RESOURCES

TraceLink and Converge Consulting: Helping Clients Achieve Their DSCSA Goals



Ulpiano Flores of Converge Consulting, a certified TraceLink Partner, explains how the TraceLink digital network platform delivers significant benefits to Converge's clients as they grow. Watch the video to learn more.

Video Highlights:

00:10 - Can you give us some background on Converge Consulting?
00:30 - How does the TraceLink network deliver business value for partners?
01:15 - How does TraceLink support Converge Consulting clients as their businesses grow?
02:07 - What has your experience been like working with the TraceLink team?

TRANSCRIPT

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My name is Ulpiano Flores. I am a Serialization Consultant at Converge.

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We are a management operations and execution firm and we work with biotech, pharmaceutical, and cell and gene therapy companies. So, we're a consulting firm dedicated to the life science industry. And you know, serialization is one of the core services for our clients.

I think the TraceLink network offers a lot of advantages to the partners. Number one is they constantly collaborate with people in different parts of the supply chains, right?

TraceLink doesn't focus only on manufacturers. They work with CMOs, with 3PLs, with pharmacies. So, the fact that they know what's happening at all of the stages in the process gives TraceLink an advantage on designing a solution that can be helpful for all of the parties.

They understand the problem from beginning to end. So, that understanding of all of the people that are involved I think is extremely valuable.

A very interesting example that we saw with one of our clients is they initially just used TraceLink to send EPCIS data to their 3PL.

Now, as the company started to grow, we were able to see how, with the company's growth, they also built out their serialization capabilities. We saw them adding new 3PL locations, new CDMOs, new partners, and even modules for other markets, to their system.

So, I think that was very interesting to see from a company that was just launching their first commercial product and getting their system set up, to now a robust system with different partners, different modules, and different TraceLink products that they use for meeting sterilization requirements in the U.S. and in other markets.

I often tell my colleagues at Converge that I spend more time talking to TraceLink folks than folks at my company internally. And that is just because Converge and

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TraceLink work hand in hand as partners to help their clients meet their DSCSA objectives.

I think it's a give and take relationship where we work with TraceLink and TraceLink works with us. But all with the benefit of helping the companies have their systems up and running and meeting their DSCSA goals.

VideoUS Drug Supply Chain Security ActDSCSARegulatory/Compliance
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Thank you for contacting us; we'll be in touch shortly.

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