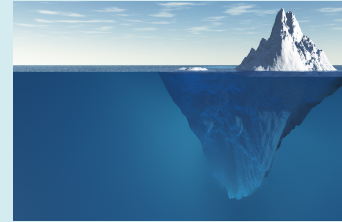**tracelink**
NETWORK FOR GREATER GOOD

Home
Resources
Resource Center

Hidden Costs of Serialization

Depending on your serialization requirements and company size, your TCO can be 10 times or more than your initial acquisition cost. View a breakdown of all costs you will incur so that you are prepared to navigate the entire serialization iceberg.

SELECTING YOUR SERIALIZATION SOLUTION
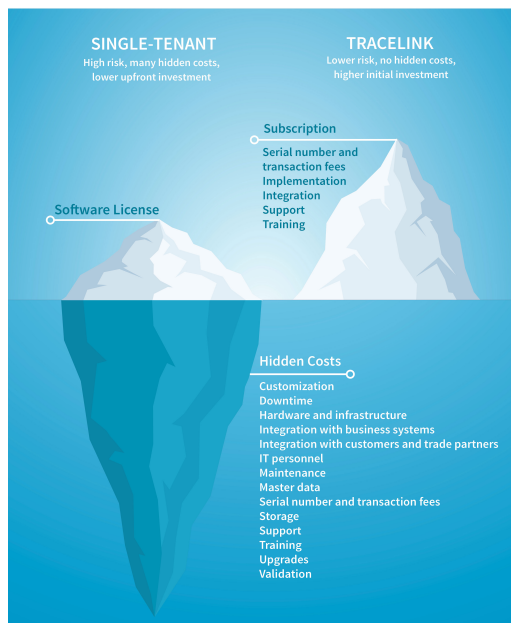
JUST THE TIP OF THE ICEBERG

IF YOU CHOOSE AN ON-PREMISE SERIALIZATION SOLUTION YOU MAY BE HEADING FOR DISASTER

What is Total Cost of Ownership and why is it important when considering a serialization solution?

Total cost of ownership (TCO) is a financial estimate of cost over the life of a product or system. If your company is in the process of selecting a serialization solution, it's important to consider both the acquisition cost and long-term investments you will have to make in order to better evaluate providers and develop an accurate serialization budget.

10X Your TCO can be ten times or more than your initial acquisition cost.

SINGLE-TENANT
High risk, many hidden costs, lower upfront investment

TRACELINK
Lower risk, no hidden costs, higher initial investment

Software License

Subscription
Serial number and transaction fees
Implementation
Integration
Support
Training

Hidden Costs
Customization
Downtime
Hardware and infrastructure
Integration with business systems
Integration with customers and trade partners
IT personnel
Maintenance
Master data
Serial number and transaction fees
Storage
Support
Training
Upgrades
Validation

Software license or subscription fees
A one-time fee, or as recurring monthly or annual fees. Fees may cover a range of users, or require individual licenses for each user.

Master Data
Functions as a single source of truth to build a reliable system of record for serialization and track and trace. Inconsistencies can cost you in terms of labor and system resources.

Serial number and transaction fees
What you are charged to generate, store, and interact with serial numbers and the events aligned with those serial numbers.

Validation
The associated costs of validating integrations with your serialization solution provider, including all installation qualification (IQ) and operational qualification (OQ) documents to ensure you are live and running in production.

Hardware and infrastructure
The cost of adding additional hardware and infrastructure to support on-site or private service for data storage, processing, and access.

Training costs
Provides access to instructors, learning programs, and support materials to enable your company's success.

Storage
What you'll pay for the long-term storage and access needed to meet regulatory data-retention requirements.

Support
Support costs will vary based on factors such as hours of operation (not all are 24/7), languages supported, level of support, and number of users.

Integration with customers and trade partners
The cost of connecting with each trade partner in order to achieve information and exchange data with them.

IT personnel
What it will cost to provide the necessary in-house staff in terms of training, availability, and technical skills, your outsourcing demands and availability.

Customization
Additional configuration costs driven by manual rewriting when your solution lacks pre-built, out-of-the-box integrations.

Upgrades
The costs you will incur when upgrading your solution to meet new compliance requirements, as well as growth opportunities.

Integrating with internal business systems
The cost of configuring, testing, and deploying your serialization software to integrate with internal packaging lines, ERP and warehouse systems, and master data.

Downtime
The direct and indirect costs associated with systems that are down for maintenance and other operational events.

Regardless of project size, TraceLink consistently delivers a significantly lower TCO than any other single-tenant or on-premises alternative.

tracelink
Life Sciences Cloud

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InfographicSerial Number ManagerGlobal Track & TraceSerializationBrazil, **China**, **European Union**, **Russia**, **United States**

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More Serialization and Compliance Resources

Serialized Operations: Challenges and Opportunities

How do your serialized operations compare with more 100+ pharmaceutical companies? Get the results of TraceLink's serialization program assessment.
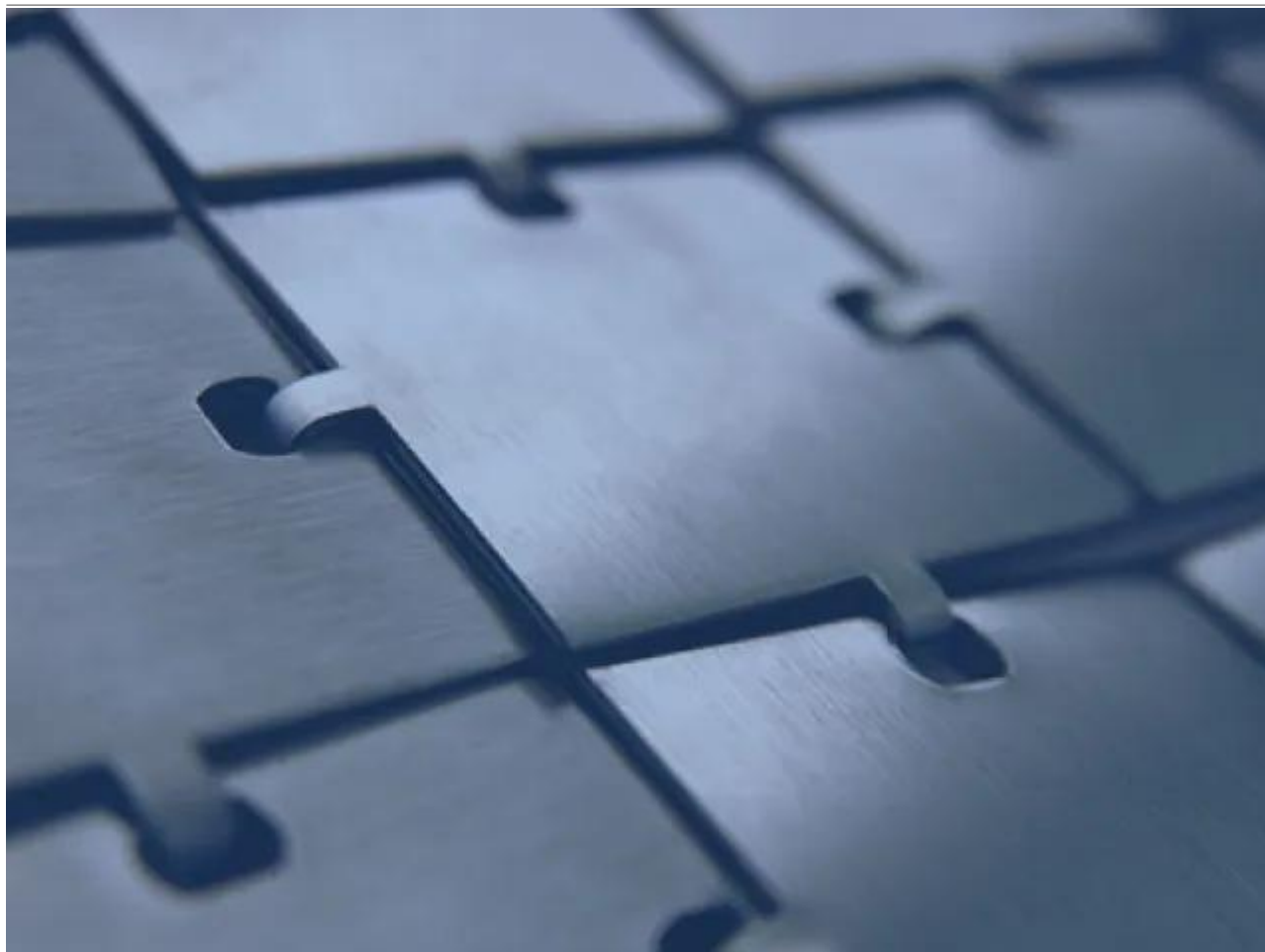**View More**

Four Reasons Why Pharma Companies Need a Serialization Intelligence Solution

Pharmaceutical companies need real-time visibility into operations, people, and systems across serialization infrastructures. See the reasons why.

View More

TraceLink: The World's Largest Integrated Digital Supply Network

TraceLink's network digitally connects the end-to-end pharmaceutical supply chain. See the infographic.

View More

Solving the COVID-19 Pharma Supply Chain Struggle

See exclusive research on COVID-19's impact on pharmaceutical supply chain agility, visibility, and resilience. Get actionable insights.

View More

How Does Serialized Product Intelligence Enable Root Cause Analysis of Compliance Errors?

Watch this product demo to see how Serialized Product Intelligence empowers serialized operations teams with self-service troubleshooting capabilities.

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Poll: Russia Crypto Codes Create Unique Operational Challenges Manufacturers Must Address Now

Companies are moving forward with Russia compliance and crypto code strategies. Are you behind?

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