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Overheard at FutureLink Boston 2025: 7 Key Takeaways from TraceLink CEO Shabbir Dahod's Vision for the Future of Supply Chains in Life Sciences



At FutureLink Boston 2025, TraceLink President and CEO Shabbir Dahod delivered a keynote that charted the course for the next wave of supply chain transformation for life sciences and healthcare. From eliminating costly integration delays that threaten product availability for patients, to introducing no-code platform tools that enable real-time data to fuel agentic orchestration, his message was clear: End-to-end supply chain digitalization isn't the finish line—it's just the beginning of the race.

Here are seven big ideas that stood out from the keynote address that will shape how the industry moves forward—followed by a preview of what's ahead at [FutureLink Barcelona 2025](#).

1. "DSCSA created the foundation for end-to-end supply chain digitalization."

After more than 15 years of work dedicated toward pharmaceutical supply chain digitalization for DSCSA and global track-and-trace requirements, Dahod emphasized that the most transformative industry changes are still ahead.

TraceLink is building on its foundation of compliance on OPUS, its no-code digital network platform, to deliver true end-to-end supply chain orchestration, intelligence, and radical efficiency.

2. “TraceLink’s breakthrough Integrate-Once™ model is saving the industry billions.”

TraceLink’s B2N Integrate-Once™ capability now supports over 291,000 companies and 339,000+ active links. Dahod shared that TraceLink has already saved the industry more than \$4.4 billion by eliminating point-to-point integration costs and onboarding delays.

3. “It’s not just digitalization—it’s orchestration at every level.”

Dahod outlined how TraceLink has moved beyond digitalizing individual transactions. With OPUS and solutions like [Multienterprise Information Network Tower \(MINT\)](#) and Process Orchestration for Empowered Teams (POET), companies are now orchestrating product flows, partner relationships, and internal processes in concert with the rest of their existing enterprise technology systems—all from a single platform.

4. “Every company has a digital twin.”

Every participant in the TraceLink network has a single digital twin, which ensures trust and security while detailing critical information, including integration profiles, preferred communication formats, and system IDs. This structure enables real-time interoperability between any system, regardless of format—SAP IDocs, EDI X12/EDIFACT, API, UI, email, and beyond.

5. “Now, you can build what we build—all designed and deployed without writing a line of code.”

OPUS, TraceLink’s no-code orchestration platform, enables users to build UIs, workflows, reports, and dashboards using the same tools TraceLink’s own teams use. The result? Customers and solution partners are building complex supply chain orchestrations in days and weeks—not years.

6. “The agentic orchestration era for end-to-end, digitalized supply chains starts now.”

TraceLink is preparing to launch GenAI Agents on OPUS in October of this year. Dahod compared the impact of LLM-powered agents to the invention of the microprocessor, noting their potential to automate decisions, boost productivity, and unlock new levels of profitability across the supply chain.

7. “All DSCSA customers will be able to continue to support their trading customers with ASNs using MINT—for free.”

With the final phase of DSCSA now in effect, ASNs will no longer be the carrier of DSCSA compliance data under the law—but many companies’ customers will still rely on this critical transaction type to support operational efficiency. TraceLink announced that MINT will support ASN exchange at no license cost to existing DSCSA compliance customers. It's an offer designed to help TraceLink customers drive commercial value from their existing compliance investment.

FutureLink Barcelona 2025 Preview

For our readers in Europe, the Middle East, and Africa:

For those eager to explore these cutting-edge solutions firsthand and engage with industry leaders, join us at **FutureLink Barcelona 2025**, taking place **6-8 October** at the **Grand Hyatt Barcelona**.

Supply chain leaders from across EMEA will explore how to unlock critical information across end-to-end partner networks and apply agentic orchestration to turn real-time data into strategic, AI-driven intelligence.

Whether you're focused on external manufacturing, logistics, digital commerce, or direct material supply, FutureLink is where life sciences leaders align around a shared mission: building smarter, faster, more resilient supply networks.

Attendees will gain insight into how to:

- Maximize revenue by avoiding out-of-stocks.

- Free up working capital by optimizing inventory.
- Improve efficiency through automated collaboration with partners.
- Accelerate end-to-end digitalisation across supply, manufacturing, and distribution.
- Ensure compliance with EU FMD and global serialization regulations.
- Improve operational efficiency through end-to-end supply chain digitalisation on a single platform.

Learn more and register today to secure your spot and be part of the next revolution in life sciences supply chain orchestration.

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Meet with TraceLink to learn more about end-to-end supply chain orchestration. Fill out the form to schedule a meeting now.

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