Boosting Visibility and Flexibility: A CMO's Perspective on Supply Chain Digitalization



Carlos Palomo, CIO of Sincrofarm, a leading pharmaceutical contract manufacturer based in Barcelona, Spain, talks about his company's plans for supply chain digitalization and why he thinks TraceLink MINT will have a major impact on the life sciences industry.

Sincrofarm’s approach to manufacturing puts the client in control, with services covering every step from formulation to quality checks. Palomo explains how digitalization will further enhance transparency, offering clients real-time access to inventory and production data while preserving close customer relationships. Watch the video to learn more!

Video Highlights:

- **00:11 -** Can you provide some background on Sincrofarm?
- **01:05 -** What challenges will Sincrofarm address through supply chain digitalization?
- **01:29 -** What impact do you see TraceLink MINT having on the pharmaceutical supply chain?

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My name is Carlos Palomo. I am the CIO of Sincrofarm. Sincrofarm is a company established in the early nineties here in Barcelona, focused on the manufacturing and conditioning of pharmaceutical and nutraceutical products.

The business model is quite simple because we can do everything our customers want. We can do all their procedures of manufacturing. The client only has to bring us the formula. And we even do all the stability studies and quality control plans.

And since the beginning, since the first days of the company, flexibility, transparency, and the capacity to adapt to the market, customers', and regulators' needs has been in the DNA of the company. And I think it's probably one of the key things needed to succeed in the business and also to establish long-term relationships with our customers, which is something really important for us.

So, in Sincrofarm, supply chain digitalization is on our roadmap. We are convinced that it's going to address all the supply chain visibility, which is one of the main topics that has Sincrofarm [interested]: The visibility and flexibility with our customers. And we think this kind of project, this digitalization, could bring this.

The MINT supply chain digitalization solution: It looks like it's going to change the paradigm.

One positive thing we have, actually, is a closeness between our customers and us. And that's something we don't want to lose. But we can offer them extra transparency by implementing this kind of solution.

And we are sure that it will be better for us if they can check whatever they want, the data about the goods, if they are in inventory, if they are in-house. And how it's going in the manufacturing process. If the product, the batch, has been liberated. And what about the samples? What about the stability studies? How are they

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going? They can check all this information by themselves. But really importantly, [without] losing the close relationships we have with our customers.

VideoMINT for External ManufacturingSupply Chain DigitalizationManufacturing
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Fill out the form to contact us now.

Thank you for contacting us! We'll be in touch shortly.

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