

# How Leading Life Sciences Companies are Using Predictable and Affordable Network Digitalization Platforms to Build AI-ready Supply Chains

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**tracelink**<sup>®</sup>  
NETWORK FOR GREATER GOOD



# TraceLink is the Largest and Deepest End-to-End Digital Network for the **Healthcare & Life Sciences Industry**

**2009**  
Year Founded

**6**  
Global Offices

**900+**  
Employees

**291K+**  
Total Network Members

**1,750+** Total Customers

**51** Countries with Customers

**30+** System Integrations (LMS, ERP, WMS)

**339K+** Active Network Links

**\$4.4B+** Customer Savings on Point-to-Point Integration Costs



**Distribution & Logistics**  
60+ Customers | 870+ Partners



**Life Sciences Manufacturing**  
775+ Customers | 1,816+ Partners



**Contract Manufacturers & Packagers**  
150+ Customers | 850+ Partners



**Healthcare & Pharmacy**  
300+ Customers | 249K+ Partners



**Direct Materials Suppliers**  
1,650+ Partners

# How do we mature to become an **AI-Ready Supply Chain?**



# Business Goals & Supply Chain Challenges

## Business Goals

- ↓ Reduce Stockouts
- ↓ Reduce Excess Inventory
- ✗ Reduce Failure to Supply
- ↓ Reduce Operational Costs
- 🚀 Launch New Products
- 🌐 Enter New Markets
- 📈 Improve Service Levels
- 🏠 Build New Channels

## Supply Chain Challenges

- 📈 Demand Forecast and Supply Planning
- 🏠 Channel and Enterprise Inventory
- 📦 Customer and Supplier OTIF
- 📄 Order and Production Visibility
- 👤 Onboard Customers and Suppliers
- 🚧 Compliance & Regulatory Requirements
- 📅 Supplier Lead Times / Customer Cycle Times
- 👤 Commerce Marketplaces and Patient Delivery



**700+**

Unique Supply Chain Orchestration  
Account Meetings



**66%**


Pharmaceutical / Medical  
Device Manufacturers



**34%**

CMO, CPO, Wholesalers,  
3PLs, & Dispensers

# Achieve Integrated End-to-End Supply Chain Orchestration

-  **Coordinate** the supply chain to efficiently move product from manufacturers to consumers
-  **Synchronize** procurement, manufacturing, distribution, and logistics across suppliers, distributors, regulators, and healthcare providers
-  **Optimize** for cost-effective, and secure delivery of medications, enhancing visibility and responsiveness



# Requirement: End-to-End Digitalization + Synchronized Transaction Flows




## ▶ Key Performance Indicators

 Order Lead Time

 OTIF

 Working Capital

 Cycle Time

 Supply Lead Time

## ▶ Planning

 Channel Inventory

 Demand Forecast

 Production Schedule

 Current Inventory

 Supply Plan

## ▶ Transaction Flow

 Order-to-Cash

 Transportation

 Logistics

 Production Tracking

 Procure-to-Pay

## ▶ Inventory Flow

 Channel

 Transportation

 3PL

 Warehouse

 CMO

 Supplier

## ▶ End-to-End Supply Chain

 Customers

 Carriers

 3PLs

 Brand Owners

 CMOs

 Suppliers

 N-Tier Suppliers

# Manual Processes & Data Silos **Prevent** Digital Transformation



▶ Key Performance Indicators

 Order Lead Time

 OTIF

 Working Capital

 Cycle Time

 Supply Lead Time

▶ Planning

 Channel Inventory

 Demand Forecast

 Production Schedule

 Current Inventory

 Supply Plan

▶ Transaction Flow



 Emails



 Portals



 EDI



 WhatsApp



 SMS



 Phone

▶ Inventory Flow

 Channel

 Transportation

 3PL

 Warehouse

 CMO

 Supplier

▶ End-to-End Supply Chain

 Customers

 Carriers

 3PLs

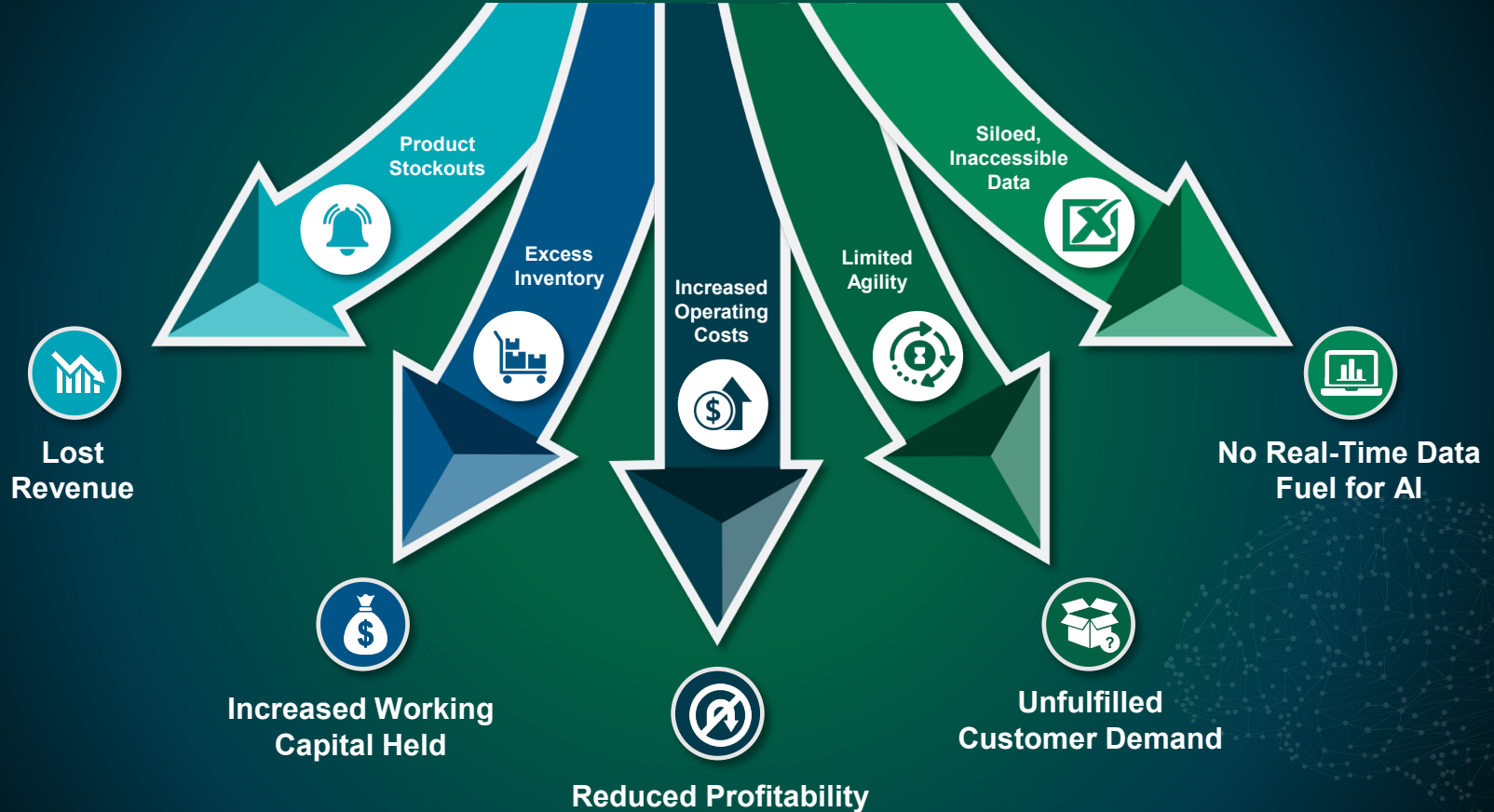
 Brand Owners

 CMOs

 Suppliers

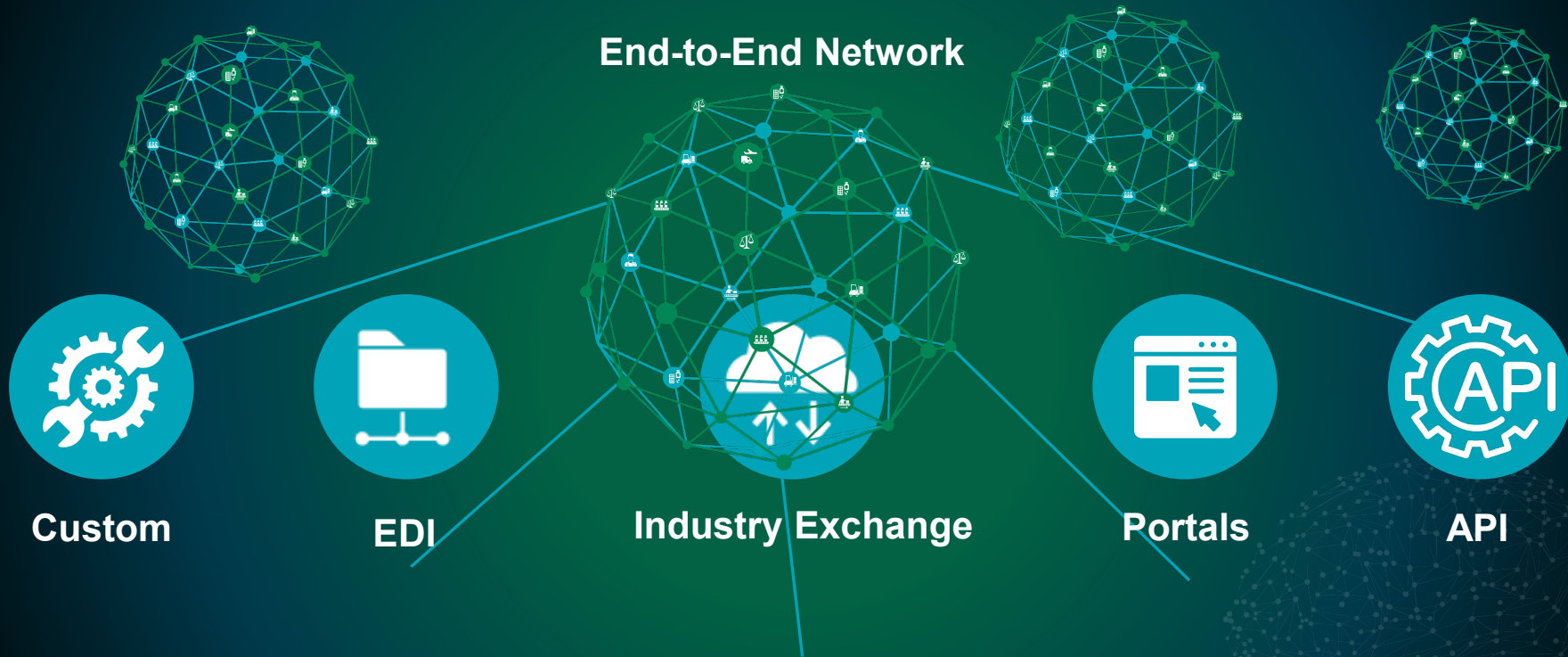
 N-Tier Suppliers

# Siloed, Unsynchronized Data Reduces Revenue & Profitability



# Requirement: New Approach to Digital Integration

*Network your way, on a network of networks, where everyone can join and scale together*



# TraceLink's Proven B2N Integrate-Once™ Model is a Breakthrough

tracelink.



PO IDoc → PO Canonical

ASN IDoc → ASN Canonical

Serialized Shipment EPCIS → Serialized Shipment Canonical

PO Canonical ← X12 PO

ASN Canonical ← X12 ASN

Serialized Shipment Canonical ← Serialized Shipment CSV



## Digital Twin

TraceLink enables a digital representation for every entity, site, and product, delivering clean, real-time supply chain.



## Integrate-Once™

The only solution that integrates a company to all trading partners for all transactions through a single link.



## Interoperate-With-Everyone

All trading partners can easily link to the network, choosing their own preferred integration method and formats.

# TraceLink B2N Integrate-Once™ Scales Seamlessly As You Grow

MedicaSupplies Inc. Systems

PharmaXcel Systems



MedicaSupplies Inc.

Unique ID

305490055801

tracelink®

PharmaXcel Distributors



Unique ID

926701092126



Custom CSV

BioGenica Systems

BioGenica Solutions



Unique ID

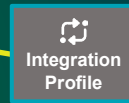
057890123457

SAP HANA

NovoCurex



112806320103



NovoCurex Systems



EDI

VitaCore Systems

VitaCore Logistics



Unique ID

711644898022

NETSUITE

The Network

Orion Health Partners



408036224450



Orion Health Systems



ORACLE FUSION APPLICATIONS



## Multimodal Integration

Companies communicate effortlessly with all network partners regardless of integration method (e.g. B2B, API, UI, email).



## Network Success

Dedicated team manages your digital twin including partner onboarding, integration, and maintenance.



## Independent Maintenance

The network remains operational and adaptable, insulated from trading partner changes, ensuring sustainable growth.

# Requirement: Supply Chain Metadata Platform With Business Transactions at the Core



Using this **Proven** Digitalization Foundation, We Can Embark Upon the Journey Toward **Agentic Orchestration**

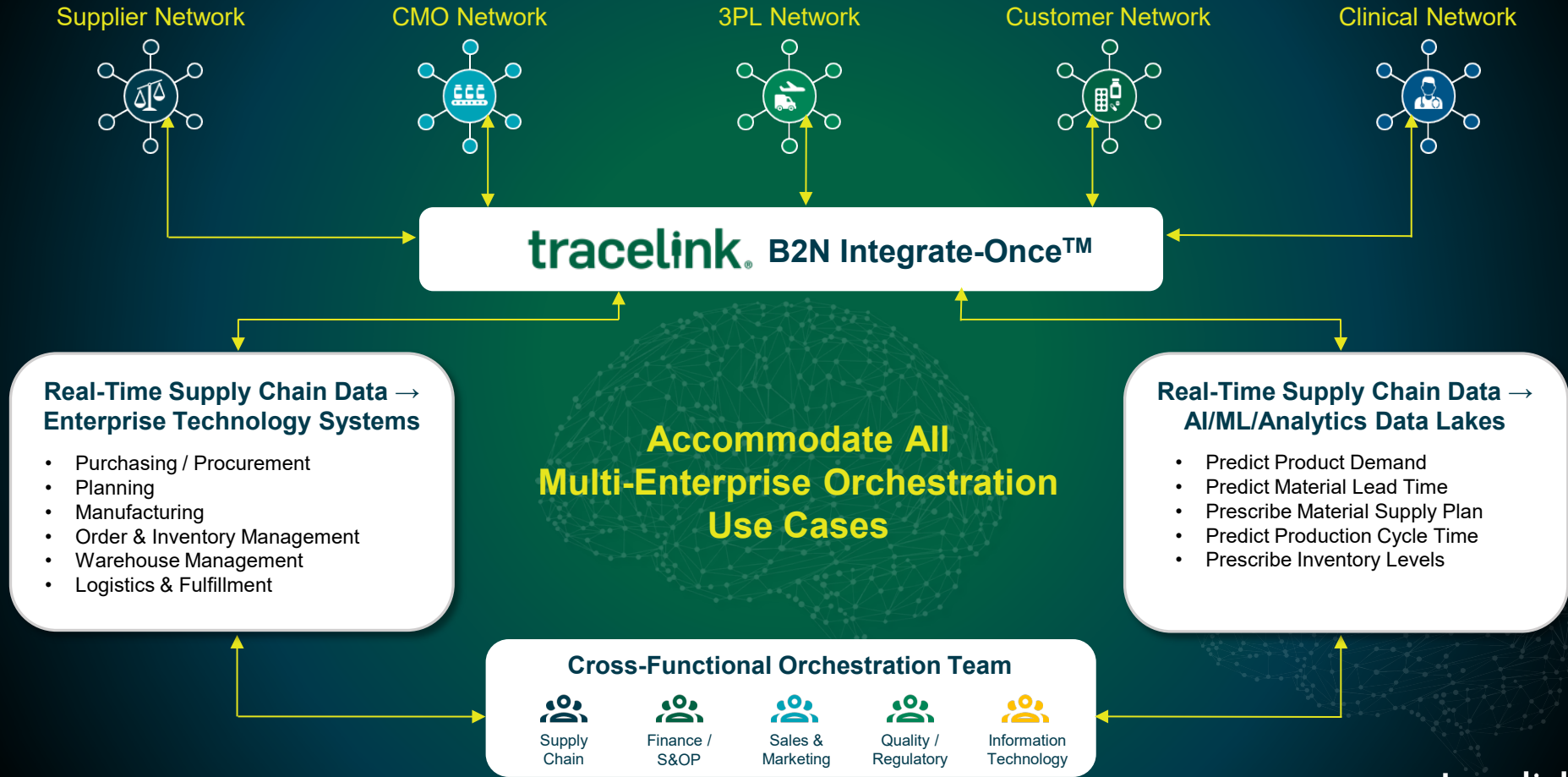


# Agentic Orchestration Requires...

- Partner Orchestration
- Process Orchestration
- Product Orchestration
- A Trusted Digital Network
- A No-Code Metadata Platform



# Fueling Intelligence with Real-Time Network Data



# TraceLink Intelligent Orchestration Agents Maturity Model



## Assistant

- “How can I configure a workflow for PO Approval”

## Associate

- “Generate an open purchase order report for FluMed with CMO Kendall Pharma”

## Analyst

- “Which materials for are at high risk for being out of stock in the next six months”

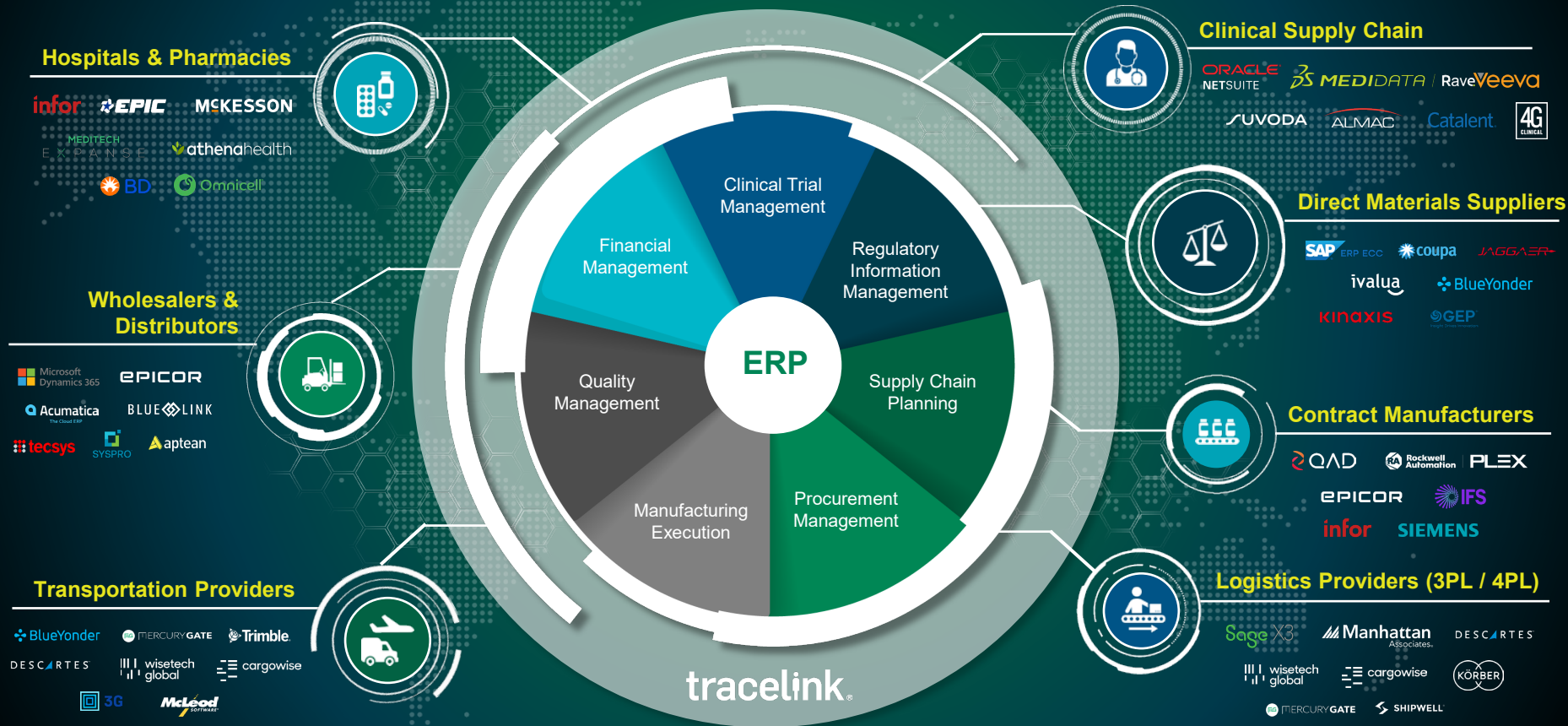
## Product Planner

- “Maximize profitability of FluMed based on material availability, market demand and \$200M of inventory”

## Product Manager

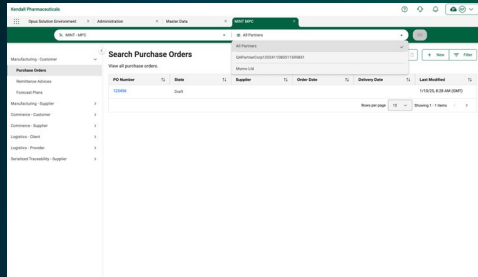
- “Accept customer orders and place material orders to achieve service, cost and cash criteria”

# Agents are Built on End-to-End Orchestrations

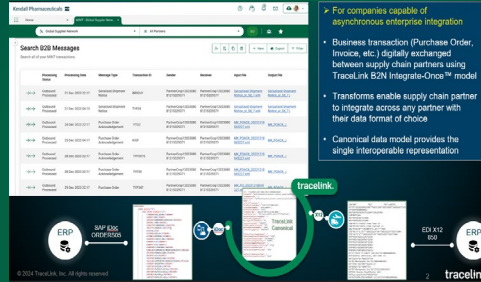


# End-to-End Orchestrations are Built on No-Code Metadata Platforms

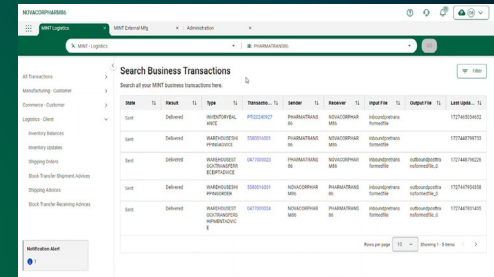
Internet of Supply  
Networks Paradigm



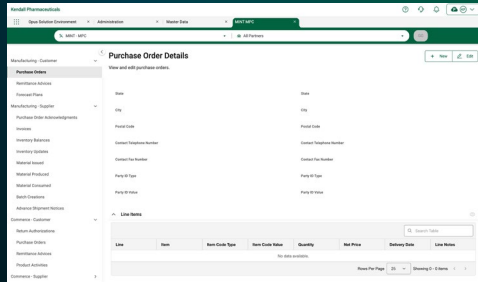
B2N  
Integrate-Once™



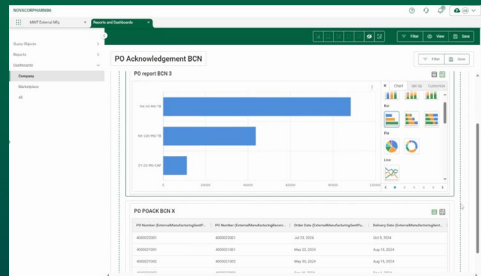
Multi-Modal  
Interoperability



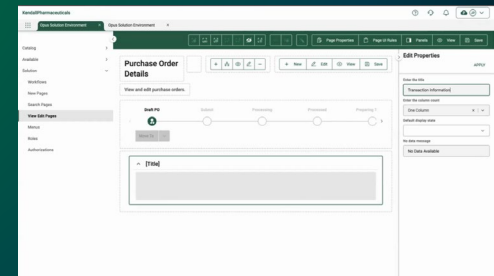
End-to-End  
Orchestrations



User Configurable  
Reports & Dashboards



User Configurable  
UX & Workflows



# Agentic Orchestrations are Built with Intelligence on Metadata



**Optimized LLM** based on **OPUS metadata** for the TraceLink Network (MINT, POET, T&T, Compliance)



**Real-time access** to business objects via a single GraphQL interface with augmented prompts



Solution Developer



Network Administrator



Exception Monitor



Procurement Associate



Inventory Analyst

Agents can be created at any OPUS architecture level (Solutions, Apps, Metadata, etc.)



Procurement Associate



Inventory Analyst

Agents function as users with **specific roles**, skills, and performance reviews



Agent **profiles** can be **shared** across and within companies through OPUS's Shared Catalog



Execution context (prompt) enhanced by **company metadata** and **master data** from a **vector database**

# TraceLink Delivers End-to-End Agentic Orchestration in Life Sciences, Healthcare and Adjacent Industries

## Deep Life Sciences Expertise

Secure, life sciences-specific solutions backed by unparalleled industry knowledge and a verified ecosystem of 291,000+ members.



## Multi-Modal B2N Integrate-Once™

Affordable, scalable integration with any trading partner by enabling all parties to “network their own way.”

## Collective Network Effect

Shared benefits accelerate digitalization while safeguarding data and providing first-mover advantages.



## Open Partner Ecosystem

Certified partners tailor solutions leveraging no-code tools and a shared network foundation.

## No-Code Tools

Easily tailor solutions and workflows without heavy IT burden to achieve agility.



## Network UX

Intuitive UX enables partners of any digital maturity to participate in digital transformation

## E2E Reports & Dashboards

Configurable, drag-and-drop dashboards deliver comprehensive insights into end-to-end supply chain performance.



## E2E Supply Chain Processes

Unified platform supports all supply chain transactions and processes across diverse digital networks and partners..

## Network Success & Program Management

Verification and trade partner onboarding led by TraceLink experts to ensure secure, cost-effective links with all parties.



## Security, Reliability & Compliance

Network-ready certifications and governance ensure data protection and uninterrupted operations.



**THANK YOU!**

**Please visit us in the  
Delegate Lounge Booth**

