# Achieve Better Business & Patient Outcomes

**Resolve Supply Chain Challenges**

Realize Better Patient Outcomes

**Achieve Better Business Outcomes**

# TraceLink Links the Global Pharma Industry for Track and Trace Orchestration

**15+**
Years of Innovation

**339K**
Active Network Links

**291K+**
Network Members

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**1,600+**
Customers

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

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**30+**
System Integrations

**454M+**
Transactions Exchanged

**1,600**
Unique Transforms Available

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3

# A New Way Forward



**End-to-End Network**

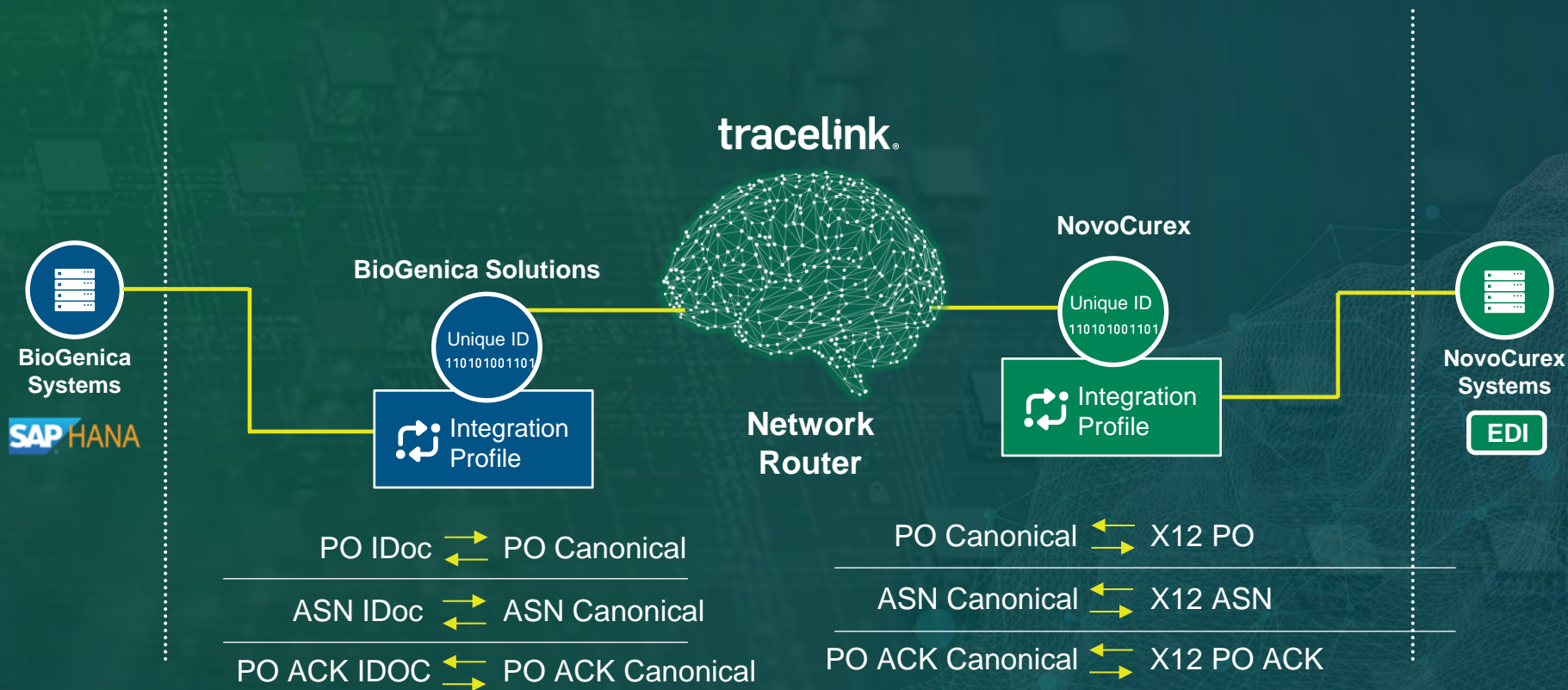**Custom**  **EDI**  **Industry Exchange**  **Portals**  **API**
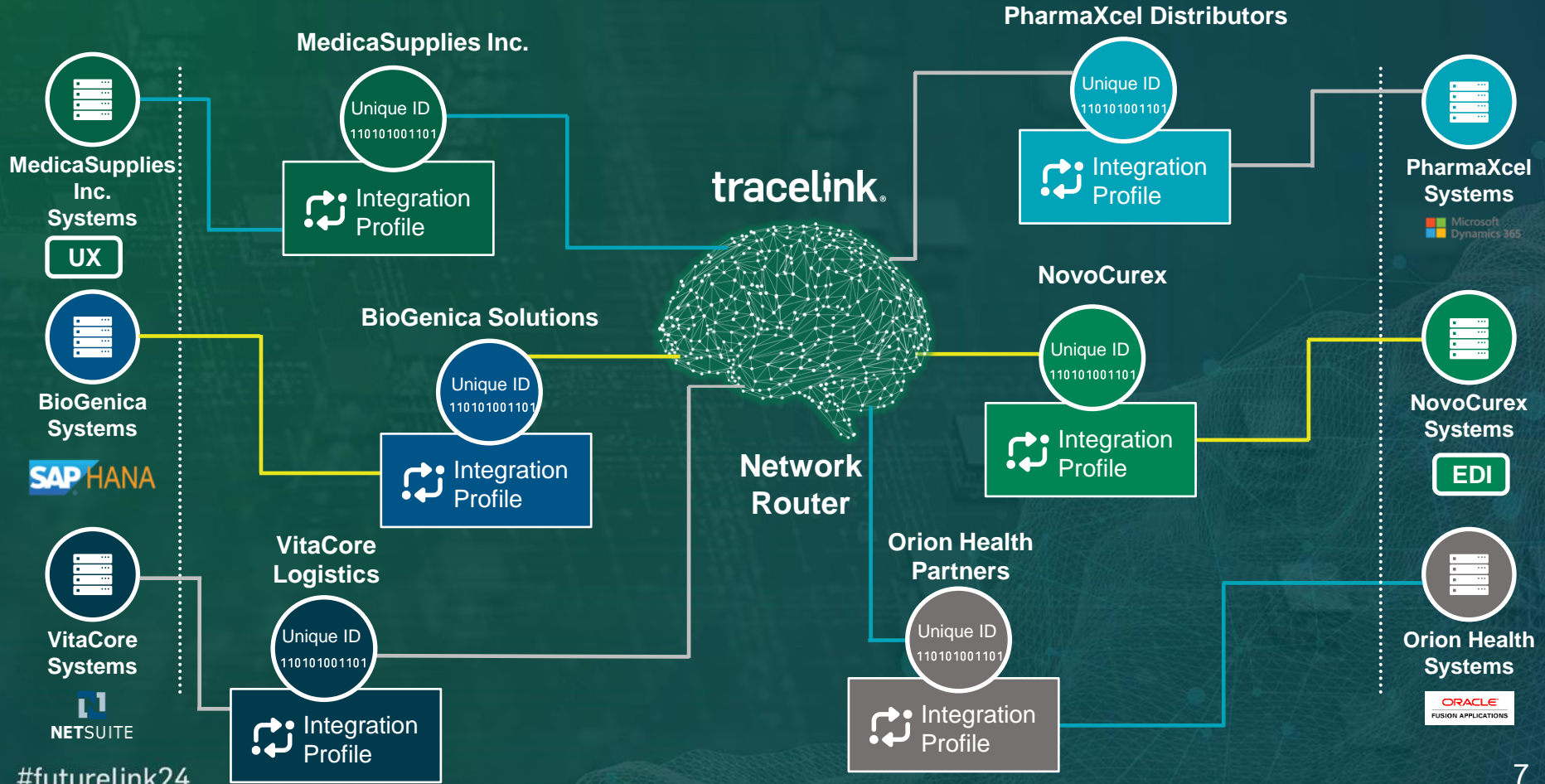
# TraceLink: The Network of Networks for Every Organization

- Network Your Way
- Everyone Can Join
- Scale Together

# True Integrate-Once Business to Network Model

tracelink.

**NovoCurex**

**BioGenica Solutions**

Unique ID
110101001101

**BioGenica Systems**

SAP HANA

Integration Profile

**Network Router**

Unique ID
110101001101

Integration Profile

**NovoCurex Systems**

EDI

PO IDoc → PO Canonical

ASN IDoc → ASN Canonical

PO ACK IDOC → PO ACK Canonical

PO Canonical ⇄ X12 PO

ASN Canonical ⇄ X12 ASN

PO ACK Canonical ⇄ X12 PO ACK

# Scale Networks Collectively
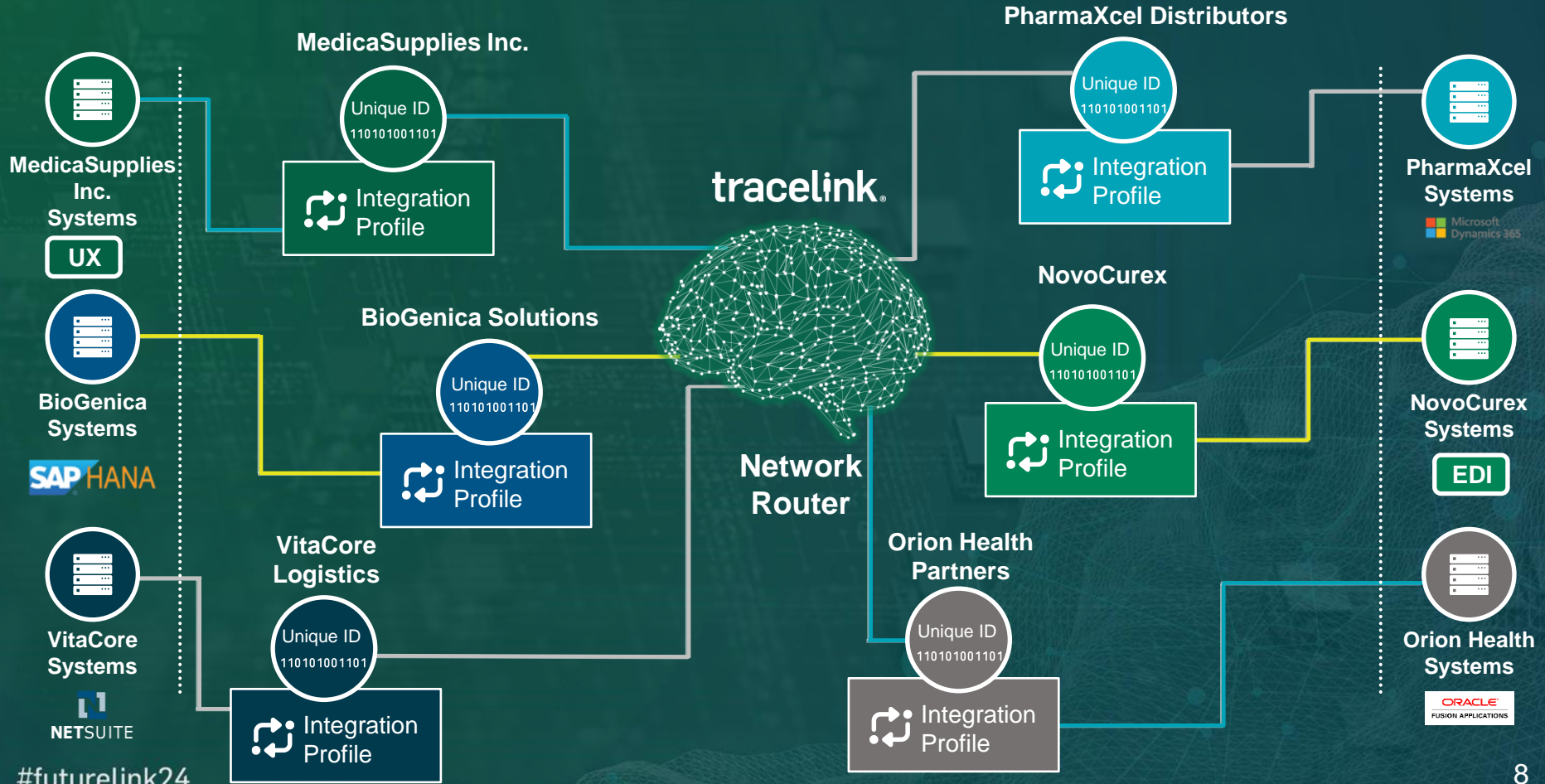
# No-Code Access to All Related Information



NovoCurex
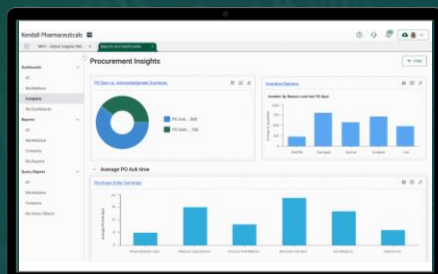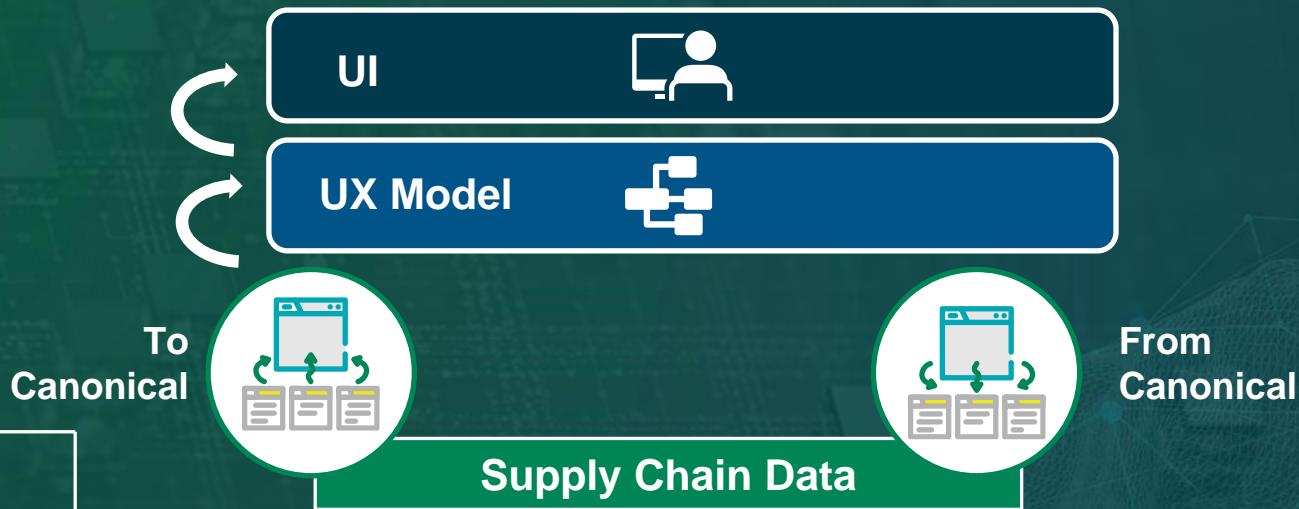
UI

UX Model

To Canonical

From Canonical

Supply Chain Data

# Achieve End-to-End Performance with Real-Time Data Sync

| Key Performance Indicators | Order Lead Time | OTIF | Working Capital | Cycle Time | Supply Lead Time |
|---|---|---|---|---|---|

| Planning | | Demand Forecast | Production Forecast | Supply Forecast | |
|---|---|---|---|---|---|

| Transaction Flow | Emails | Portals | EDI | WhatsApp | SMS | Phone |
|---|---|---|---|---|---|---|

| Inventory Flow | Channel | 3PL | Warehouse | CMO | Supplier |
|---|---|---|---|---|---|

| End-to-End Supply Chain | Customers | Carriers | 3PLs | Brand Owners | CMOs | Suppliers | N-Tier Suppliers |
|---|---|---|---|---|---|---|---|

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| Planning | Demand Forecast | Production Forecast | Supply Forecast |
|---|---|---|---|

| Transaction Flow | Order-to-Cash | Transportation | Logistics Production Order | Procure-to-Pay |
|---|---|---|---|---|

| Inventory Flow | Channel | 3PL | Warehouse | CMO | Supplier |
|---|---|---|---|---|---|

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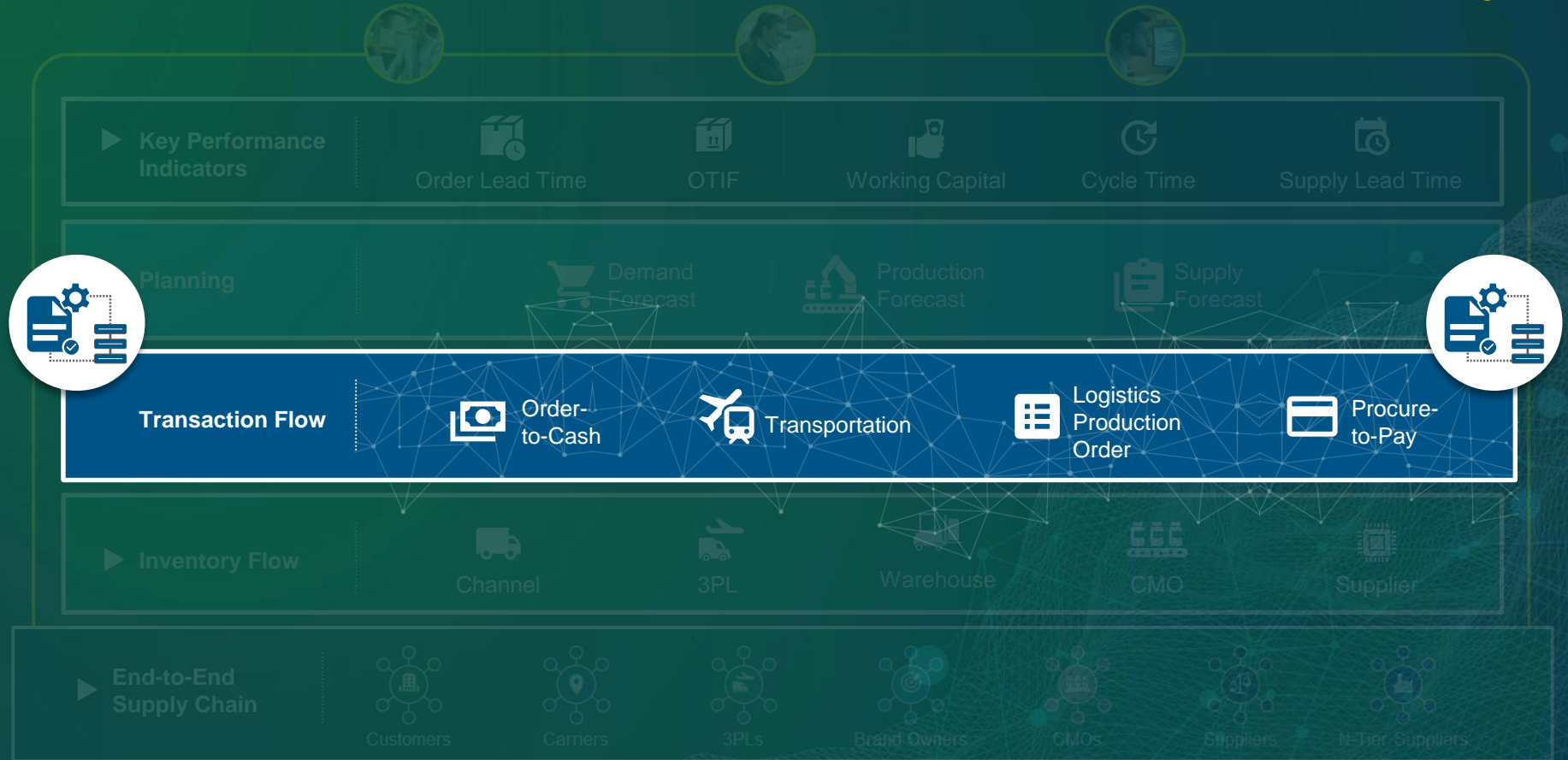
# End-to-End Orchestration with Your Partners



Clinical Supply Chain

Dispensers

Brand Owners / Manufacturers

Direct Materials Suppliers

Wholesalers & Distributors

**Your Company**

tracelink

Contract Manufacturers

Transportation Providers

Logistics Providers (3PL / 4PL)

# Across All Commercial Transactions

**Brand Owners / Manufacturers**

- EPCIS
- FDA Recalls
- Price/Sales Catalog
- Purchase Order
- PO Acknowledgement
- Advance Ship Notice
- Invoice
- Remittance
- Return Authorization
- Product Activity
- Product Transfer and Resale

**Wholesalers & Distributors**

- Price/Sales Catalog
- Purchase Order
- PO Acknowledgement
- Advance Ship Notice
- Invoice
- Remittance
- Price Authorization Acknowledgement
- Product Transfer Account Adjustment
- Return Authorization
- Credit/Debit Adjustment
- Product Activity
- Product Transfer and Resale

**Transportation Providers**

- Request Routing Instructions
- Routing Instructions
- Carrier Shipment Status
- Ship Notice/Manifest

**Logistics Providers (3PL / 4PL)**

- Warehouse Stock Transfer and Receipt Advice
- Warehouse Shipping Orders and Advice
- Inventory Balance Report
- Inventory Adjustment

**Contract Manufacturers**

- Inventory Balance Report
- Inventory Adjustment
- Advance Ship Notice
- Batch Master
- Bill of Materials
- Master Data

**Direct Materials Suppliers**

- Forecast Planning Schedule
- Forecast Planning Schedule Response
- Purchase Order
- PO Acknowledgement
- Advance Ship Notice
- Invoice
- Remittance

**Clinical Supply Chain**

- Inventory Adjustment (Release Status)
- Inventory Adjustment (Kit Status Change)
- Shipping Order and Acknowledgment

# Revolutionary No-Code Opus Platform and Transformative MINT Solutions

Multienterprise and Enterprise SaaS Applications and Solutions with Robust Roles and Permissions

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No-Code Creation of Reports and Dashboards by End-Users

# Win-Win Platform for Supply Chain Partners



Single, shared view of transactions

Partners can refer any future requests to integrate

Partners are onboarded by TraceLink and participate at no cost

Partner has a single link to TraceLink Network

Partners "come as they are" – use the integration format they prefer
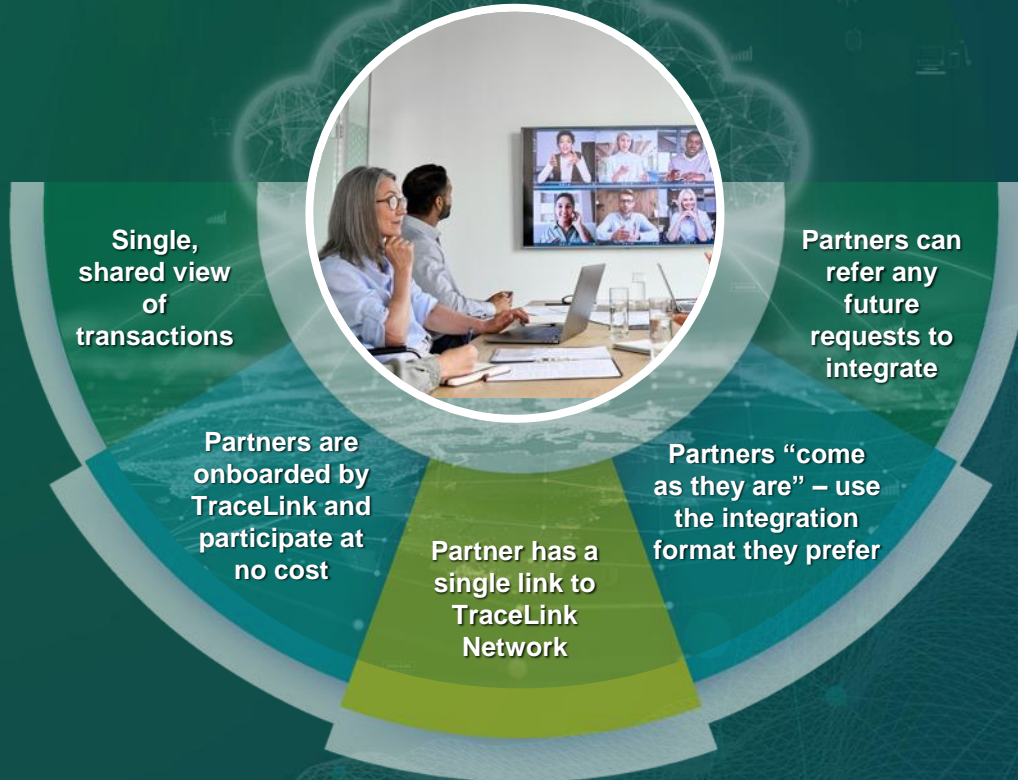
# Opus: The Industry's Innovation Platform

**1** **Drive Innovation**
*Transform supply chain dynamics, improve KPIs and drive innovation.*

**2** **No-Code UX Design**
*Empower users with no-code UX design to create seamless experiences.*

**3** **Configurable Workflows**
*Streamline operations with configurable workflows tailored to your needs.*

**4** **Low-Code Transforms**
*Accelerate integrations with low-code transforms.*

**5** **Open APIs**
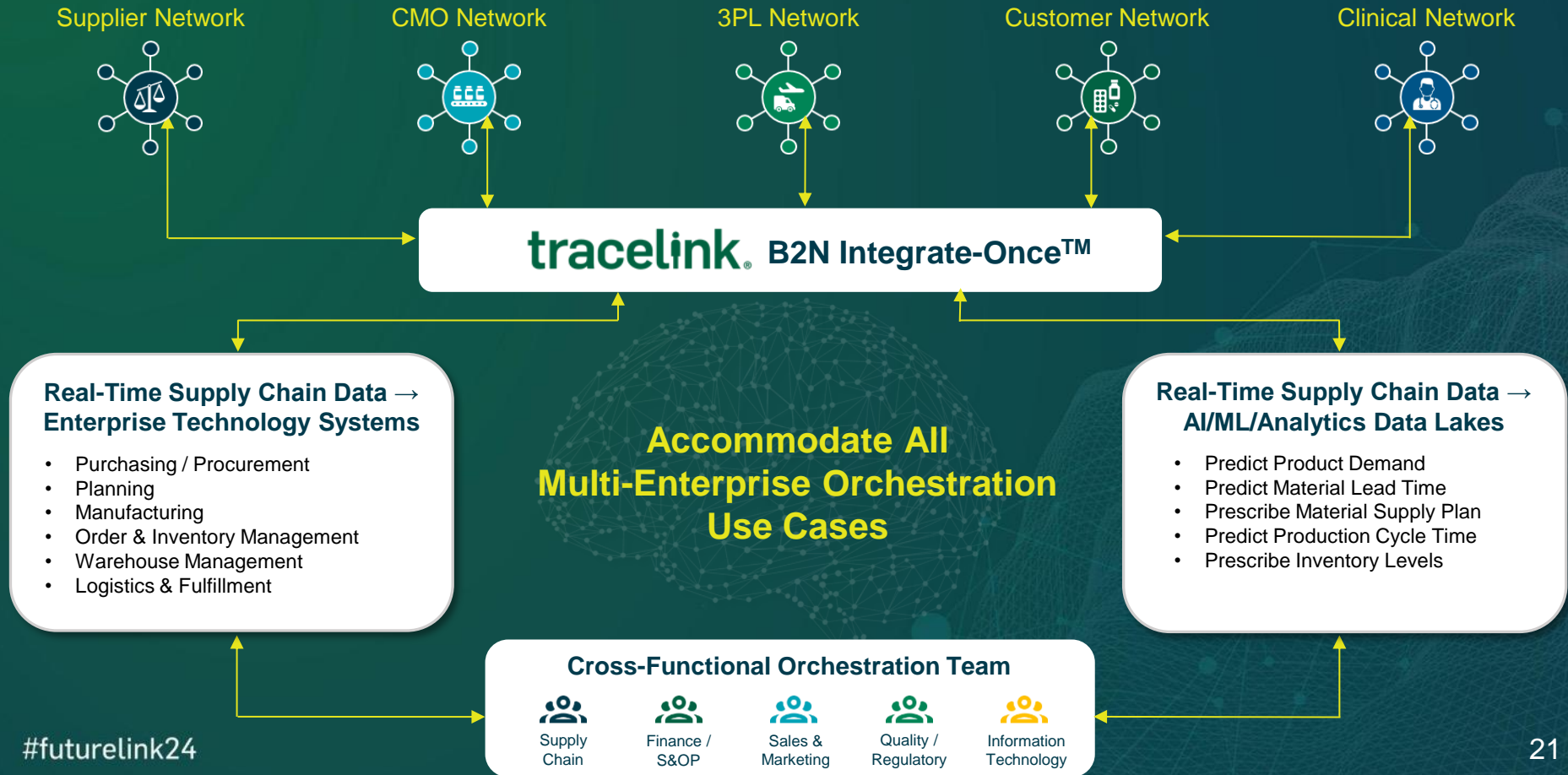*Integrate effortlessly across systems using open APIs.*

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**Solutions Designers**

**Orchestration Architects**

**Network Administrators**

# Fueling Intelligence with Real-Time Network Data

**Supplier Network**

**CMO Network**

**3PL Network**

**Customer Network**

**Clinical Network**

**tracelink.** B2N Integrate-Once™

**Real-Time Supply Chain Data →
Enterprise Technology Systems**

- Purchasing / Procurement
- Planning
- Manufacturing
- Order & Inventory Management
- Warehouse Management
- Logistics & Fulfillment

**Accommodate All
Multi-Enterprise Orchestration
Use Cases**

**Real-Time Supply Chain Data →
AI/ML/Analytics Data Lakes**

- Predict Product Demand
- Predict Material Lead Time
- Prescribe Material Supply Plan
- Predict Production Cycle Time
- Prescribe Inventory Levels

**Cross-Functional Orchestration Team**

Supply Chain

Finance / S&OP

Sales & Marketing

Quality / Regulatory

Information Technology

# Amadeus: Your Supply Network AI Composer

**Phase I**
Conversational interface provides you an ability to query a robust set of educational content.

| Large Language Model Agent Tuned to TraceLink Data |
| --- |
| User-Enabling TraceLink Platform Content |

**Phase II**
Conversational interface provides you an ability to ask supply chain questions about your raw data across TraceLink solutions.

| Large Language Model Agent Tuned to TraceLink Data |
| --- |
| Your Orchestration Information in TraceLink |
| User-Enabling TraceLink Platform Content |

**Phase III**
You can also leverage supply chain KPIs for supply network orchestration use cases.

| Large Language Model Agent Tuned to TraceLink Data |
| --- |
| Orchestration KPIs / Your Orchestration Information in TraceLink |
| User-Enabling TraceLink Platform Content |

**Phase IV**
You leverage predictive & prescriptive analytics to proactively address challenges and optimize decisions.

| Large Language Model Agent Tuned to TraceLink Data |
| --- |
| KPIs for Orchestration Pairs / Predictive & Prescriptive Intelligence |
| Your Orchestration Information in TraceLink |
| User-Enabling TraceLink Platform Content |

**Timeline: 12-18 months**

# By linking together into a **network of networks** across the world we become better and stronger together.

**227** Titles

Executive Leadership
Supply Chain & Operations
IT & Digital Solutions
Quality & Compliance
Project Management & Consulting
Analytics & Data

**135** Companies

Pharmaceutical & Biotech
Logistics & Supply Chain
Technology & Digital Solutions
Health and Consumer Goods
Quality, Manufacturing & Productions
Regulatory Compliance

**119** Cities
**28** Countries
**5** Continents

# Network on Your Own Terms
*Build Your Supply Network, On Your Own Terms—Always Interoperable*