Poll: Solution Provider Expertise, Platform Key to Saleable Returns



With only months before the November 2019 Drug Supply Chain Security Act (DSCSA) Saleable Returns Verification deadline, manufacturers and wholesalers are feeling the pressure to meet FDA requirements, satisfy the needs of their trading partners, and seamlessly integrate product verification into their day-to-day operations.

The third webinar of TraceLink's Solving Saleable Returns series showed how data management is a critical facet of automated product verification and how TraceLink's Product Information Manager helps companies simplify the day-to-day operational challenges of product verification. Saleable Returns: A Roadmap to Your VRS Solution provided a detailed breakdown of the saleable returns process and surfaced key insights into industry concerns and readiness:

62% of companies are most concerned about being cited by the FDA for non-compliance.

By far, the greatest concern for attendees was FDA enforcement of the November 2019 saleable returns requirements. As the webinar revealed, preparing for salable returns verification—and making salable returns a "business as usual" process—requires careful planning and secure, reliable data exchange between trading partners. In addition, a fully integrated saleable returns verification solution

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should include comprehensive tracking and reporting capabilities to provide an audit trail should any questions or investigations arise.

60% of companies rely on a proven partner and platform to simplify DSCSA compliance.

Companies that partner with a solution provider and exchange data over a trusted network consider saleable returns say they feel more prepared—and confident—in their ability to meet the deadline. While 40% of respondents considered the 2019 requirements to be at least as complex as past DSCSA lot-level and serialization requirements, 60% cited the fact that their companies can count on the expertise and technical foundation provided by their track-and-trace solution provider to reduce the complexity of saleable returns verification.

Two-thirds of companies still use manual process to exchange product master data.

The webinar highlighted the importance of product master data in automating saleable returns verification and how the verification routing service (VRS) model relies on a product's global trade item number (GTIN) to identify a manufacturer and route a verification request. Previous webinars also stressed the "Big 3" wholesaler data requirements, including product master data and EPCIS data. To avoid multiple solutions for sharing data electronically, companies should look for a salable returns solution with integrated master data and EPCIS data management tools that can leverage their existing data repositories.

TraceLink: The only fully integrated saleable returns solution.

TraceLink's Product Information Manager integrates sub-second VRS performance, EPCIS and master data exchange, and simple, secure access to a network of more than 275,000 authorized trading partners in a single, integrated solution. TraceLink customers can leverage the proven performance of their serialization and compliance platforms to meet both DSCSA and trade partner requirements for fast, secure product verification.

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The webinar series, Solving Saleable Returns: Critical Steps Toward Meeting the Deadline, explores the technical and business decisions that manufacturers and wholesalers need to make to meet the 2019 DSCSA deadline, streamline business processes, and build stronger partner relationships. Learn more about upcoming and on-demand webinars.

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