

Enabling and Optimising Logistics and Commerce Orchestration with MINT and Opus



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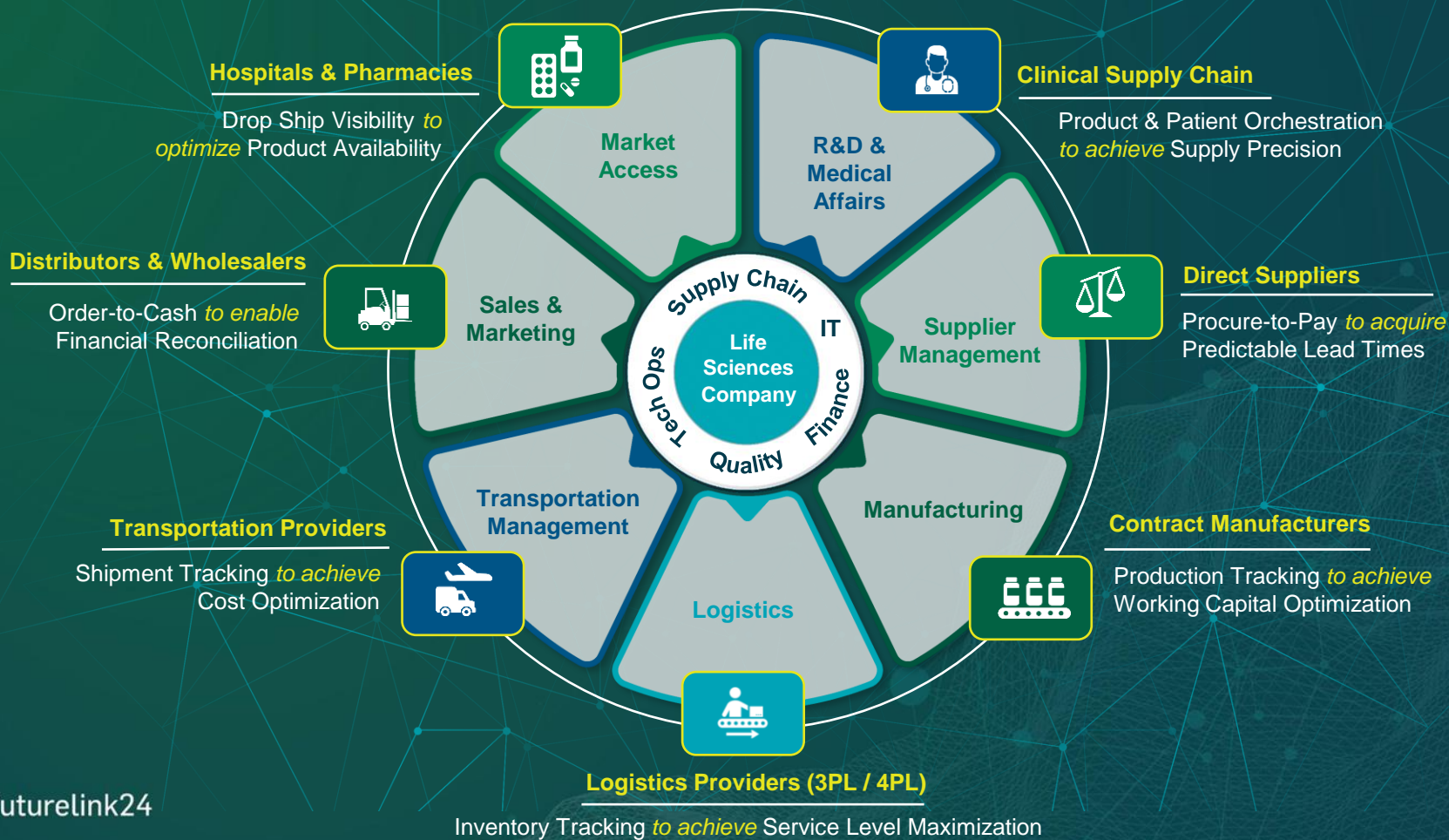
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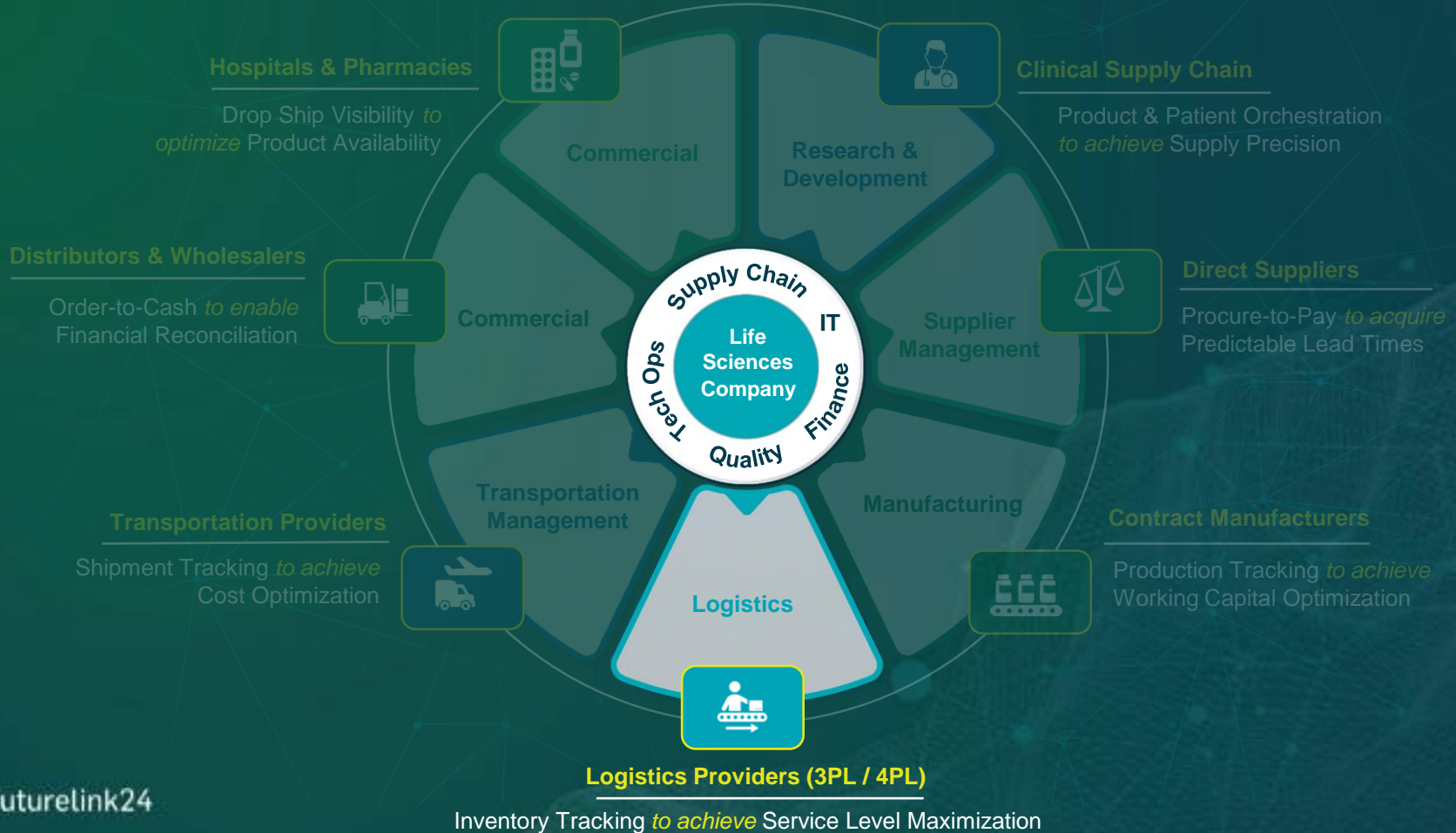
Agenda

- Logistics Orchestration – Defined
- Why Digitalize Third-Party Logistics and Transportation?
- What Has TraceLink Heard from its Customers?
- Demo - What is MINT and How Can it Help?
- How Can You Get Started?

Start Your End-to-End Orchestration Journey with Any Supply Chain Process



Orchestrating Outcomes in **Logistics**



Current Options for Sharing Information Digitally with Partners are Costly, Inefficient, and Will Not Scale to 100% of Your Supply Chain

Common Questions Between to Trading Partners:

- Has my supplier accepted the PO in full?
- Is my order ready to ship?
- Does my CMO have capacity?
- Is my batch quality released?
- How much inventory does my 3PL have?
- Where is my shipment?
- Did my customer receive the order?
- What is the real-time and forecasted demand?
- Has my return been authorized?

Throw More People at the Problem

- Resource intensive, labor cost does not scale
- Data entry errors
- Emails, PDFs, and spreadsheets
- Different processes for each partner

Throw More Portals at Your Partners

- Everyone has their own portal
- Data entry errors
- Initial and ongoing IT costs and security risks

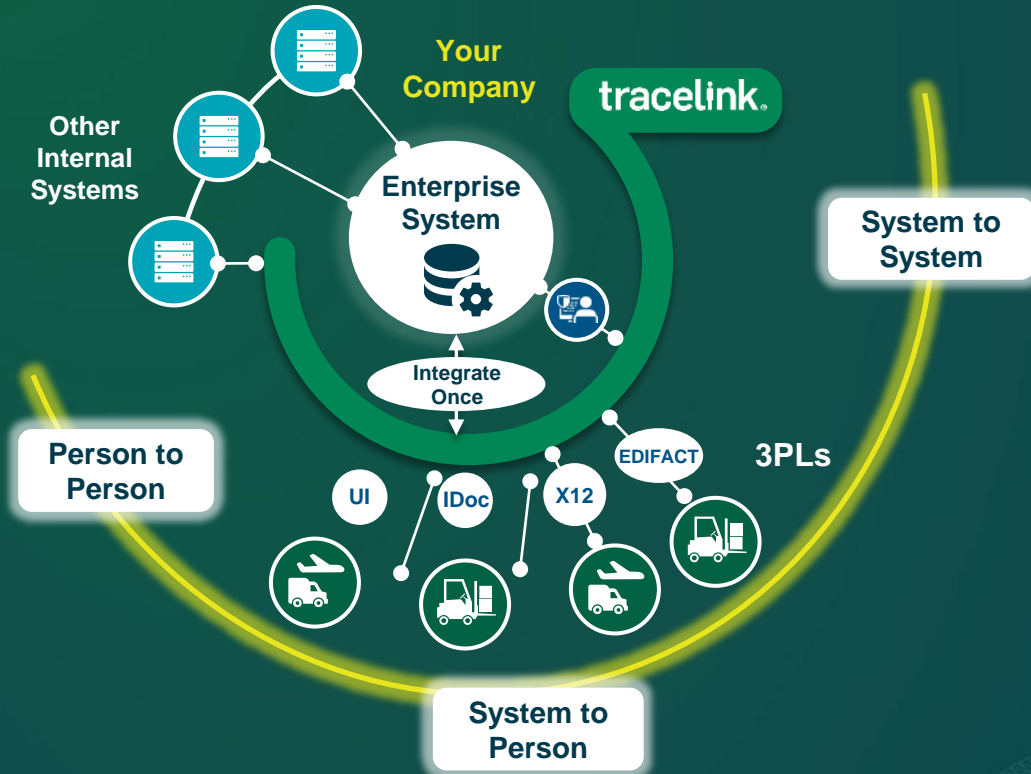
Use Point-to-Point Integrations (e.g., EDI)

Time and cost associated with:

- Identifying, authenticating, and onboarding partners
- Building integrations
- Maintaining integrations when systems or partners' systems evolve

Your suppliers, contract manufacturers, 3PLs, and customers all face the same accessibility challenge

MINT for Logistics Orchestration



Integrate-Once™ for:

- Inventory Balance Report
- Inventory Update
- Warehouse Stock Transfer Shipping Advice
- Warehouse Stock Transfer Receiving Advice
- Warehouse Shipping Order
- Warehouse Shipping Advice
- Advance Ship Notice
- Purchase Order
- Purchase Order Acknowledgement
- Invoice
- Remittance Advice

Real-time business transaction exchange to:

- Align on inventory balances at 3PL warehouses
- Orchestrate stock transfers from CMOs to 3PLs
- Orchestrate stock transfers between 3PL locations
- Provide accurate customer order data to 3PLs
- Track customer orders fulfilled by 3PLs
- Improve invoicing and cash collection

Logistics Orchestration – Voice of the Customer and Trade Partner

MINT Customer



- EMEA HQ w/ US Ops
- >30 Global Markets Served
- >1,000 Employees
- >\$500M Annual Revenue

- EMEA HQ w/ Global Ops
- >50 Global Markets Served
- >10,000 Employees
- >\$1B Annual Revenue

Trade Partner



Voice of the Customer – We aim to...

1. Standardize digital integration with all 25+ LSP partners
2. Eliminate manual entry of daily / monthly inventory data
3. Reduce the time to close the financial books monthly

Voice of the Partner – We aim to...

1. Reduce the cost / increase speed of partner integration
2. Offer full *Order-to-Cash* services to our customers
3. Increase customer retention through digital services

The Benefits of Logistics Orchestration

Use Case

Impact of Orchestration

Real-Time Inventory Management



- Warehouse Stock Transfer and Receipt Advice
- Warehouse Shipping Orders and Advice
- Inventory Balances / Updates

- **Cost:** Real-time inventory balances and updates through integration between 3PL's WMS and ERP to improve **planning and replenishment** and reduce safety stocks and related inventory costs.
- **Cost:** Gain full **visibility** to finished products transferred from CDMOs to 3PLs with less manual efforts and labor costs.
- **Revenue:** Ensure **product availability** and readiness for shipment.

Order-to-Cash Process Optimization



- PO / PO Acknowledgment
- Advance Ship Notice
- Invoice
- Remittance Advice

- **Revenue:** Streamline **order-to-cash processes** to improve order fill rates, maximize revenue at lower costs.
- **Revenue:** Full visibility to **finished product transfers** from CMOs to 3PLs to improve ATP and capture more orders.
- **Cash:** Real-time invoices and remittances from 3PLs across all markets for timely **financial reconciliation** and improved cash management.

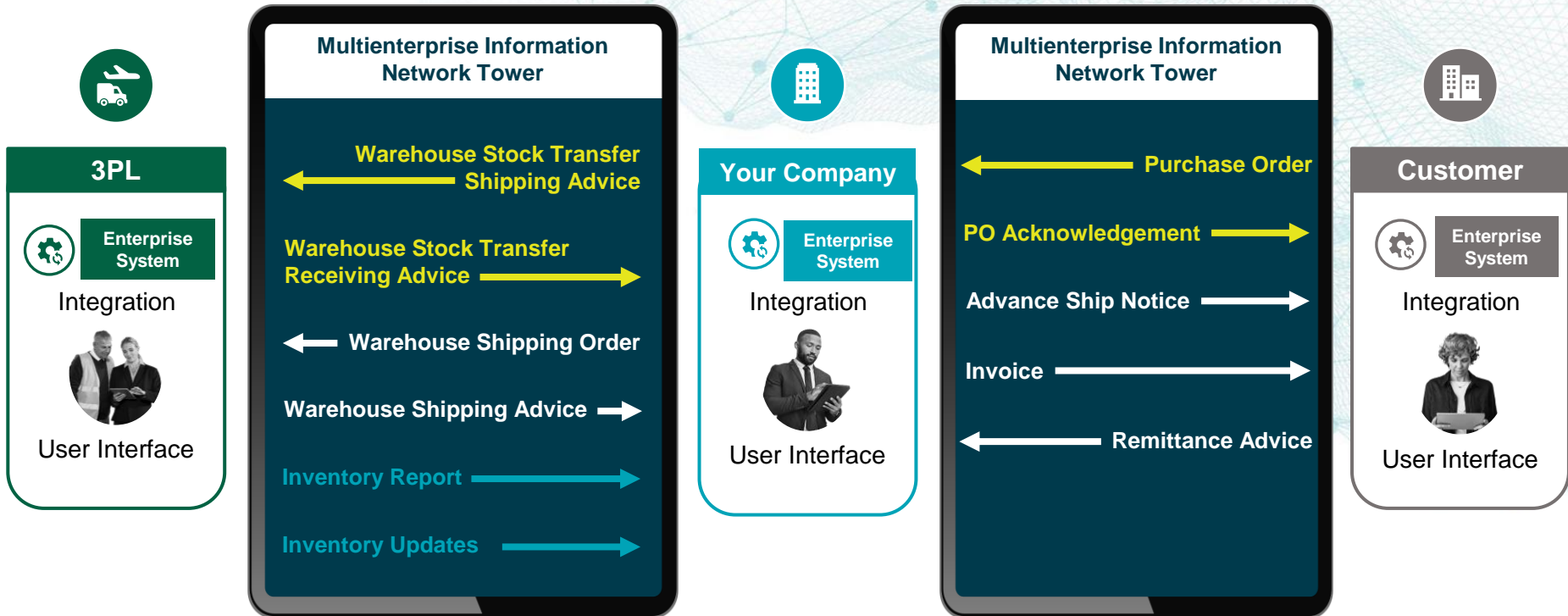
Receiving Optimization for Customers



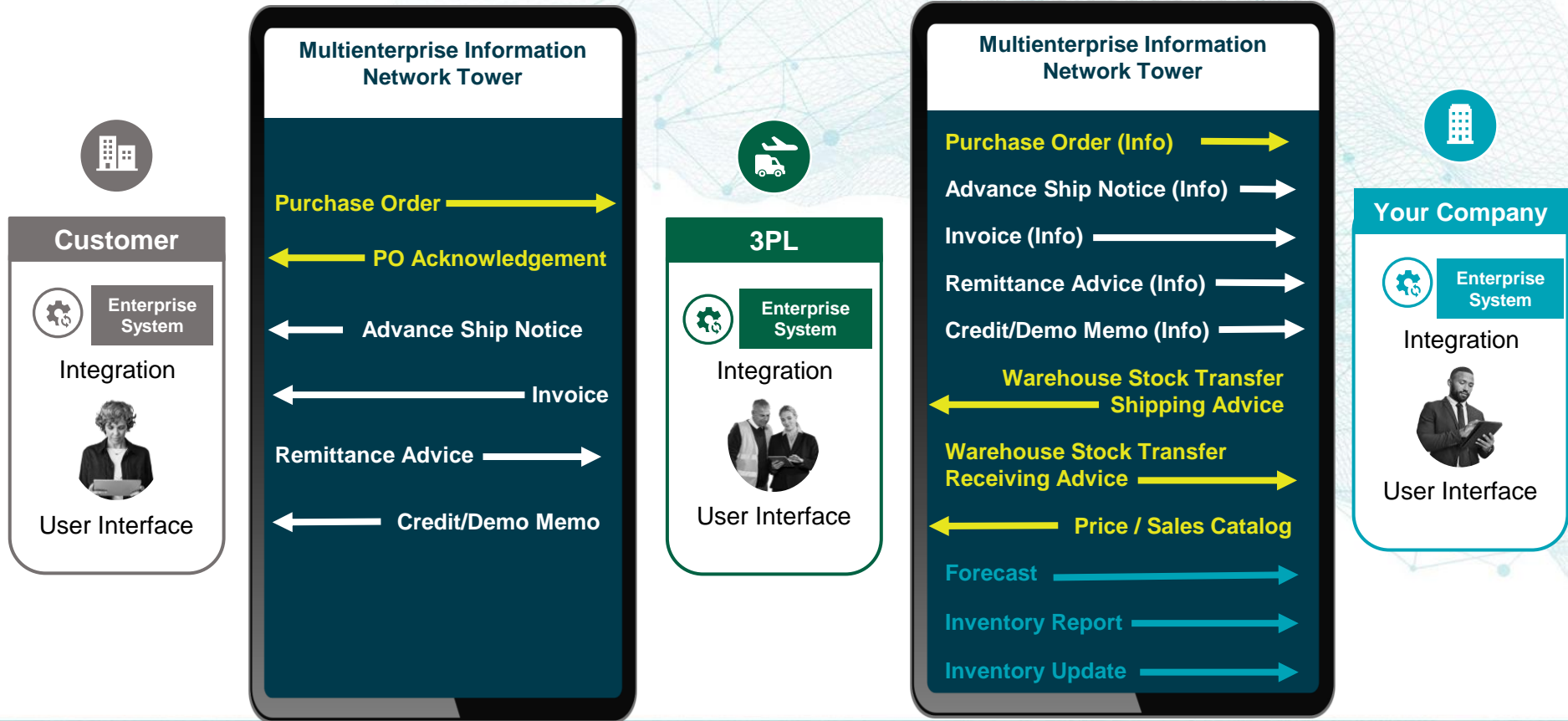
- Advance Ship Notice

- **Service:** **Improve customer service** with confirmed product quantities, tracking numbers, and delivery dates
- **Cost:** **Improves customer satisfaction** while reducing cost-to-serve.

MINT Transaction Flow for Order Fulfillment Orchestration



MINT Transaction Flow for Order-to-Cash Orchestration

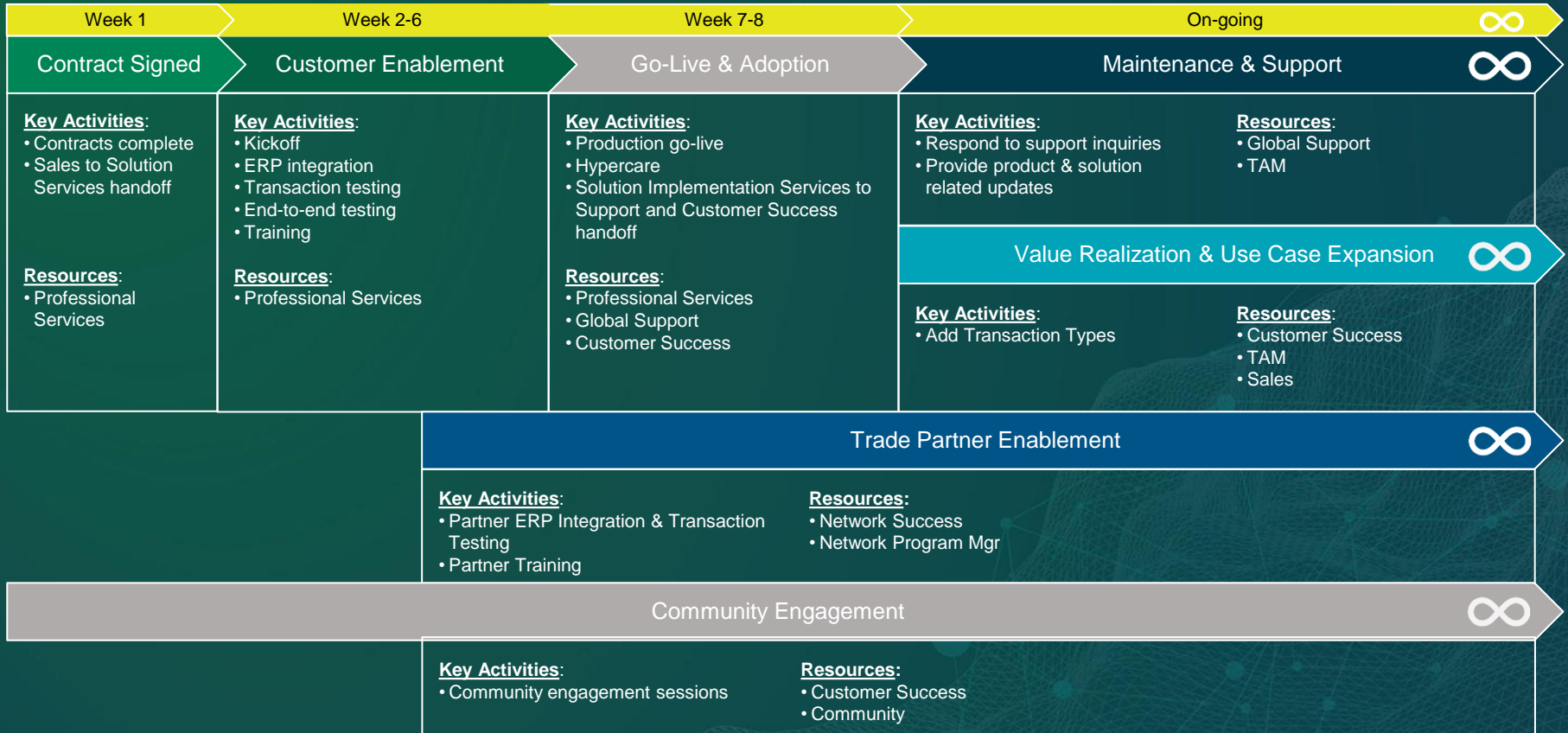


The “Win-Win” Outcome: Why Your 3PLs Will Benefit from MINT

- ✓ Real-time exchange of inventory balances, transfers, and shipping orders creates a more efficient order fulfillment process at no cost to 3PL (→ **reduce cost, increase profitability**)
- ✓ Fully digitalized order fulfillment process **improves responsiveness to last minute changes** and ensures **better on-time, in-full deliveries for customers** at higher operational efficiencies
- ✓ **Single link to MINT** radically reduces integration costs **with you and all other** TraceLink customers for fixed and variable costs that 3PLs must carry to support digitalization
- ✓ Partners “**come as they are**” – use the integration format they already have, including EDI (ANSI X12, EDIFACT), IDocs, EPCIS, XML, CSV, and API – **no changes required!**
- ✓ **3PLs receive same access** to TraceLink support and training (TraceLink University), and shared experience in Opus Reports & Dashboards **enhances Logistics performance**

MINT and Opus Demo

MINT Customer Journey



THANK YOU!

Logistics Orchestration Discussion

Stakeholder

Scope of Orchestration Opportunity

Business

- CSCO
- VP Supply Chain
- Global Director, Logistics
- Logistics Manager
- Warehouse Manager

- How many 3PL relationships do you have? For what markets?
- What processes do they manage: warehousing? order fulfillment? order-to-cash?
- How do you exchange data with 3PLs for orders, inventory balances, shipments? Transfers?
- What is the frequency and accuracy of these data exchanges?
- What improvements in the visibility to 3PL operations would you like to see?
- Are you expanding into any new markets in the near term? Is 3PL integration required?
- Are there any other strategic initiatives planned that affect your 3PLs?

Technology

- CIO
- Director IT, Logistics
- Supply Chain & Logistics Business Partner
- Logistics IT Manager

- What ERP do you use? How is this ERP updated with 3PL information?
- What other enterprise systems do you use in conjunction with 3PLs?
- What means of connectivity (e.g., EDI) exist with your 3PLs?
- Do your 3PLs struggle to integrate or exchange information?
- What is the average time and cost of integration to a 3PL?
- What type of transaction types are exchanged?
- What technical challenges do you face with your 3PLs?