

Building a Network Together: How Seamless Interoperability Boosts Supply Chain Efficiency

TraceLink customers and their trading partners benefit from a fully interoperable network that today scales seamlessly across more than 290,000 companies, enabling them to link with one another and exchange business transactions regardless of the systems they use.

In this FutureLink Barcelona keynote clip, Shabbir Dahod, President & CEO of TraceLink, explains how seamless and cost-effective integration across diverse systems and partners improves operational efficiency of the end-to-end supply chain, despite today's constantly changing digital landscape. Watch the clip now and then **explore the full keynote address** to learn more.

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We have good representation, a very clean representation of every piece of data on an end-to-end basis across the whole industry.

Nobody's done that before. Complete clean data all the way across the industry.

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And so now these two companies can exchange. The beauty is if that company on the other side decides that, "Hey, I'm gonna move from EDI to something else."

Maybe I'm going to go to SAP, I don't need an EDI system and I'm going to go to SAP. This company decides it doesn't want to use HANA. It wants to move to something else. No problem. They don't care about each other doing that. The network still works, right? So, the maintainability of this network is significantly better as well because you're independent of each other. And so, you're then able to completely interoperate and the cost level is very low.

You just speak whatever language you want to speak. And TraceLink actually builds those transforms of the API integration that you need. Then if you say that, "OK, let's go add more companies." Right? Because we get more customers and each one starts to come on board and they talk to different parties.

So, the white line there goes from PharmaXcel to VitaCore. And then Orion Health Systems goes to MedicaSupplies. Someone uses Netsuite from an API integration. Somebody else uses Microsoft Dynamics. Somebody else uses Oracle Fusion. Somebody says, "I'm just gonna use the user interface."

And we'll get back to that and see how that will work. But they're just going to use the user interface. We have many customers that do that. They just work with us through the user interface. And now the network has been built. But in this particular case, you can say, "OK, well, that's only a network for these companies. How do they actually help each other?"

Well, the beauty is that once they integrate their particular partners, they've helped collectively build the network because it is just a configuration change for us to say, "Hey, if PharmaXcel wants to work with everybody here, and if VitaCore wants to work with everybody there, or with each other, it's a configuration, right? And we even used RPA to make that happen. And that's like that.

That is amazing. This is why TraceLink is successful because this is how we've

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been scaling up to over 290,000 companies on the network and 1,600 customers that drove that. Over 350,000 links between these companies and the ability to exchange terabytes of data every year.

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