

# Practical Application & Use Cases for End-to-End Supply Chain Orchestration

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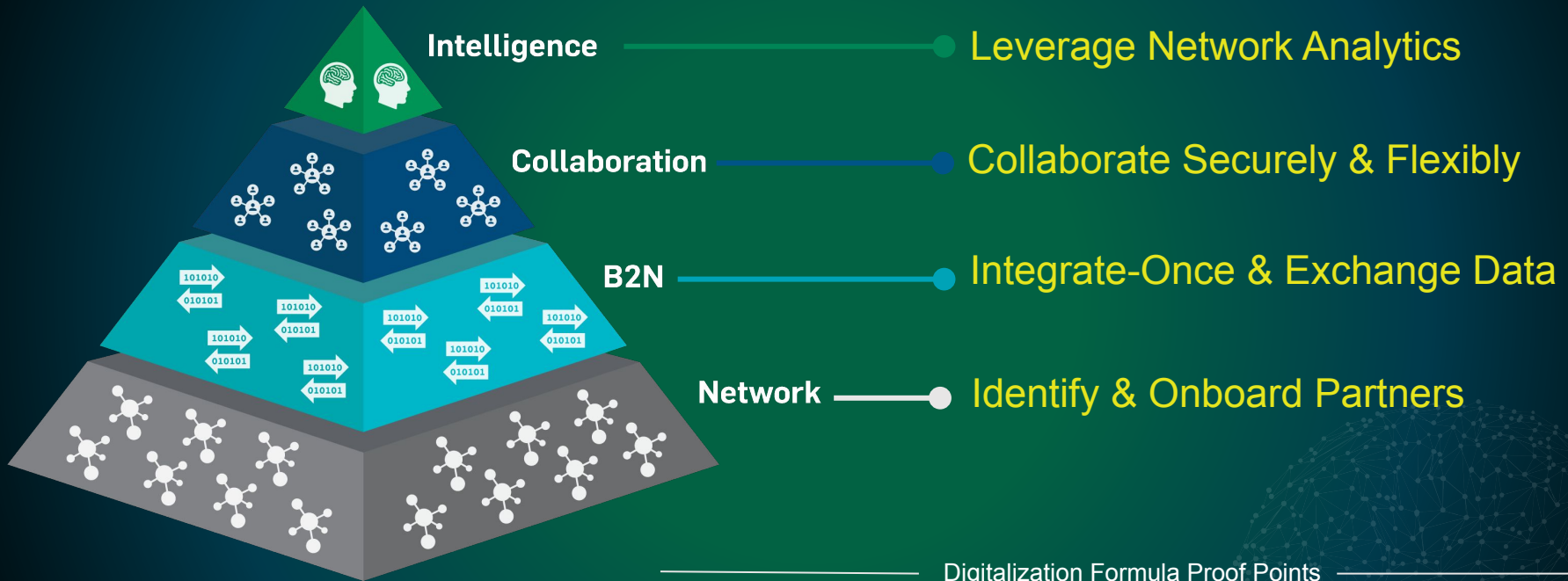


# Agenda

- A Proven Formula for Digitalization
- Value Beyond Compliance → Supply Chain Orchestration
- Practical Use Cases for Orchestration
- How to Get Started

# A Proven Formula for End-to-End Supply Chain Digitalization

*Four Ingredients Battle-Tested through Track-and-Trace Orchestration*



## Digitalization Formula Proof Points

**20+ / Day**

Partner Integration Rate via  
*Integrate-Once™* Model

**1.6M+**

Monthly ASNs  
Transacted on Network

**1,600+**

Unique Transforms  
Available

**150+**

Unique Transaction  
Types Supported

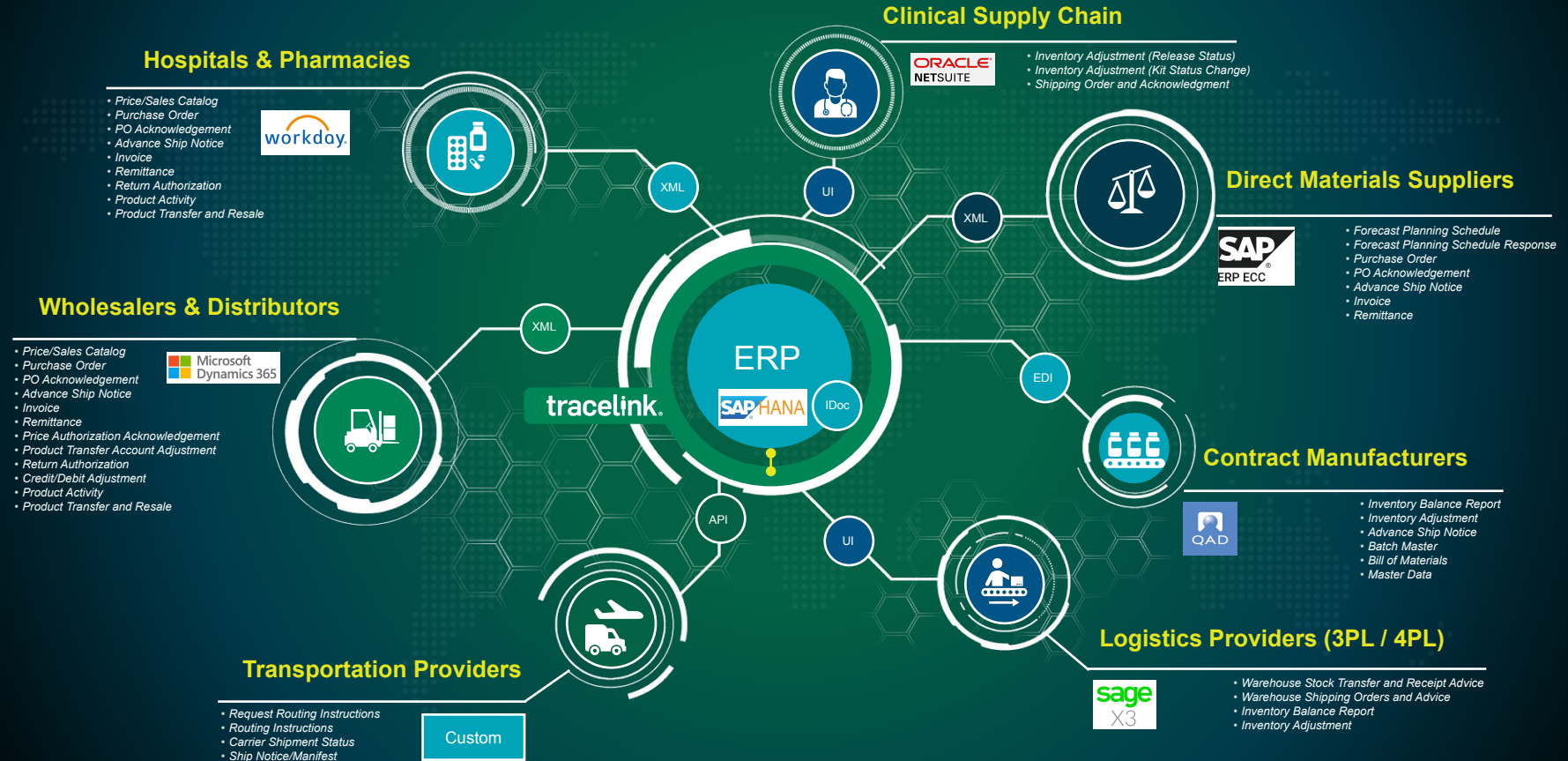


# Extending the Digitalization Formula Learned in Track-and-Trace

## 90%+ of Your Supply Chain Operates Beyond the Sphere of Your Enterprise Systems



# Link Real-Time Supply Chain Information to Your Enterprise Systems from the **Network** of Enterprise Systems



# Empower Your End-to-End Supply Chain Team with a Salesforce-Like Environment, **Purpose-Built** for Multi-Enterprise Orchestration

Kendall Pharmaceuticals

Home | MINT - Global Supplier Network

Global Supplier Network | Munro Supplies | GO

## Edit Purchase Order Acknowledgement

+ NEW | VIEW | SAVE | Line Item 10

tracelink

MINT | Kendall Pharma - MINT | All Teams | GO

### Order Information

PO Number: 86418467821  
Delivery Term Code: INCO 1  
Delivery Term Description: COD  
Currency: USD

### Customer

Name: Kendall Pharmaceuticals  
Address 2: Kendall Warehouse Liberty Ave, PA

### Receipts

Receipt Number	Delivery Number	Receipt Date
01345	1234	06 Jan 2024
02234	5678	12 Mar 2024

### Invoices

Invoice Number	Invoice Date	Quantity
2344	02 Jan 2024	10000
4566	04 Jan 2024	40000

### Payments

Payment Number	Payment Date	Invoice
01	02 Jan 2024	2344
02	04 Jan 2024	4566

## Purchase Order Tracking Report

View or filter the information below to obtain useful data.

Status	Purchase Order Number	Due Date	Total Amount	Ship to Location
Shipped	PO20240100			
	PO20248547			
	PO20249438			
<b>Total</b>	<b>3</b>			
Pending Approval	PO20904856			
	PO20240138			
<b>Total</b>	<b>2</b>			
	PO2029478209			
	Pending Appr			

Kendall Pharmaceuticals

Reports & Dashboards

### Procurement Insight Dashboard

View all the reports your company currently working on.

#### Purchase Order Acknowledgements Sent by Partner

Partner	Jan	Feb	March
NovoPharm	150	550	550
VitaSolve	200	500	550
OmniCare Health Solutions	50	450	150
ProximaBio	100	400	300
Med Excellence	150	100	100

#### Incidents Logged

Severity	Count
Critical	62
High	38
Medium	51
Low	24

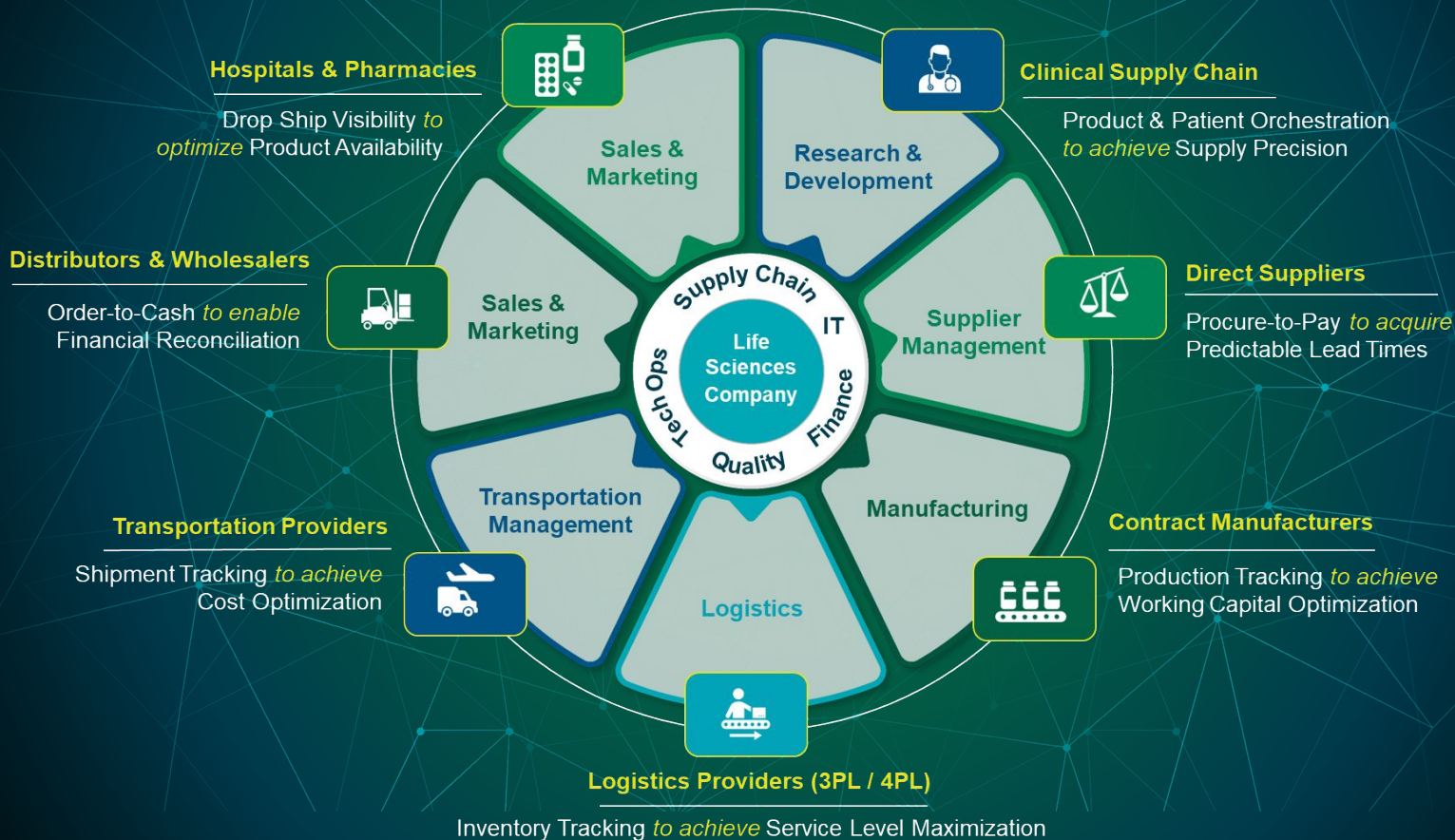
#### Advance Shipment Notices by Partner

Partner	Jan	Feb	March
NovoPharm	400	300	400
VitaSolve	300	300	300
OmniCare Health Solutions	200	200	200
ProximaBio	100	100	100
Med Excellence	100	100	100

#### Exceptions relating to existing POs

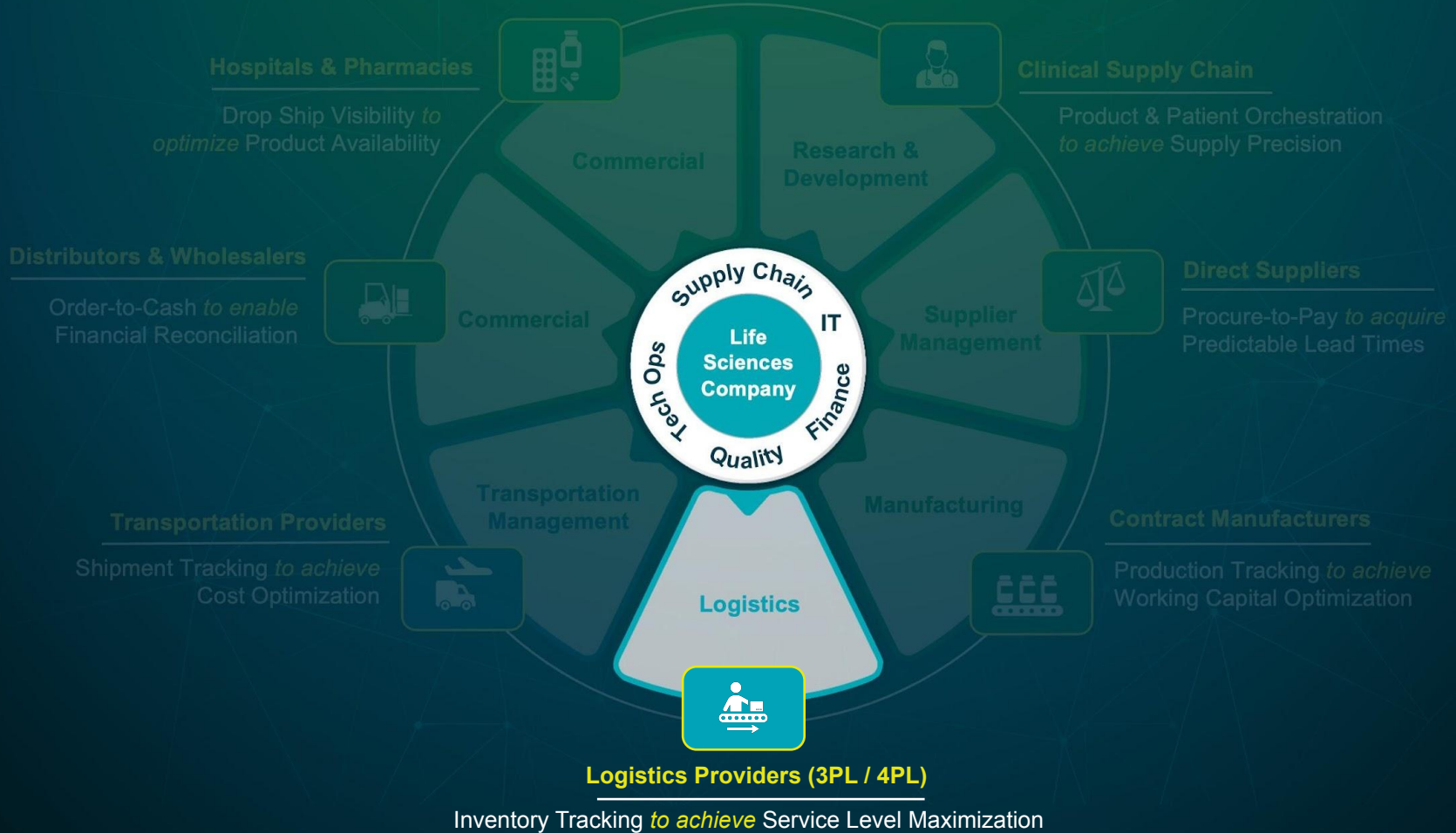
Category	Count
Map In	276
Failed	276

# End-to-End Digitalization of All Your Supply Chain Processes





# Orchestrating Outcomes in **Logistics**

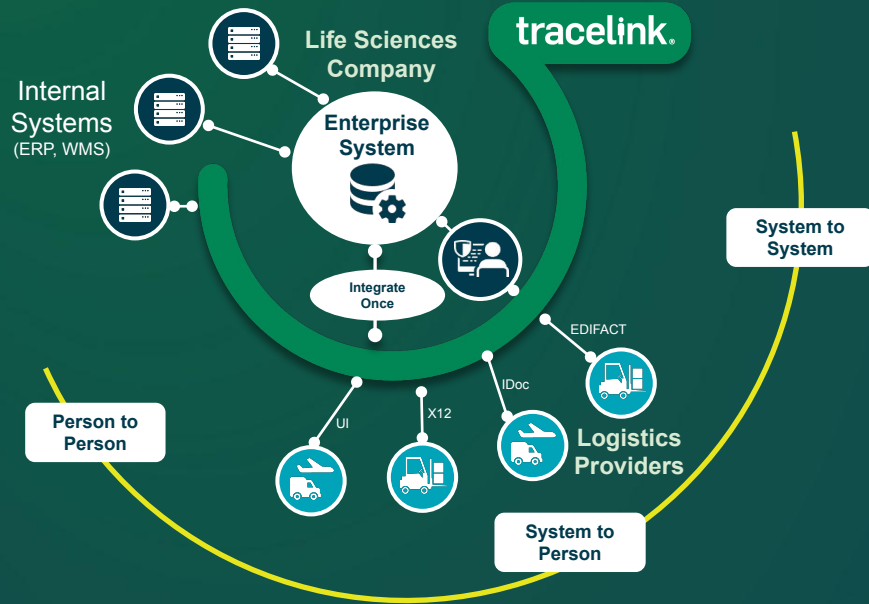




# Logistics Orchestration “in the Wild”



# MINT for Logistics



## Integrate-Once™ for Warehouse Processes:

- Inventory Balance Report
- Inventory Status/Adjustment
- Warehouse Stock Transfer Ship & Receipt Advice
- Warehouse Ship Order & Shipping Advice
- Advance Ship Notice

## Integrate-Once™ for Order Mgmt & Warehouse:

- Customer Purchase/Sales Order (info)
- Customer Advance Ship Notice (info)
- Customer Invoice (info)
- Customer Credit/Debit (info)
- Price/Sales Catalog
- Customer Master
- Forecast Planning Schedule & Response
- Inventory Balance Report
- Inventory Status/Adjustment
- Warehouse Stock Transfer Ship & Receipt Advice

# The Benefits of Logistics Orchestration

## Use Case

## Benefits of Orchestration



### Real-Time Inventory Management

- Inventory Balances & Adjustments
- Warehouse Stock Transfers
- Warehouse Shipping Orders

- Improve **planning and replenishment** with inventory levels aligned between 3PL warehouse and MAH enterprise systems
- Gain full **visibility** to finished product transferred from CMOs to 3PLs
- Ensure **product availability** and readiness for shipment
- Provide **real time shipment data** to enable dock scheduling, labor planning, and more efficient receiving processes



### Outsourced O2C Optimization

- Purchase/Sales Order
- Customer Master
- Invoice and Credit/Debit

- Close monthly and quarterly **sales financials on time** with automated real-time customer order, invoice and credit/debit adjustment data for outsourced order management processes in local markets
- Maintain **up-to-date** in market customer master from logistics partners

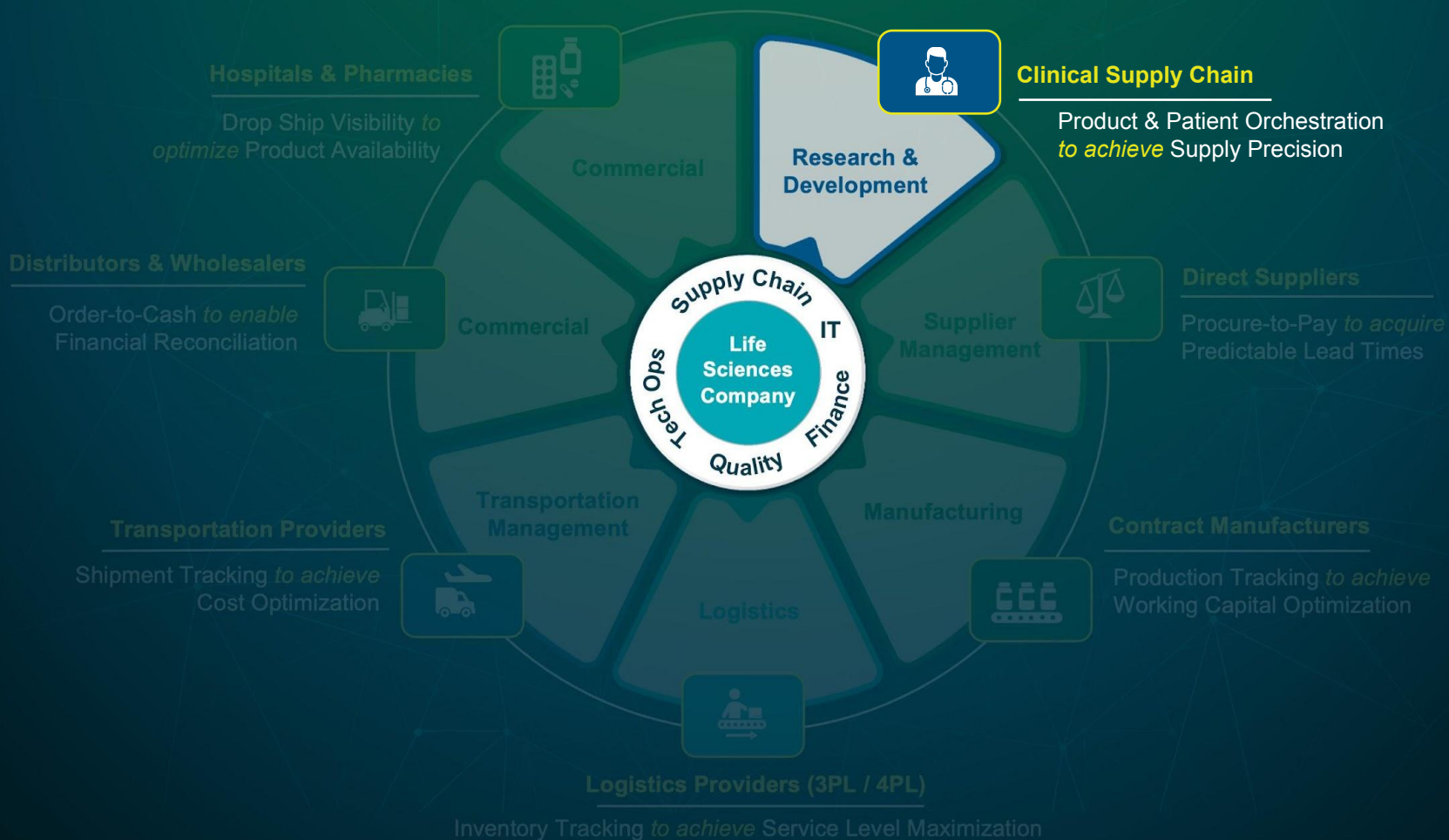


### Receiving Optimization for Customers

- Advance Ship Notice

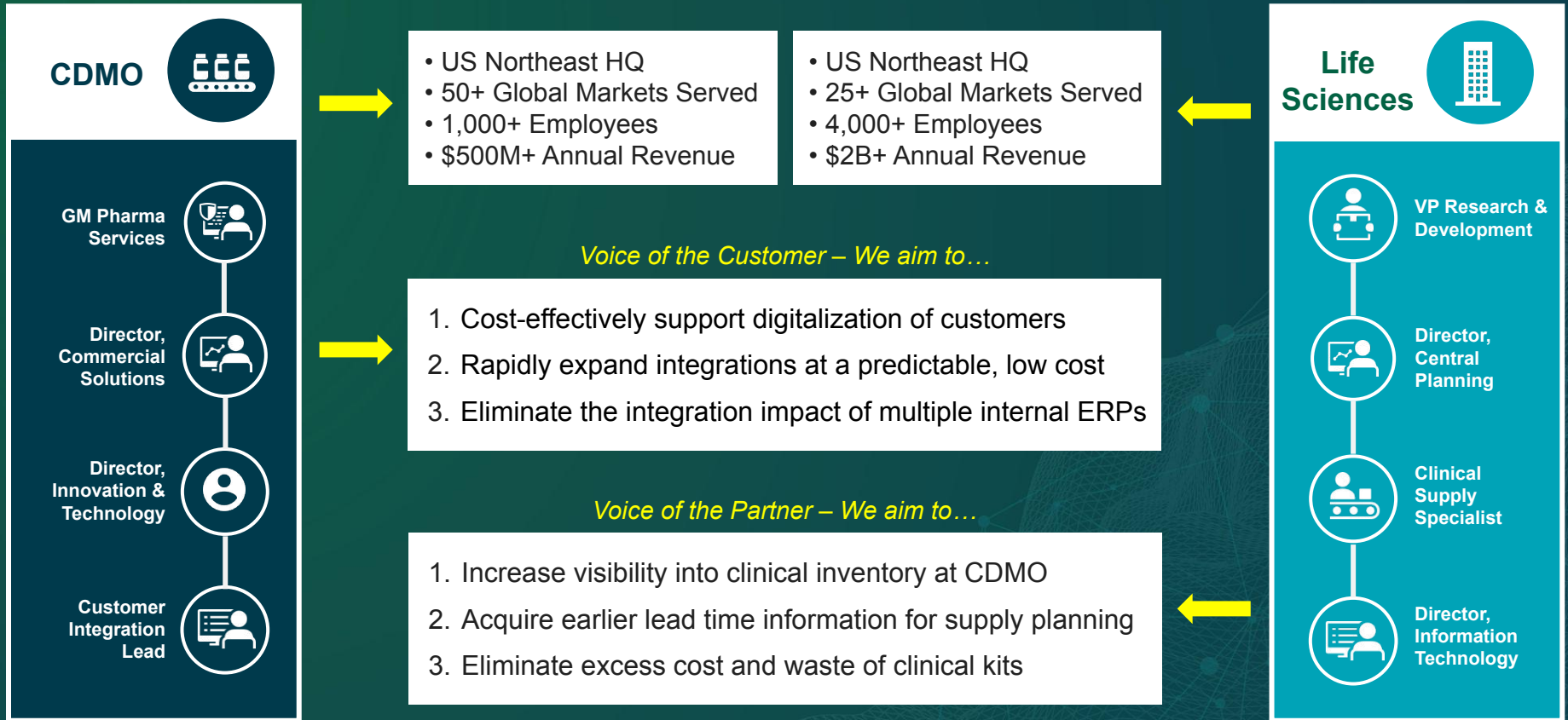
- Improve **customer preparedness** by providing customer with confirmed product quantities, tracking numbers, and delivery dates
- Reduces customer service effort while **improving customer satisfaction**

# Orchestrating Outcomes in **Clinical Supply Chain**

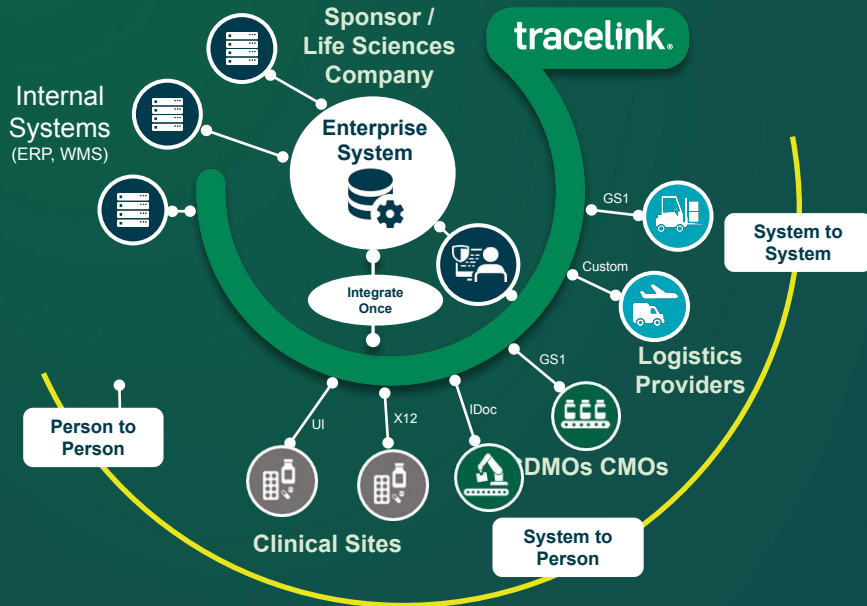




# Clinical Supply Chain Orchestration “in the Wild”



# MINT for Clinical Supply



## Integrate-Once™ for:

- Inventory Balance Request
- Inventory Balance Report
- Inventory Status (Release Status)
- Inventory Status (Kit Status Change)
- Ship Order Request
- Ship Order Acknowledgement
- Shipping Advice
- Advance Ship Notice (Despatch Advice)
- Receiving Advice
- Dispensing Advice
- Drug Return Order
- Destruction Confirmation

# The Benefits of Clinical Supply Orchestration

## Use Case

## Benefits of Orchestration



### Real-Time Inventory Management

- Inventory Balance
- Inventory Status (Release, Kit Status Change)
- Destruction Confirmation

- Improve clinical supply **planning and replenishment** with aligned inventory levels across CMO and depot sites
- Monitor stock levels at CMO and depot sites to ensure **availability** and **on-time supply** of clinical kits for trial subjects
- Manage **shelf-life and expiry** of materials across country-specific regulations
- Maintain continuous stock **visibility** to ensure sufficient supplies while **minimizing cost and waste** of investigational medicinal product

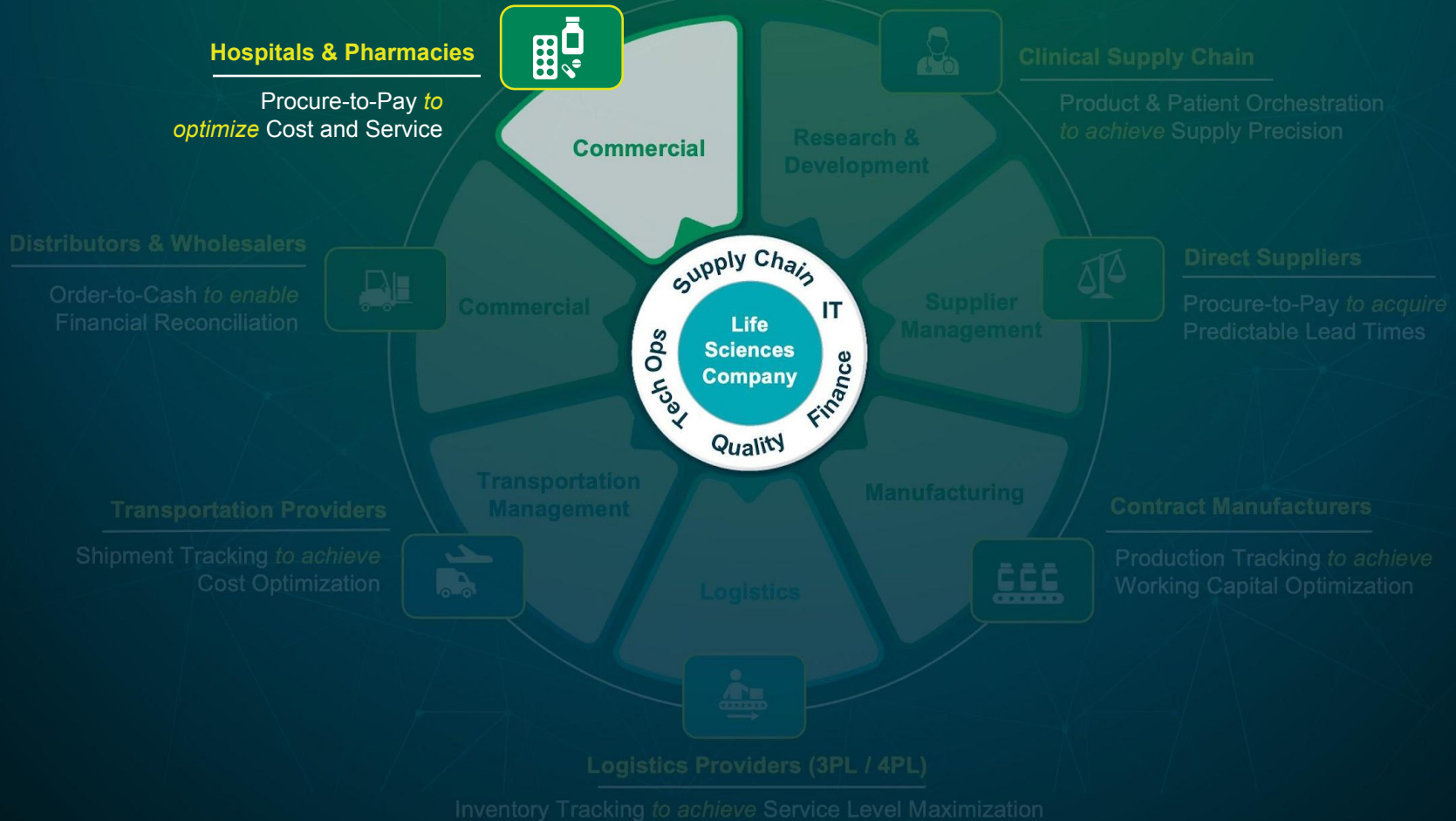


### Continuous Clinical Kit Visibility

- Ship Order and Advice
- Advance Ship Notice
- Receiving Advice
- Dispensing Advice
- Drug Return Order

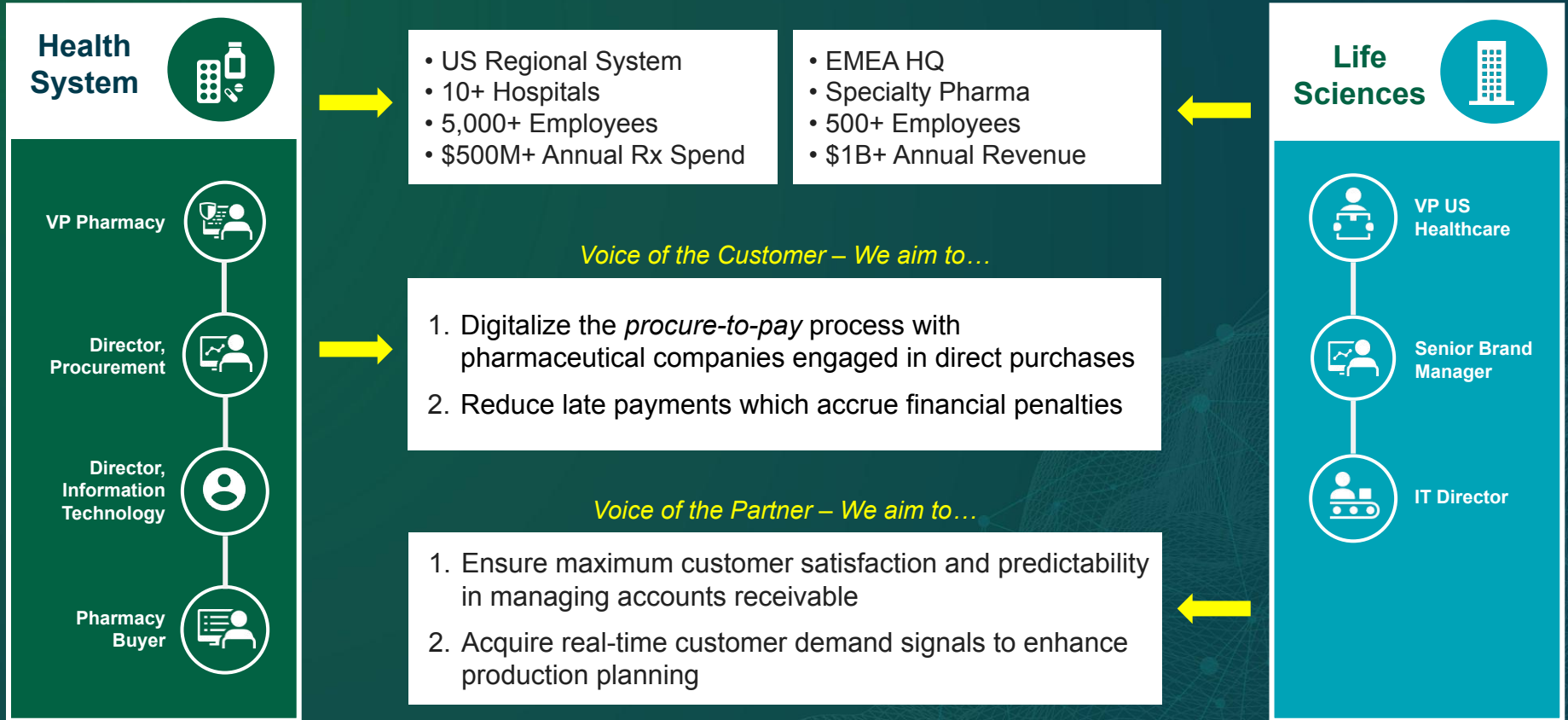
- Manage **end-to-end distribution** from production to depot to clinical sites
- Maintain **full visibility** to clinical product transferred from CMOs to 3PLs
- Ensure **on-time supply** for trial subjects across treatment plan
- Ensure **clinical site preparedness** by providing confirmed quantities, tracking numbers, and delivery dates

# Orchestrating Outcomes in Digital Commerce

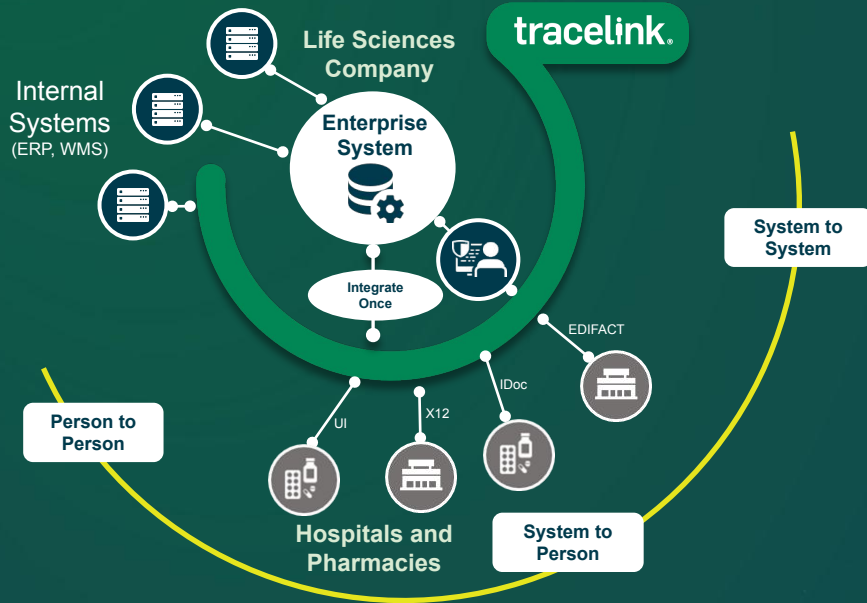




# Digital Commerce Orchestration “in the Wild”



# MINT for Digital Commerce



## Integrate-Once™ for:

- Price/Sales Catalog
- Purchase Order
- PO Acknowledgement
- Advance Ship Notice
- Invoice
- Remittance Advice
- Return Authorization/Notification
- Credit/Debit Adjustment
- Product Activity
- Forecast Planning Schedule / Response

# The Benefits of Digital Commerce Orchestration

## Use Case

## Benefits of Orchestration



### Order Collaboration & Monitoring

- PO / PO Ack
- Advance Ship Notice
- Invoice
- Remittance Advice
- Returns Authorization
- Credit/Debit Adjustment

- Improve **planning accuracy** with real-time confirmation of PO quantities and due dates
- **Reduce work** in managing purchase orders, enabling greater flexibility in order size and frequency to improve **supply chain agility**
- **Improve timeliness and accuracy** of procure-to-pay and financial reconciliation processes



### Demand Planning

- Product Activity
- Forecast Planning Schedule

- Ensure alignment with suppliers to improve **planning agility** and **reduce late or missed shipments**
- Improve collaboration on forecasts, **increasing predictability** and **reliability** of supplier deliveries while reducing safety stock inventory
- **Reduce risk of out-of-stocks** and product delays through improved planning based on demand and inventory visibility

# MINT Pricing Enables Orchestration with 100% of Partners

## ► Solution

MINT Pricing Tiers	Free	Essential Visibility	Extended Visibility	Full Visibility <sup>2</sup>
Annual Cost per Partner <sup>1</sup>	\$0	\$600	\$1,200	\$4,800
Onboarding Cost per Partner	\$0	\$0	\$0	\$0
Onboarded Partner Limit	1	Unlimited	Unlimited	Unlimited
Transaction Type Count Limit	3	3	7	Unlimited
Transaction Volume Limit <sup>3</sup>	Unlimited	Unlimited	Unlimited	Unlimited
Customer Users	Unlimited	Unlimited	Unlimited	Unlimited
Partner Users	Unlimited	Unlimited	Unlimited	Unlimited

<sup>1</sup> MINT is priced per Partner; partners can be placed into different tiers depending on the number of Transaction Types exchanged with them

<sup>2</sup> Serialized Shipment Transaction Type is subject to Full Visibility pricing.

<sup>3</sup> With regard to MINT, customer is limited to a maximum daily limit of 1,000 files per day, per Partner, per Transaction Exchange Type to protect against unnatural or abusive activity which could compromise system integrity

You will **NOT** be charged for:

- Transaction Volume
- File Size
- Custom File Maps
- Partner Onboarding
- Partner File Maps
- Integration Maintenance

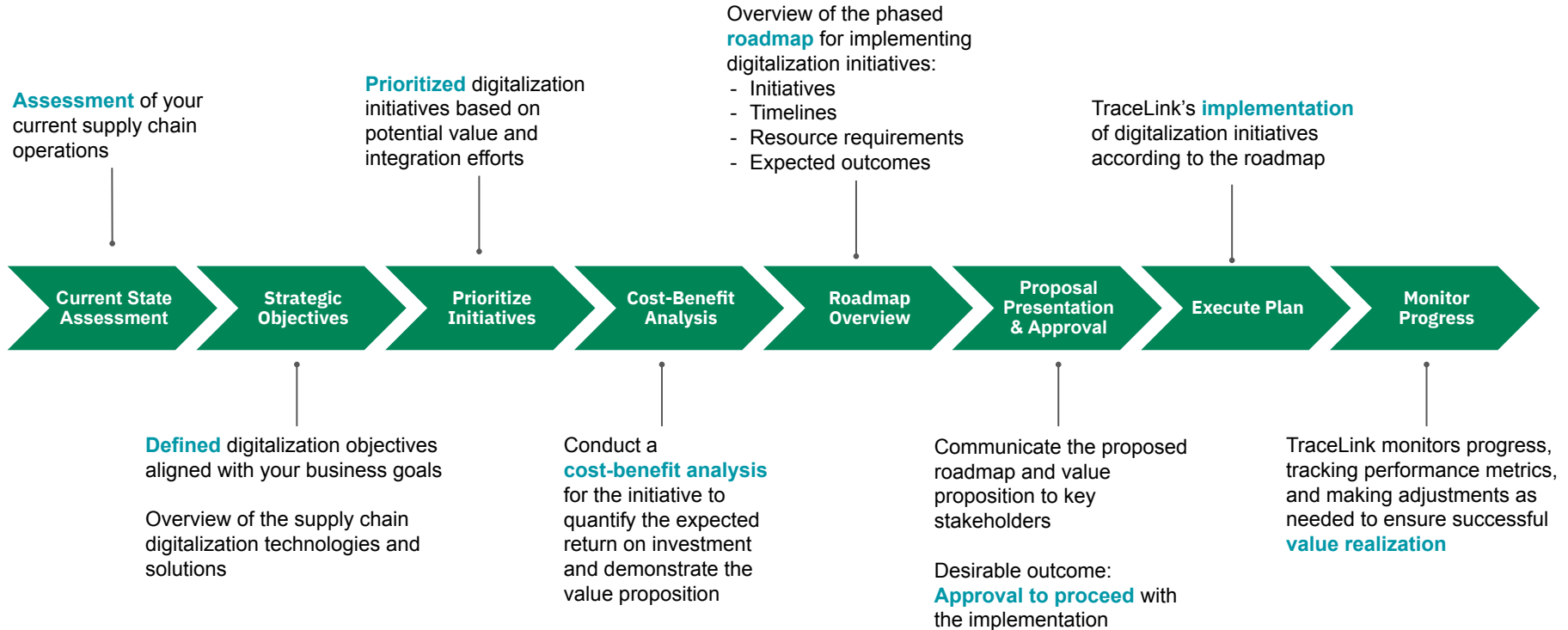
## ► Services

- An SOW will be provided for implementation.
- Partners are onboarded at no cost to customers or partners.
- There is no cost for custom transforms (maps) development or ongoing maintenance of integrations.





# How to Get Started: Supply Chain Orchestration Value Roadmap



**What business outcomes are you seeking through supply chain orchestration?**

***Explore at 30+ upcoming sessions!***