Importer of Record (IOR) services

Under pressure to maximize productivity and to reduce the time and cost of of advancing new drugs from laboratory through licensure, the biopharmaceutical industry has continued to globalize its clinical trial footprint over the past 20 years. While a larger clinical trial space certainly benefits patient recruitment and diversity, it also multiplies the operational and strategic obstacles that clinical trial professionals must circumvent.

Despite substantial progress being made toward global regulatory alignment, customs requirements continue to evolve and may differ significantly even among neighboring countries. One way to help avoid customs chaos is for you or your partner provider to work closely with the Importer of Record (IOR), or even ask your partner to take on this responsibility to minimize the number of hand-offs in the supply chain. Early planning helps limit delays.

The role of the Importer of Record

The Importer of Record (IOR) is a legal entity that is responsible for:

- Ensuring the imported goods comply with local laws
- Filing a completed duty entry and associated documents
- Paying the assessed import duties and other taxes on those goods

The role of the IOR can be particularly confusing as it varies from country to country; in some countries, the drug developer is the only entity that take on the role of IOR, while in other countries, the IOR can be a third party. It is important for your service provider to understand the role of the IOR and to be able to act in this regard where possible. At a minimum, the shipper, the courier, the importer, and the IOR need to be well connected. The fewer providers involved in the supply chain, the fewer opportunities for mistakes.

Capabilities

By leveraging our global network of strategically located CGMP sites, in addition to our proven logistics strategies and teams of in-country experts, we can handle your entire supply chain from start to finish, including providing IOR services in 30+ countries.

IOR duties can include:

- Appoint broker to effect imports
- Confirm harmonized tariff codes
- Pay duty and tax based on harmonized tariff schedule (HTS) codes allocated by the drug developer or broker (direct or via deferment accounts)
- Maintain batch importation information
- Help avoid misdeclarations and associated fines or inspections

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Global reach

Drug developers can be assured that we are fully vetted and compliant with regional- and country-specific laws, providing IOR services in:

North and South America		
• Argentina	• Colombia	• Mexico
• Brazil	• Costa Rica*	• Panama*
• Canada*	• Dominican Republic*	
• Chile	• Guatemala*	
Africa		
• Egypt*	• Kenya*	
• Ghana*	• South Africa	
Asia Pacific and Oceania		
• Australia*	• Malaysia*	• Thailand*
• China*	• Singapore**	• Vietnam*
• Hong Kong*	• Taiwan*	
Europe		
• Georgia*	• Russia	• Ukraine*
• Germany	• Serbia*	• United Kingdom
• Norway*	• Switzerland	• The Netherlands
Middle East		
• Israel*	• Turkey*	
• Lebanon*	• UAE*	

* IOR service through external partner.
** IOR services for items intended to be re-exported.

For more details on our IOR capabilities, contact your Thermo Fisher representative.