

Improving Supply Planning and Material Sourcing with Digitalisation and Orchestration Data



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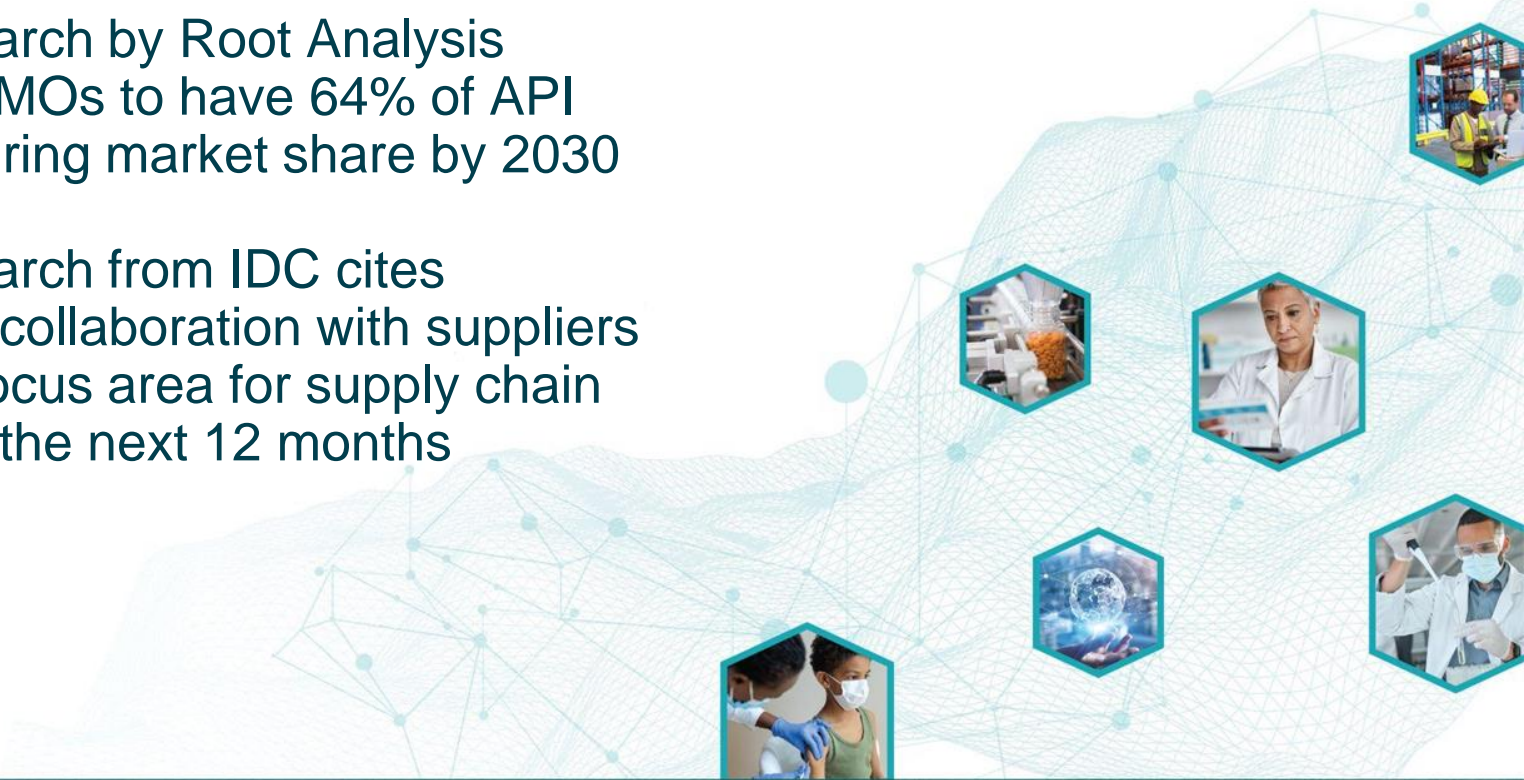


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*Business Manager,
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TraceLink*

Life Sciences Supplier Networks are Increasingly Complex

- 2024 research by Root Analysis projects CMOs to have 64% of API manufacturing market share by 2030
- 2024 research from IDC cites increased collaboration with suppliers as a key focus area for supply chain leaders in the next 12 months



Multi-enterprise networks are not synchronized



Today, planning & execution decisions are siloed across supply chain trading partners



Exceptions in your value stream impact partners right across the multi-enterprise supply chain

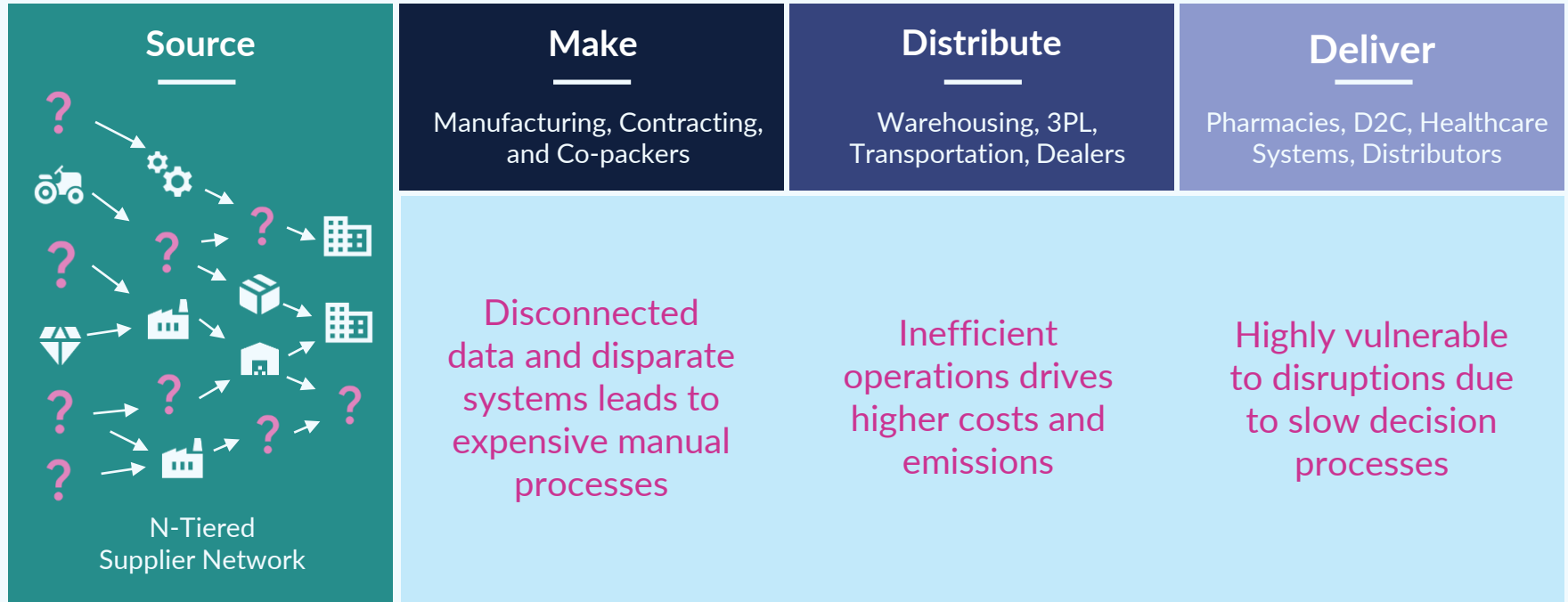


Delays in response to disruptions can drive up costs and compound downstream impacts

Fractured collaboration network



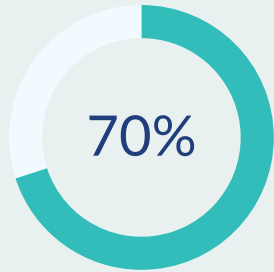
Procurement



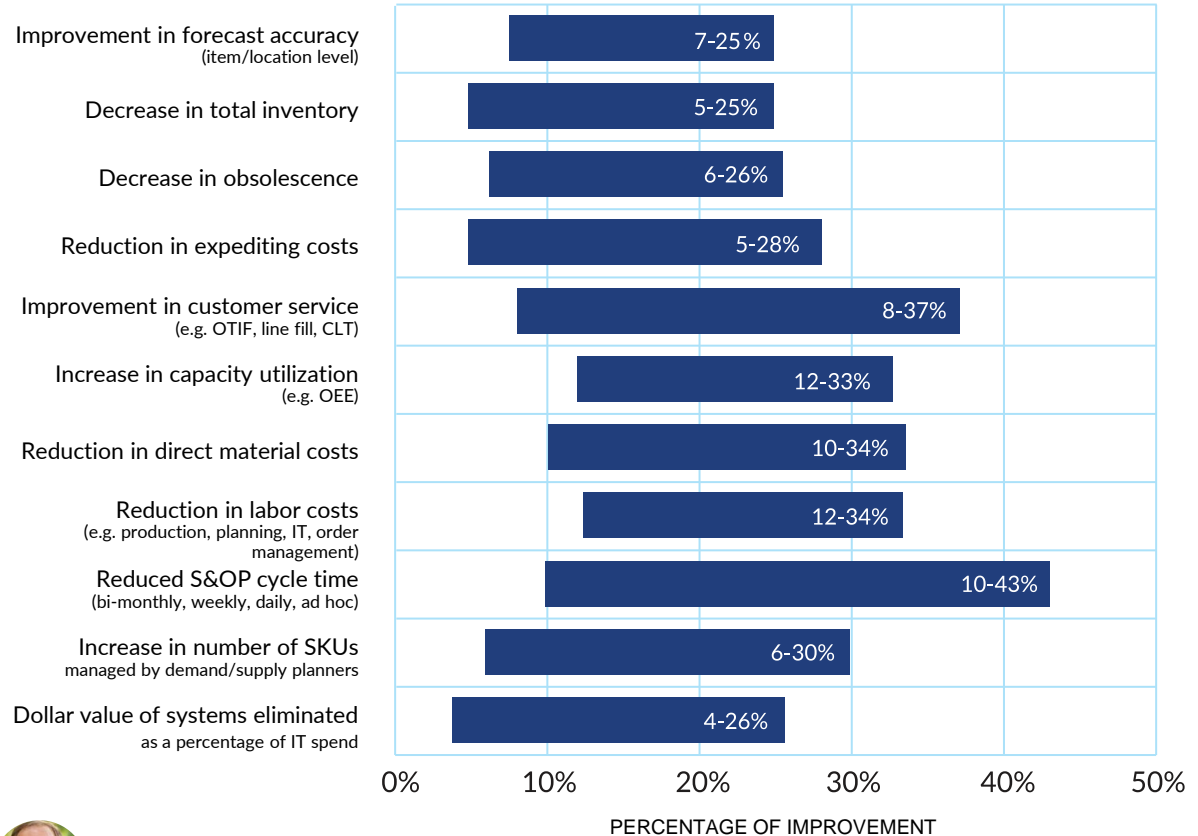
Orchestrate your supply chain in complete harmony



Achieve accelerated value

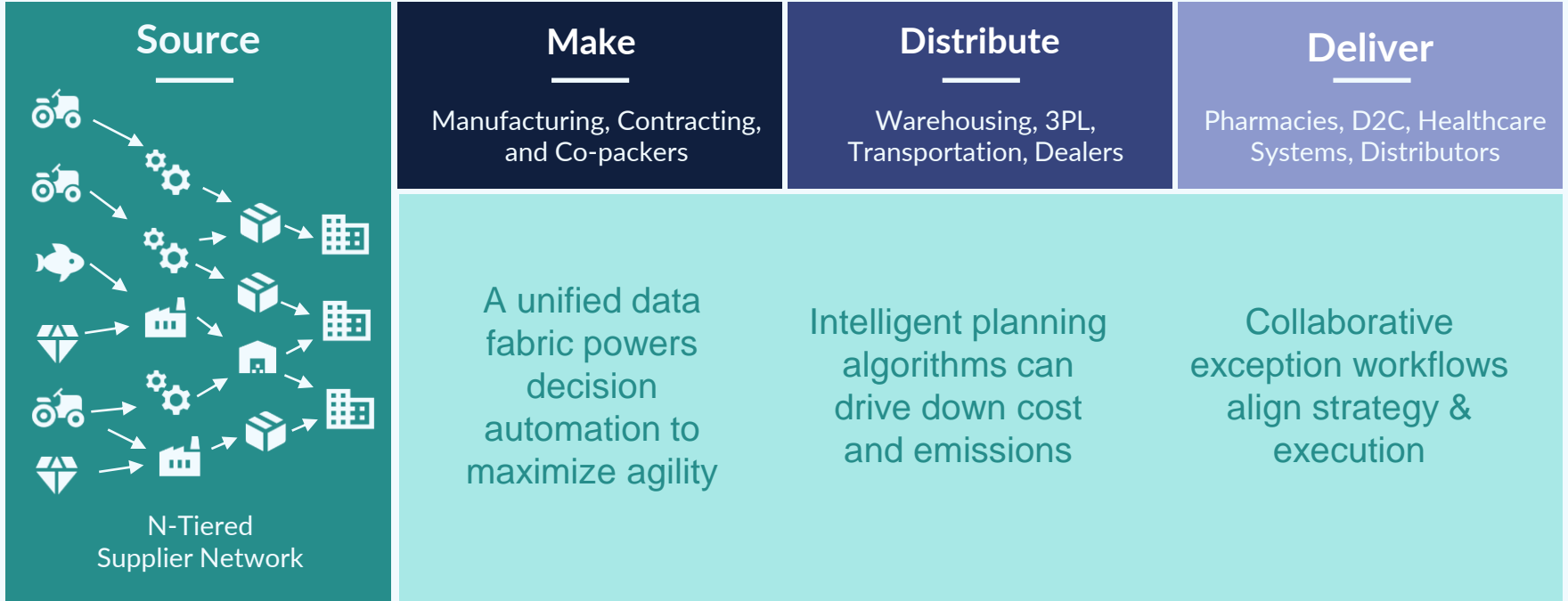


70% of companies saw significant KPI improvement within first 12 months



MORGAN SWINK, PHD
EXEC. DIRECTOR AND PROFESSOR CENTER
FOR SUPPLY CHAIN INNOVATION

Unified collaboration network





ENABLING PLAN AGILITY Kinaxis + TraceLink

Through the TraceLink Network, onboard and gain connectivity with your Supply Chain Network; such as, your contract manufacturers, suppliers, 3PLs, distributors, and customers.

- 10+ years **curated Healthcare and Life Sciences Network**
- 290K+ Total Network Members
- Each company maintains a single connection to TraceLink.
- Trusted, secure digital network platform
- Single shared experience
- Supplier Onboarding-aligned engagement model
- Partners are onboarded at no cost, including ongoing maintenance.
- Dedicated Network Success Team


Company



Real time supply chain information enabling better decision making.

Faster exception resolution, and more accurate plans.

Supply Chain Planner



tracelink
NETWORK FOR GREATER GOOD



Create Virtual Collaboration Networks

Accelerate Partner Data Exchange and Work-Flow Driven Collaboration

Purch. Order / Purch. Order Ackn. / ASN
Inventory Balance / Warehouse Stock...
More than 40 transactions types available

Manage supply chain issues and planning exception with your CMOs / 3PLs / suppliers.

Real Time Visibility



CMOs / 3PLs / Suppliers



*"The integration of Kinaxis and TraceLink's platforms will give me **actionable visibility** to critical exceptions, it will give teams from across our supply network the digital capabilities required to resolve exceptions faster, and it will **improve the overall quality of the supply plan.**"*



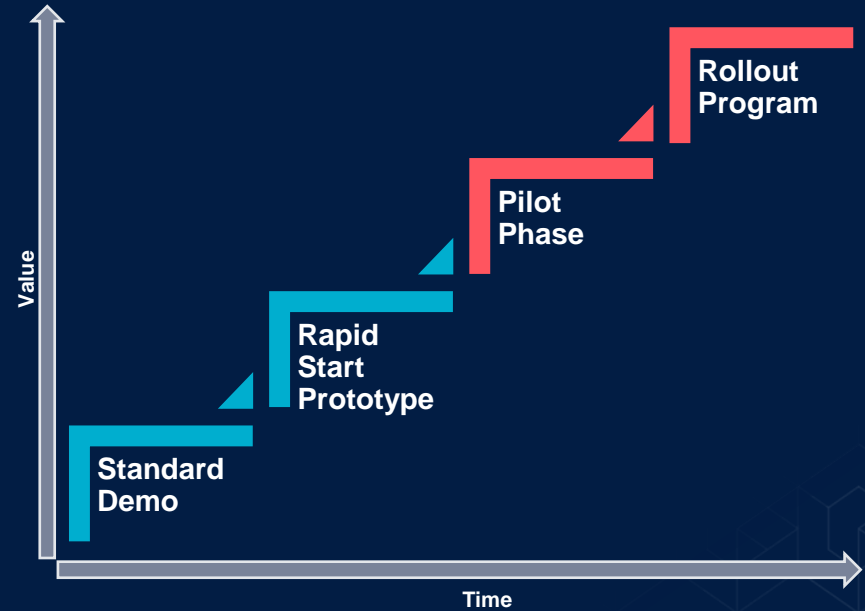
Frank Binder
Global Head of Supply Chain Management
Santen



Creating Value with Rapid Start Prototype Methodology

Agility is **not only** about **accuracy**.
it's about **collaboration** and **speed**.

Our methodology focuses on **incremental**,
tangible outcomes to adapt quickly—
whether to retrace steps or continue
driving value forward.



Identifying the Most Suitable Approach and Increasing Adoption

Beyond PoC: Our Innovation Lab Promotes a **Four-Step Approach** to Deliver Full Value

