



PHCbi brand ultra-low temperature freezer that demonstrates its power in cell/sample storage facilities

CUSTOMER TESTIMONIAL: NX Wanbishi Archives Co., Ltd. Kanto 2nd Center (Saitama)

Safely and reliably stored by contract storage professionals with medical and pharmaceutical companies.

NX Wanbishi Archives Kanto 2nd Center is located in Ogawa-machi, Saitama Prefecture, where the ground is strong and disasters are rare. This is an "information management base" that protects customers' important information. Several buildings are built on a vast site surrounded by mountains, one of which is dedicated to storing cells and specimens. We safely and securely store and manage human specimens, cells, pharmaceuticals, and raw materials for investigational drugs, etc. entrusted to us by medical and pharmaceutical companies under strict quality control and security systems.

A major contribution to this mission is the approximately 100 PHCbi brand ultra-low temperature freezers and other storage equipment installed within the building.

We spoke with Mr. Kiichi Kobayashi and Mr. Takashi Tamada, Directors of the Frozen Cell Storage Business Promotion Office, about why PHC products were chosen and the role they play.



Significant growth in business results after obtaining pharmaceutical manufacturing license

NX Wanbishi Archives (hereinafter referred to as NX Wanbishi), which operates a data solutions business, was founded in 1966.

We provide comprehensive services that cover the entire lifecycle of important information (confidential documents, drug development-related materials, long-term historical materials, recording media such as tapes, digital data, etc.) from the generation stage to utilization, storage, and deletion. In 2015, we started a new cell and specimen storage business.

"The idea came from hearing from a pharmaceutical company customer who was entrusted with document management about the difficulties of storing human specimens in-house. If we could help with that part, the customer would be able to focus on their core business. We thought about it internally and started working on it as a new business," says Kobayashi.

The service began with storage in liquid nitrogen tanks, and in 2017, PHCbi brand's ultra-low temperature freezer was introduced as it became necessary to manage it in various temperature ranges depending on the storage items and customer requests.



Mr. Kobayashi



Mr. Tamada

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Business has grown significantly since 2018, when the company obtained a license for pharmaceutical manufacturing (packaging, labeling, and storage).

“Up until now, we have mainly been entrusted with samples from the research stage, but after obtaining permission, we are now able to handle items stored in the manufacturing department as well,” explains Tamada.

Currently, we have contracts with approximately 40 companies from Hokkaido to Kyushu. All of them are medical/pharmaceutical-related companies, and 80% of the items they store are cells and human specimens. The remaining 20% is said to be raw materials for pharmaceuticals and investigational drugs.



To save space, time, and effort so you can focus on your core business

What kind of companies use NX Wanbishi's services?

“Japanese pharmaceutical companies have their active pharmaceutical ingredients manufactured overseas, temporarily store them in-house, and then sell them back to overseas pharmaceutical companies. Increasingly, the number of cases in which a product is commissioned and completed as a finished product is increasing. Many clients find it safer and more efficient to entrust their storage to us, a storage professional, rather than setting up a storage space in accordance with GMP ministerial regulations for temporary storage and investing in equipment to manage it. Yes,” said Kobayashi.

We receive many requests from companies that are short on storage space. In particular, in the case of clinical testing companies, there is an obligation to store specimens for a certain period of time after clinical trials have been completed. If this number increases, our company will run out of storage space, and we will not be able to undertake the next clinical trial.

Therefore, it seems that there are an increasing number of cases in which only active samples are stored at the company's own facilities, and

samples that need to be stored for a certain period of time are entrusted to NX Wanbishi. When storing items, we will ask you about the desired temperature range in advance.

There are four basic patterns: -150°C or lower, -80°C, -30°C, and 5°C, but we also accept custom orders for other temperature ranges.

Depending on the contract, a single freezer can be divided into dedicated and shared use. In shared spaces, the standard method is to use storage boxes.



PHCbi brand products selected through detailed research and customer interviews

All specimen and cell storage rooms are kept at temperatures below 24°C and humidity below 60%, maintaining the best environment for PHCbi brand's ultra-low temperature freezers to operate.

Freezers are an important part of NX Wanbishi's business. Why were PHCbi brand products chosen?

“We compared it with our competitors and looked into details including price, equipment performance, maintenance services, power consumption, and heat dissipation.

One of the reasons is that as a result, there were fewer breakdowns and the support system was excellent in case of an emergency.

The other reason is that in interviews with customers, we received the highest evaluations for both trust and track record. Those two were the main reasons for our decision,” says Tamada.



Reassuring dual cooling system Multiple layers of risk management for even greater safety

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Temperature checks will be carried out by two people.



Excellent backup temperature management.



Keep detailed records when entering and leaving the room.

Future challenges include biopharmaceuticals and regenerative medicine

There are two challenges for the future.

One is to focus on storing biopharmaceuticals, whose production has increased in recent years.

Another option is to enter the field of regenerative medicine.

"We would like to establish stricter management and operations so that we can respond to customer requests at any time. Aiming to obtain permission to manufacture and sell regenerative medicine products, we are installing equipment such as biohazard countermeasure cabinets. We are also considering it. We would like to build the equipment while consulting with PHCbi brand," says Kobayashi.

Our basic attitude at the workplace is that "the information we receive from our customers is unique. Cells and specimens are also a type of irreplaceable information. This will turn into something big," brand," says Kobayashi. "We work day and night with the mindset of 'managing our customers' treasures with all their soul." Mr. Kobayashi's powerful words left an impression on me.



Client:
NX WANBISHI ARCHIVES CO., LTD.
Kanto Center 2
Ogawa-machi, Hiki-gun, Saitama

*Product not available for sale in the United States.

The opinions expressed belong solely to the individuals. This information provides general information only.

Equipment supplied:

MDF-U700V* Ultra-low Temperature Freezer: 9 units
MDF-DU702VX Ultra-low Temperature Freezer: 45 units
MDF-U731M Biomedical Freezer: 40 units
MPR-722 Pharmaceutical Refrigerator: 6 units

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