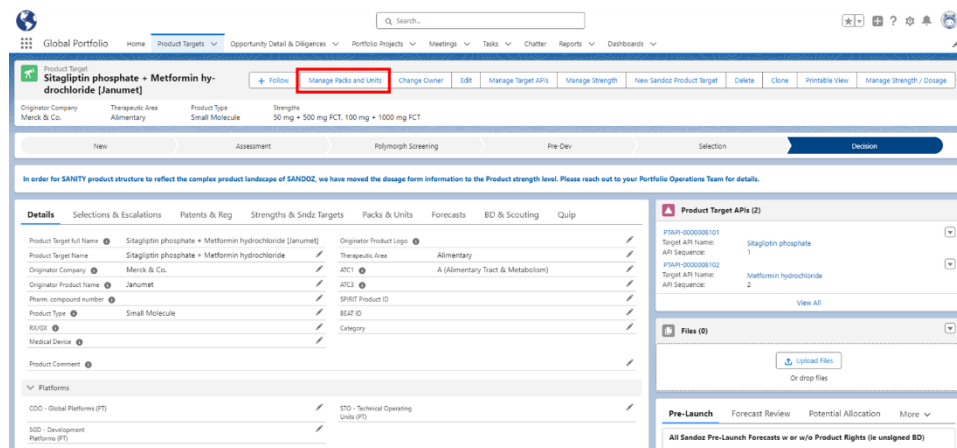


- a. One vial containing Sandostatin LAR powder,
- b. One prefilled syringe containing the vehicle solution for reconstitution,
- c. One vial adapter for drug product reconstitution,
- d. One safety injection needle.

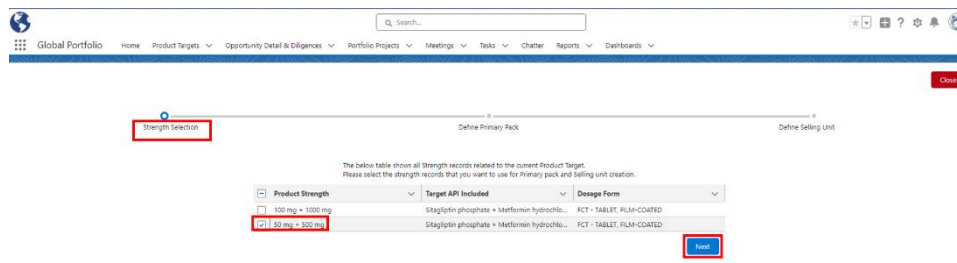
Source: - [Novartis official website](#)

## Product Selling Units creation

You can create Selling Unit(s) on Product Target to reflect the Selling Unit(s) from the originator, and those Selling Unit(s) can later be added (if needed) to respective Portfolio Project(s). In this section, Regular Primary Pack and Regular Selling Unit creation will be explained. Later, the creation of Complex Primary Pack & Complex Selling Unit will be explained. To do that, go to the corresponding Product target.



Click on “Manage Packs and Units” button.



Select the Strength & Dosage Form(s), which you want to create the Selling Unit(s) for. You can add multiple Strength & Dosage Form(s) as well if you intend to create Primary Pack(s) and Selling Unit(s) containing multiple Strength & Dosage Form(s). Click on “Next” button to proceed further.

Global Portfolio

Strength Selection Define Primary Pack Define Selling Unit

If your primary pack only includes one product presentation (e.g., a blister of identical FCT), please click on "Add regular primary pack". If your primary pack includes units of different strengths or strength-dosage form combinations, click on "Add complex primary pack".

Add Regular Primary Pack Add Complex Primary Pack

Save and continue later Save and continue with Selling Units

Click on "Add Regular Primary Pack"

Global Portfolio

Strength Selection Define Primary Pack Define Selling Unit

If your primary pack only includes one product presentation (e.g., a blister of identical FCT), please click on "Add regular primary pack". If your primary pack includes units of different strengths or strength-dosage form combinations, click on "Add complex primary pack".

Select Product Strength Target Dosage Form Primary Pack Type Primary Pack Unit Count Primary Pack Size Primary Pack Details

Select 30 mg + 300 mg FCT (Strength) FCT - TABLET, PBM-COATED Bl. Blister pcs 1000 10 10 (30 mg + 300 mg FCT)

Select from available strengths pre-defined

Add Regular Primary Pack Add Complex Primary Pack

Save and continue later Save and continue with Selling Units

Select the correct strength from the Product Strength dropdown, that you will be creating the Primary Pack(s) for.

Global Portfolio

Strength Selection Define Primary Pack Define Selling Unit

If your primary pack only includes one product presentation (e.g., a blister of identical FCT), please click on "Add regular primary pack". If your primary pack includes units of different strengths or strength-dosage form combinations, click on "Add complex primary pack".

Select Product Strength Target Dosage Form Primary Pack Type Primary Pack Unit Count Primary Pack Size Primary Pack Details

30 mg + 300 mg FCT (Strength) FCT - TABLET, PBM-COATED Bl. Blister BO Bottle SA Sachet TU Tube UD Unit dose blister pcs 1000 10 10 (30 mg + 300 mg FCT)

Add Regular Primary Pack Add Complex Primary Pack

Save and continue later Save and continue with Selling Units

Choose the correct "Primary Pack Type" and "Primary Pack Unit". Provide the correct "Count". For example, if a Blister contains 10 tablets, the Count is 10 and Primary Pack Unit is pcs (pieces). If a Vial contains 5 ml liquid, the Count is 5 and Primary Pack Unit is ml.

Global Portfolio

Strength Selection Define Primary Pack Define Selling Unit

If your primary pack only includes one product presentation (e.g., a blister of identical FCT), please click on "Add regular primary pack". If your primary pack includes units of different strengths or strength-dosage form combinations, click on "Add complex primary pack".

Select Product Strength Target Dosage Form Primary Pack Type Primary Pack Unit Count Primary Pack Size Primary Pack Details

30 mg + 300 mg FCT (Strength) FCT - TABLET, PBM-COATED Bl. Blister pcs 1000 10 10 (30 mg + 300 mg FCT)

Add Regular Primary Pack Add Complex Primary Pack

Save and continue later Save and continue with Selling Units

Once you are done with creating all the Primary Pack(s), click on "Save and continue with Selling Units".

Global Portfolio

Strength Selection Define Primary Pack Define Selling Unit

If all primary packs within your selling unit are the same (e.g., 5 identical blisters), please click on "Add regular selling unit". If your selling unit includes different primary packs (e.g., a blister and a bottle and a spoon etc.), click on "Add complex selling unit".

Add Regular Selling Unit Add Complex Selling Unit

Create Selling Unit

Click on "Add regular selling unit" button.

Strength Selection Define Primary Pack Define Selling Unit

If all primary packs within your selling unit are the same (e.g., 5 identical blisters), please click on "Add regular selling unit". If your selling unit includes different primary packs (e.g., a blister and a bottle), click on "Add complex selling unit".

Primary Pack: 10 (30 mg + 500 mg FCT)(B) Blisters

Primary Pack Count: 3

Selling Unit Details: This field will be calculated once the record is saved.

Add regular selling unit Add Complex Selling Unit

Create Selling Unit

Choose the "Primary Pack" you want to include in your Selling Unit from the Primary Pack dropdown. Also fill the "Primary Pack Count" field up. For example, if there are 3 Blisters in a Selling Unit (box), "Primary Pack Count" is 3, if there are 2 vials in a Selling unit (box), "Primary Pack Count" is 2. Click on "Add regular selling unit" button and repeat the process for all the Selling Unit(s) creation. Once you are done with all the Selling Unit(s) creation, click on "Create Selling Unit" button.

Global Portfolio Home Product Targets Opportunity Detail & Deligences Portfolio Projects Meetings Tasks Charter Reports Dashboards

Product Target: Stigilgin phosphate + Metformin hydrochloride [Janumet]

Originator Company: Merck & Co. Therapeutic Area: Alimentary Product Type: Small Molecule Strengths: 50 mg + 500 mg FCT, 100 mg + 1000 mg FCT

New Assessment Polymorph Screening Pre-Dev Selection Decision

In order for SANITY product structure to reflect the complex product landscape of SANDOZ, we have moved the dosage form information to the Product strength level. Please reach out to your Portfolio Operations Team for details.

Details Selections & Escalations Patents & Reg Strengths & Sndz Targets Packs & Units Forecasts BD & Scouting Quip

Primary Packs (1)

Primary Pack: 10 (30 mg + 500 mg FCT) Pack Type: BL Blister Complex Pct.: 1 # of Srs: 1 Primary Pack Name: PP-003717

Selling Units (1)

Selling Unit Name: 3\*10 (30 mg + 500 mg FCT) Dosage: FCT Total Pack: 30,000 # Prim. Pac.: 3 Complex U.: 1 Selling Unit Details (extended): 3\*Primary Pack 1 Primary Pack 1\* Stigilgin phosphate + Metformin hydrochloride

Related List Quick Links

Product Target APIs (2)

PTAP-000000101 Target API Name: Stigilgin phosphate API Sequence: 1

PTAP-000000102 Target API Name: Metformin hydrochloride API Sequence: 2

Files (0)

Pre-Launch Forecast Review Potential Allocation More

All Sandoz Pre-Launch Forecasts w/ or w/o Product Rights (ie unsigned BD)

You can see all the Product Selling Unit(s) created in the "Packs & Units" tab in respective Product Target record.

## Project Selling Unit creation

If the parent Product Target already has Selling Unit(s), these Selling Unit(s) can be added (if needed) to Portfolio Project. Also, new Selling Unit(s) can be created from the Portfolio Project.

Global Portfolio Home Product Targets Opportunity Detail & Deligences Portfolio Projects Meetings Tasks Charter Reports Dashboards

Portfolio Project: Stigilgin phosphate + Metformin hydrochloride FCT (C09772)

Project Status: Active Product Class: Gx Therapeutic Area: Alimentary Product Target: Stigilgin phosphate + Metformin hydrochloride Originator Product Name: Janumet Selected Product Target: Stigilgin phosphate + Metformin hydrochloride

Discontinued Under consideration On Hold Action Finished Not maintained

Please fill in the Complexity.

Details BD & PLM Str & Packs Country Detail NPV & Fcsts Selections & Escalations Quip

Project Status: Active Owner: Shilpi Pramanik

Selection Source: Global Portfolio Project reference product (PCT)

Product Class: Gx Therapeutic Area: Alimentary

Product Source: Internal ATC: A (Alimentary Tract & Metabolism)

Primary Project: Yes SANITY NUMBER: 009772

OTC Product (Y/N): No QUIP URL: 19.02.2024

Development Complexity: Selection Date: 19.02.2024

IP Owner: Funds Flow Approval Status: Partner

Portfolio Project Comment:

Platforms

COO - Global Platforms (PP) STD - Technical Operating Units (PP)

SDD - Development

This Portfolio Project is additive to/ eligible for Pipeline Value

P&L Mgt Selections Reg. Checklists

Overview Snapshots Fcst Sales Fcst Volume More

Forecast Details

Forecast First Launch Year

Forecast Sales Pipeline (Cum Total L+3)

Forecast Sales (Current Total L+3)

Forecast Sales Pipeline (Mgt Cum Total L+3)

Forecast Sales (Weighted Cum Total L+3)

Forecast Sales Non Pipeline (Cum Total L+3)

Forecast Volume Bulk (Current Total L+3)

Forecast Sales NonPipeline (Mgt Cum Total L+3)

Forecast Volume Bulk (Current Total L+3)

Positive Value Status

Chatter Activity Files Similar Projects

Navigate to the Portfolio Project, which you want to create selling unit(s) for. Click on "Create Project Selling Units" button.

Global Portfolio Home Product Targets Opportunity Detail & Deligences Portfolio Projects Meetings Tasks Charter Reports Dashboards

Create Project Selling Units

No Selling Units are linked to your Portfolio Project.

Following Selling Units are available for selection. Please click below to add Selling Units to this Portfolio Project.

Note: Normally you would keep all boxes selected.

Selling Unit Details: 3\*10 (30 mg + 500 mg FCT)(B) Blisters

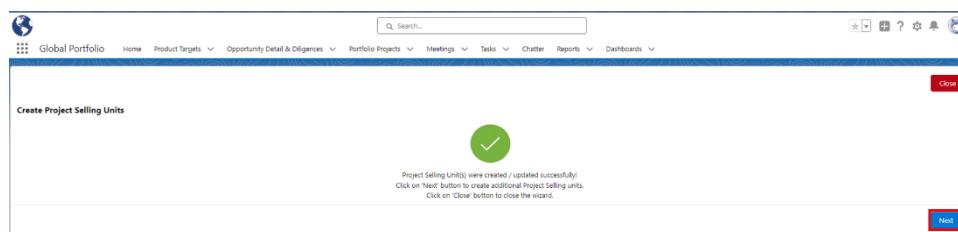
API(s): Stigilgin phosphate + Metformin hydrochloride

Next

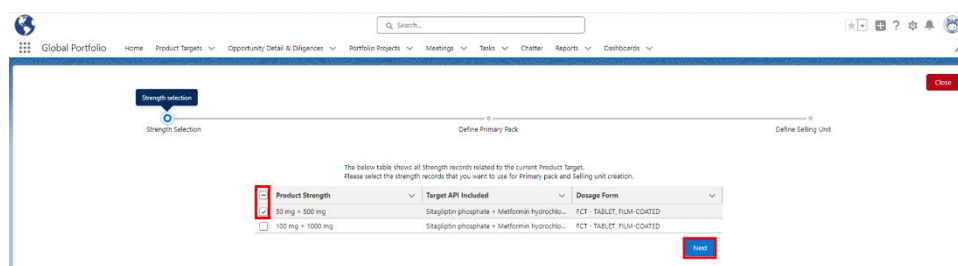
In this section, you will be given an option to import Selling Unit(s), which are in the parent Product Target, but not in current Portfolio Project. You will see nothing in this screen, if no Selling Unit(s) are fulfilling these criteria.

Choose the Product Selling Unit(s) you want to import in this Portfolio Project. If you don't want to import any Product Selling Unit(s) in this Portfolio Project, do not select anything.

Click on “Next” button.

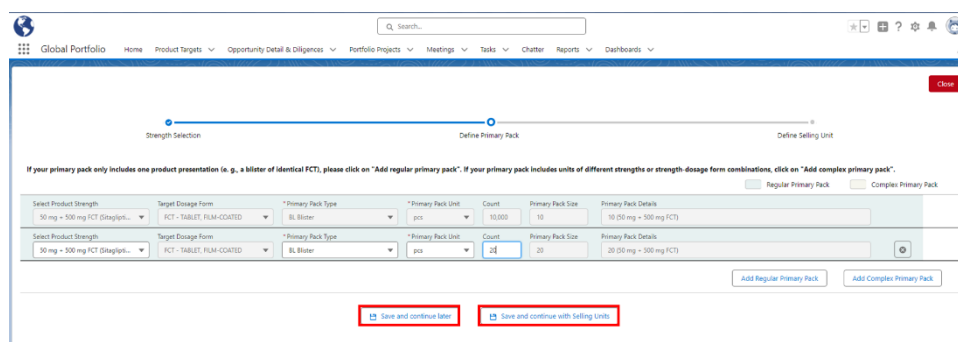


Click on “Next” button to create additional Project Selling Unit(s). If no additional Project Selling Unit(s) are needed, select the “Close” button at the right top corner of the screen.



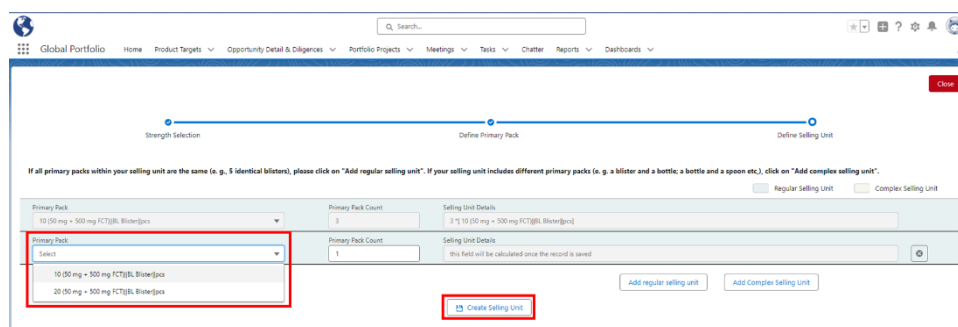
Select the correct strength(s), that you will be creating the Primary Pack(s) for. You can add multiple Strength & Dosage Form(s) as well, if you intend to create Primary Pack(s) and Selling Unit(s) containing multiple Strength & Dosage Form(s).

Click on “Next” button.



Choose the correct “Primary Pack Unit” and “Primary Pack Unit”.

Provide the correct “Count”. For example – if a Blister contains 20 tablets, the Count will be 20 and Primary Pack Unit will be pcs. If a Vial contains 5 ml liquid, the Count should be 5 and Primary Pack Unit will be ml. Once you are done with creating all the Primary Pack(s), click on “Save and continue with Selling Units”.



Click on “Add regular selling unit” button.

Choose the “Primary Pack” you want to include in your Selling Unit.



Also fill the “Primary Pack Count” field up. For example – if there are 1 blister in a Selling unit (box/ carton), “Primary Pack Count” will be 1, if there are 2 vials in a Selling unit (box/ carton), “Primary Pack Count” will be 2.

Click on “Add regular selling unit” button and repeat the process for all the Selling Unit(s) creation. Once you are done with all the Selling Unit(s) creation, click on “Create Selling Unit” button.

You can see all the Project Selling Unit(s) created in the “Str & Packs” tab in respective Portfolio Project record.

## Complex Primary pack creation

In this section, the creation of complex Primary Pack is illustrated based on an example – Natazia (Estradiol valerate + Dienogest)

In this product, a blister contains tablets of different strengths.

But what might this do for me?

### Days 1-2

Help your body build up the lining of the uterus with a 3-mg dose of estradiol valerate

### Days 3-7

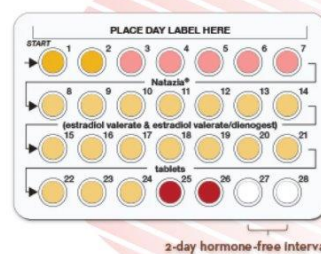
Slow the lining growth with dienogest, while reducing estradiol valerate

### Days 8-24

Stabilize the lining of the uterus by raising the dienogest level

### Days 25-28

Promote a controlled period by ending with a short interval of further reduced estradiol valerate, followed by 2 days of no hormones



**Source:** [Natazia: Official patient website](#)

Pre-requisite: Product Strength(s) has already been set up in SANITY.

Go to the corresponding Product target.

Click on “Manage Packs and Units” button.

Product Strength	Target API Included	Dosage Form
0	Insert	TAB - TABLET
1 mg	Estradiol valerate	TAB - TABLET
2 mg + 2 mg	Estradiol valerate + Dienogest	TAB - TABLET
2 mg + 3 mg	Estradiol valerate + Dienogest	TAB - TABLET
3 mg	Estradiol valerate	TAB - TABLET

Select the Strength & Dosage Form, which are needed to create Primary Pack(s) for. As Primary Pack contains multiple strengths, those should be added one by one into complex Primary Pack. Click on “Next” button to proceed further.

If your primary pack only includes one product presentation (e.g., a blister of identical FCT), please click on “Add regular primary pack”. If your primary pack includes units of different strengths or strength-dosage form combinations, click on “Add complex primary pack”.

[Add Regular Primary Pack](#) [Add Complex Primary Pack](#)

Click on “Add Complex Primary Pack”

Select Product Strength: **3 mg TAB (Estradiol valerate)**

Target Dosage Form: **TAB - TABLET**

Primary Pack Type: **BL Blister**

Primary Pack Unit: **pcs**

Count: **2**

Primary Pack Size: **2 (2 mg TAB)**

Primary Pack Details: **Value will be calculated upon change**

[Add Regular Primary Pack](#) [Add Complex Primary Pack](#)

Select the correct strength from the Product Strength dropdown, that you will be creating the Primary Pack(s) for.

Choose the correct “Primary Pack Type” and “Primary Pack Unit”.

Provide the correct “Count” for that particular strength. In this example, the blister contains 2 pcs of 3 mg Estradiol Valerate tablets, the Count is 2 and Primary Pack Unit is pcs.

Select Product Strength: **3 mg TAB (Estradiol valerate)**

Target Dosage Form: **TAB - TABLET**

Primary Pack Type: **BL Blister**

Primary Pack Unit: **pcs**

Count: **2**

Primary Pack Size: **2 (2 mg TAB)**

Primary Pack Details: **Value will be calculated upon change**

[Add Regular Primary Pack](#) [Add Complex Primary Pack](#)

[Additional Strengths](#)

Click on “Additional Strengths” button and repeat the process for all the tablets of different strengths inside that blister.

Select Product Strength: **3 mg TAB (Estradiol valerate)**

Target Dosage Form: **TAB - TABLET**

Primary Pack Type: **BL Blister**

Primary Pack Unit: **pcs**

Count: **2**

Primary Pack Size: **2 (2 mg TAB)**

Primary Pack Details: **Value will be calculated upon change**

[Add Regular Primary Pack](#) [Add Complex Primary Pack](#)

[Additional Strengths](#)



Strength Selection Define Primary Pack Define Selling Unit

If your primary pack only includes one product presentation (e.g., a blister of identical PCT), please click on "Add regular primary pack". If your primary pack includes units of different strengths or strength-dosage form combinations, click on "Add complex primary pack".

Select Product Strength	Target Dosage Form	*Primary Pack Type	*Primary Pack Unit	Count	Primary Pack Details
3 mg TAB (Estradiol valerate)	TAB - TABLET	BL Blister	pcs	2,000	2 (3 mg TAB) + 5 (2 mg + 2 mg TAB) + 17 (2 mg + 3 mg TAB) + 2 (1 mg TAB) + 2 (0 TAB)
2 mg + 2 mg TAB (Estradiol valerate)	TAB - TABLET	BL Blister	pcs	1,000	
2 mg + 3 mg TAB (Estradiol valerate)	TAB - TABLET	BL Blister	pcs	11	

Additional Strengths: Add Regular Primary Pack Add Complex Primary Pack

Save and continue later Save and continue with Selling Units

You can see the details of your Complex Primary Pack in the "Primary Pack Details" field as you advance through the process.

If you want to create more Regular/ Complex Primary Pack(s), select accordingly (Add Regular Primary pack/ Add Complex Primary pack) and repeat the process.

Once you are done with creating the whole Primary Pack(s), click on "Save and continue with Selling Units".

Strength Selection Define Primary Pack Define Selling Unit

If all primary packs within your selling unit are the same (e.g., 5 identical blisters), please click on "Add regular selling unit". If your selling unit includes different primary packs (e.g., a blister and a bottle and a spoon etc.), click on "Add complex selling unit".

Primary Pack: Select Primary Pack Count: 1

Add regular selling unit Add Complex Selling Unit

Create Selling Unit

For the given example, click on "Add regular selling unit" button.

Strength Selection Define Primary Pack Define Selling Unit

If all primary packs within your selling unit are the same (e.g., 5 identical blisters), please click on "Add regular selling unit". If your selling unit includes different primary packs (e.g., a blister and a bottle and a spoon etc.), click on "Add complex selling unit".

Primary Pack: Select Primary Pack Count: 1

Add regular selling unit Add Complex Selling Unit

Create Selling Unit

Choose the "Primary Pack" you want to include in your Selling Unit from the "Primary Pack" dropdown. Also fill the "Primary Pack Count" field up. For example – if there is 1 blister in a Selling unit (box/ carton), "Primary Pack Count" will be 1, if there are 3 blisters in a Selling unit (box/ carton), "Primary Pack Count" will be 3.

Please click on "Add regular selling unit" button and repeat the process as needed.

Click on "Add regular selling unit" button and repeat the process for all the Selling Unit(s) creation if you want to create additional Selling Unit(s).

Once you are done with all the Selling Unit(s) creation, click on "Create Selling Unit" button.

Global Portfolio Home Conga Grid Explorer Product Targets Opportunity Detail & Diligences Country Detail Levels Meeting Agenda Items Portfolio Projects Meetings Tasks Chatter Reports Dashboards More

Product Target: Estradiol valerate + Dienogest TAB (Qlaira (EU), Natazia)

Originator Company: Bayer Healthcare Therapeutic Area: Women's Health Product Type: Small Molecule Strengths: 3 mg TAB, 1 mg TAB, 2 mg + 2 mg TAB, 2 mg + 3 mg TAB, 0 TAB

Details Selections & Escalations Patents & Reg Strengths & Sndz Targets Packs & Units Forecasts BD & Scouting Quip

Primary Packs (1)

Primary Pack	Pack Type	Complex P...	# of Strs	Primary Pack
2 (3 mg TAB) + 5 (2 mg + 2 mg TAB) + 17 (2 mg + 3 mg TAB) + 2 (1 mg TAB) + 2 (0 TAB)	BL Blister		5	PP-003720

Selling Units (2)

Selling Unit Name	Dosage	Total Pack ...	# Prim. Pac...	Complex U...	Selling Unit Details (extended)
1*12 (3 mg TAB) + 5 (2 mg + 2 mg TAB) + 17 (2 ...	TAB	28,000	1		1*Primary Pack 1 Primary Pack 1= Estradiol valerate: TAB 2 (3 mg)    E
2*12 (3 mg TAB) + 5 (2 mg + 2 mg TAB) + 17 (2 ...	TAB	84,000	3		3*Primary Pack 1 Primary Pack 1= Estradiol valerate: TAB 2 (3 mg)    E

Product Target APIs (3)

Target API Name	API Sequence
Estradiol valerate	1
Dienogest	2
Inert	3

Files (0)

Upload Files

Pre-Launch Forecast Review Potential Allocation In-Market

You can see the created Primary Pack(s) and Selling Unit(s) in the “Packs & Units” tab in the corresponding Product Target.

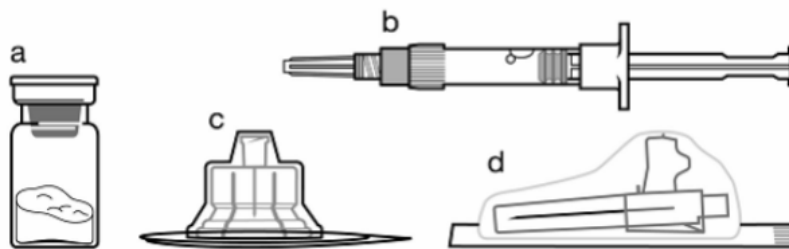
You can also create Project Selling Units in the exact same way from the corresponding Portfolio Project. (refer to Project Selling Unit creation section)

## Complex Selling Unit creation

For Complex Selling Unit Creation an example of Octreotide acetate [Sandostatin LAR] will be given.

Description - Unit packs containing one 6 mL glass vial (a) with rubber stopper (bromobutyl rubber), sealed with an aluminium flip-off seal, containing 10 mg powder for suspension for injection and one 3 mL colourless pre-filled glass syringe (b) with front and plunger stopper (chlorobutyl rubber) with 2 mL solvent, co-packaged in a sealed blister tray with one vial adapter (c) and one safety injection needle (d).

Included in the injection kit:



- One vial containing Sandostatin LAR powder,
- One prefilled syringe containing the vehicle solution for reconstitution,
- One vial adapter for drug product reconstitution,
- One safety injection needle.

**Source: - Novartis official website**

Strength Link	Dosage + Strength	API Combination	Innovative	GMD Status
1. PSOU - 10 mg	10 mg PSOU	Octreotide acetate	<input type="checkbox"/>	Draft
2. Inert	(S) / 3 ml USP	Inert	<input type="checkbox"/>	Draft
3. Inert	0 DEV	Inert	<input type="checkbox"/>	Draft

Pre-requisite – Product Strength(s) has already been properly set up in SANITY.

Product Target Full Name	Product Target Name	Originator Company	Product Type	Medical Device
Octreotide acetate DEV(LISV)PSOU	Octreotide acetate DEV(LISV)PSOU	ATC1	Small Molecule	

Go to the corresponding Product target.  
Click on “Manage Packs and Units” button.

Global Portfolio

Strength Selection Define Primary Pack Define Selling Unit

The below table shows all strength records related to the current Product Target. Please select the strength records that you want to use for Primary pack and Selling unit creation.

Product Strength	Target API Included	Dosage Form
<input checked="" type="checkbox"/> 0	Inert	DEV - DEVICE
<input checked="" type="checkbox"/> 10 mg	Oxetrolide acetate	PSOU - POWDER FOR SOLUTION FOR INJECTIO...
<input checked="" type="checkbox"/> (0) / 3 ml	Inert	LSY - LIQUID IN SYRINGE

**Next**

Select the Strength & Dosage Form(s), which you want to create the Selling Unit(s) for. Click on “Next” button to proceed further.

Strength Selection Define Primary Pack Define Selling Unit

If your primary pack only includes one product presentation (e. g., a blister of identical FCT), please click on “Add regular primary pack”. If your primary pack includes units of different strengths or strength-dosage form combinations, click on “Add complex primary pack”.

Select Product Strength	Target Dosage Form	* Primary Pack Type	* Primary Pack Unit	Count	Primary Pack Size	Primary Pack Details
10 mg PSOU (Oxetrolide acetate)	PSOU - POWDER FOR SOLUTION...	VI Vial	mg	10,000	10	10 (10 mg PSOU)
(0) / 3 ml LSY (Inert)	LSY - LIQUID IN SYRINGE	SY Syringe	ml	3,000	3	3 (0) / 3 ml LSY
0 DEV (Inert)	DEV - DEVICE	BL Blister	pcs	1,000	1	1 (0 DEV)

**Add Regular Primary Pack** **Add Complex Primary Pack**

**Save and continue later** **Save and continue with Selling Units**

Click on “Add Regular Primary Pack”

Select the correct strength from the Product Strength dropdown, that you will be creating the Primary Pack(s) for.

Choose the correct “Primary Pack Type” and “Primary Pack Unit”.

Provide the correct “Count”. For example – if a vial contains 10 mg powder, the Count will be 10 and Primary Pack Unit will be mg. If a syringe contains 3 ml liquid, the Count should be 3 and Primary Pack Unit will be ml.

Once you are done with creating all the Primary Pack(s), click on “Save and continue with Selling Units”.

Global Portfolio

Strength Selection Define Primary Pack Define Selling Unit

If all primary packs within your selling unit are the same (e. g., 5 identical blisters), please click on “Add regular selling unit”. If your selling unit includes different primary packs (e. g., a blister and a bottle; a bottle and a spoon etc.), click on “Add complex selling unit”.

**Create Selling Unit** **Add regular selling unit** **Add Complex Selling Unit**

Click on “Add Complex Selling Unit” button.

Strength Selection Define Primary Pack Define Selling Unit

If all primary packs within your selling unit are the same (e. g., 5 identical blisters), please click on “Add regular selling unit”. If your selling unit includes different primary packs (e. g., a blister and a bottle; a bottle and a spoon etc.), click on “Add complex selling unit”.

**Primary Pack** **Primary Pack Count** **Selling Unit Details**

**10 (10 mg PSOU) (VI Vial)** **1** **10 (10 mg PSOU) (VI Vial)**

**Add regular selling unit** **Add Complex Selling Unit**

**Create Selling Unit**

Choose the “Primary Pack” you want to include in your Selling Unit from the Primary Pack dropdown. Also fill the “Primary Pack Count” field up. For example – if there is 1 vial in a Selling unit (box/ carton), “Primary Pack Count” will be 1.

Strength Selection Define Primary Pack Define Selling Unit

If all primary packs within your selling unit are the same (e. g., 5 identical blisters), please click on “Add regular selling unit”. If your selling unit includes different primary packs (e. g., a blister and a bottle; a bottle and a spoon etc.), click on “Add complex selling unit”.

**Primary Pack** **Primary Pack Count** **Selling Unit Details**

**10 (10 mg PSOU) (VI Vial)** **1** **10 (10 mg PSOU) (VI Vial)**

**Add regular selling unit** **Add Complex Selling Unit**

**Create Selling Unit**

Click on “Add Primary Pack” button and add all the Primary Pack(s) in the Selling Unit.

Strength Selection Define Primary Pack Define Selling Unit

If all primary packs within your selling unit are the same (e.g., 5 identical blisters), please click on "Add regular selling unit". If your selling unit includes different primary packs (e.g., a blister and a bottle; a bottle and a spoon etc.), click on "Add complex selling unit".

Regular Selling Unit Complex Selling Unit

Primary Pack: 10 (10 mg PSOU) (V Vial) Primary Pack Count: 1 Selling Unit Details: 1 \* 10 (10 mg PSOU) (V Vial) + 1 \* 3 (3) / 3 ml LSY (ST Spring) + 1 \* 1 (1) DEV (BL Blister)

Select Primary Pack: 3 (3) / 3 ml LSY (ST Spring) Primary Pack Count: 1

Select Primary Pack: 1 (1) DEV (BL Blister) Primary Pack Count: 1

Create Selling Unit Add regular selling unit Add Complex Selling Unit

Once you are done with all the Selling Unit(s) creation, click on “Create Selling Unit” button.

Global Portfolio Home Product Targets Opportunity Detail & Diligences Portfolio Projects Meetings Tests Charter Reports Dashboards Unable to load

Product Target: Octreotide acetate DEV(LSY)PSOU

Follow Edit Manage Target APIs Manage Strength / Dosage Manage Packs and Units New Sandoz Product Target Delete Clone Printable View Change Owner

Details Selections & Escalations Patents & Reg Strengths & Snds Targets Packs & Units Forecasts BD & Scouting Quip

Primary Packs (3)

Primary Pack	Pack Type	Complex Prim...	# of Strs	Primary Pack Name
1 10 (10 mg PSOU)	V Vial		1	PP-003721
2 3 (3) / 3 ml LSY	ST Spring		1	PP-003722
3 1 (1) DEV	BL Blister		1	PP-003723

View All

Selling Units (1)

Selling Unit Name	Dosage	Total Pack	# Prim. Pac.	Complex U.	Selling Unit Details (extended)
1 10 (10 mg PS) 3 (3) / 3 ml LSY (1) DEV	PSOU LSY DEV	3,000	3		1*Primary Pack 1+1*Primary Pack 2+1*Primary Pack 3 Primary Pack

View All

Related List Quick Links

- Product Target APIs (2)
- Portfolio Projects (Product Target) (0)
- Opportunity Detail & Diligences (0)
- Business Development Deals (0)
- Product Units (0)
- Forecasts and Actuals (Product Target Sandoz Forecast) (0)
- Meeting Agenda Items (0)
- BEAT Countries (0)
- Sandoz SKU (0)
- Product Details (0)
- Product Targets (0)

Show All (20)

Product Target APIs (2)

PTAP-0000000110

Target API Name: Octreotide acetate

API Sequence: 1

PTAP-0000000119

Target API Name: Inert

API Sequence: 2

View All

Files (0)

Upload Files

Or drop files

Pre-Launch Forecast Review Potential Allocation In-Market

All Sandoz Pre-Launch Forecasts w or w/o Product Rights (ie unsigned BD)

We can't draw this chart because there is no data.

You can see all the Product Selling Unit(s) created in the “Packs & Units” tab in respective Product Target record.

You can also create Project Selling Unit(s) in the exact same way from the corresponding Portfolio Project. (Refer to Project Selling Unit creation section)