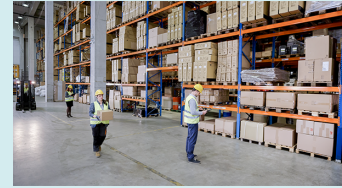




RESOURCES

Home
Resources
Resource Center

Building a Safer, Smarter Life Sciences and Healthcare Supply Chain: A Wholesale Distributor's View on MINT



Manual and inconsistent data exchange between supply chain partners continues to challenge life sciences and healthcare supply chains—and when those gaps disrupt medication delivery, patients are the ones who feel the impact. But what if manufacturers and their partners could speak the same digital language across every transaction?

Ryan O'Neill, Vice President of Operations and Strategy at Summit SD, shares a wholesaler's perspective on the challenges of achieving real-time integration in life sciences—and why digital orchestration is essential to building a safer, stronger, and more responsive supply chain. He discusses the operational complexity of aligning systems across organizations, the importance of ROI in securing leadership buy-in, and why he sees **TraceLink's MINT solution** as a breakthrough for transforming partner collaboration.

Key Takeaways:

- Legacy systems and mismatched digital maturity levels continue to block real-time data exchange in pharma.
- Demonstrating ROI—efficiency, risk reduction, and data quality—is key to

driving leadership support for digitalization.

- TraceLink's MINT offers a flexible, universal model for simplifying integration across diverse trading partners.

Watch the full interview to hear why a digital-first approach to partner collaboration is essential for supply chain success—and why MINT is the key to making it work.

Video Highlights:

00:20 - Can you give us some background on Summit SD and your role there?

00:32 - Why has real-time integration with supply chain partners been a challenge in life sciences?

01:37 - How do you get leadership buy-in for digitalization?

02:02 - How does digital transaction exchange improve supply chain collaboration?

02:48 - How does real-time data exchange downstream impact patient access?

03:20 - What makes TraceLink MINT so valuable for simplifying partner integration?

Video Multienterprise Information Network Tower (MINT) Supply Chain Digitalization Logistics/Distribution

Meet with TraceLink to learn more about MINT.

Fill out the form to schedule a meeting now

Related Content



Wholesale Distributor Summit SD Relies on TraceLink for DSCSA Compliance

Learn why wholesale distributor Summit SD chose the TraceLink network to ensure compliance with the final phase of the U.S. Drug Supply Chain Security Act (DSCSA). Watch the video!

[View More](#)



Integrated Serialized Product Distribution Systems for Customer Service and Operational Efficiency

Learn how SummitSD integrated TraceLink with their ERP system to reduce DSCSA exceptions, streamline operations, and build a scalable foundation for better customer service and patient access.

[View More](#)



FutureLink Boston 2025 Keynote: Intelligent Orchestration of Your End-to-End Supply Chain

Shabbir Dahod, President and CEO of TraceLink, shares how the company is executing on a long-standing vision for intelligent supply chain orchestration to reduce stockouts, lower working capital, and increase revenue.

[View More](#)