

# TraceLink Fact Sheet

TraceLink is focused on helping pharmaceutical manufacturers, distributors and dispensers deliver safe prescription medicines to patients globally with the largest track and trace network in the life sciences industry.



## Mission

Protect patients and enable health across global life sciences from ingredient to patient.

## Market Focus

TraceLink is focused solely on providing track and trace solutions for the Life Sciences industry, include all constituents within the pharmaceutical supply chain, such as manufacturers, wholesaler distributors, repackagers and dispensers.

## Quick Facts

- The World's Largest Track and Trace Network for life sciences with more than 249,000 supply chain members.
- Solutions in markets that comprise 75% of the world's drug supply, valued at \$736 billion.
- 80% market share among top-20 global pharmaceutical companies.
- First commercial enterprise-wide solution at the top-5 global pharmaceutical companies.
- Tracking more than 1.4 billion products moving through the US pharmaceutical supply chain.

## Leadership

Shabbir Dahod - President and CEO  
Mike Mozzer - Chief Financial Officer  
Mike Bartlett - Chief Revenue Officer  
John Kordash - Chief Information Officer  
Carter Holland - Chief Marketing Officer  
Dan Nelson - Chief Information Security Officer  
Nick Camelio - Chief People Officer  
Lucy Deus - VP, Product Management  
Bob Sturim - VP, Engineering  
Lisa Reinhold - VP, Global Network & Customer Success  
Michael Owings - VP, Compliance  
Paul Cianciolo - VP, Business Development  
Dan Walles - VP, Global Solutions & Partnerships  
Christine Mills - VP, North America Sales  
Jean-Marie Aulnette - VP, EMEA Sales  
Anand Modi - VP, India Sales

## Historical Timeline

- 2016 - Surpassed 450 customers and over 245,000 trade partners on the Life Sciences Cloud network; Ranked number 149 on Deloitte's Technology Fast 500™; secured \$51.5 million in funding led by Goldman Sachs.
- 2015 – Ranked number 293 on Deloitte's Technology Fast 500™; secured \$20 million in funding led by Volition Capital.
- 2014 – Life Sciences Cloud becomes the industry's largest track and trace network with more than 80,000 supply chain participants, adding thousands of new members every month.
- 2014 – Exceeded 100 life sciences customers, including 16 of the global top-20 pharmaceutical companies;
- 2013 – Deployed first life sciences track and trace solution for China; named Amazon AWS Grand Prize Winner for in Amazon.com 6th AWS Start-Up Challenge.
- 2012 – Secured \$5.5 million in funding from FirstMark Capital.
- 2011 – Named Cool Vendor in Supply Chain Management by Gartner.
- 2010 – Launched Life Sciences Cloud, first cloud-based global traceability platform for the life sciences industry.
- 2009 – Founded by core members of SupplyScape and creators of the Drug Pedigree Messaging Standard.

## Board of Directors

- Shabbir Dahod  
President and CEO  
TraceLink
- Lawrence D. Lenihan Jr.  
Co-Founder and Co-CEO  
Resonance
- Sean Cantwell  
Partner  
Volition Capital
- Jack M. Cooper  
Founder and CEO  
JMCooper & Associates
- Thomas Ebling  
Former CEO  
Demandware
- Amish Jani  
Founder & Managing Director  
FirstMark Capital
- Jason Kreuziger  
Vice President  
Goldman Sachs

## Investors

- FirstMark Capital
- Goldman Sachs
- F-Prime Capital
- Volition Capital

## Awards + Recognition:

