RESOURCES

Home
Resources
Resource Center



Driving Business Predictability and Strategic Partnerships in CMO Networks by Leveraging DSCSA and Digitalization

FutureLink Boston 2025 kicked off the external manufacturing track with an insightful session featuring **Jeff Borden, VP Supply Chain NA at Sandoz**, who offered a rare dual-perspective from his experience on both the sponsor and CDMO sides of the industry. In a frank conversation, Borden explained how trust, transparency, and digitalization are reshaping external manufacturing relationships—and how DSCSA compliance investments are helping lay the foundation for smarter, more collaborative partnerships.

Drawing from real-world challenges and wins, Borden detailed how greater visibility into forecast and capacity data can reduce stockouts, eliminate finger-pointing, and create true win-win scenarios across the CMO network. He also explained how TraceLink's digital transaction exchange capabilities, including digitalized ASNs and forecast sharing, are enabling more proactive decision-making and a shift from transactional supplier management to strategic orchestration.

- Why DSCSA data and digitalization efforts can be a catalyst for long-term supply chain transformation

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- How visibility into forecast and capacity data unlocks better alignment and fewer disruptions
- What it takes to move from transactional relationships to strategic partnerships in external manufacturing

Watch now to hear how Sandoz is modernizing its CMO network—and why digital orchestration is key to future success.

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

Thank you! We will contact you soon!

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Introduction to End-to-End Supply Chain Digitalization and Orchestration

Lucy Deus, Senior Vice President of Supply Network Products at TraceLink, explains how MINT enables integration across all supply chain partners to reduce stockouts, improve service levels, and operate more efficiently.

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DSCSA to Commercial ASNs: Seamless Transition on the TraceLink Network

Dan Walles, Vice President of Product Marketing at TraceLink, shows how MINT helps companies maintain ASN delivery post-DSCSA while laying the groundwork for scalable supply chain digitalization.

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