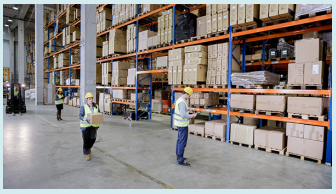
# Building a Safer, Smarter Life Sciences and Healthcare Supply Chain: A Wholesale Distributor's View on MINT



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

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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?

<a href="/category/video" hreflang="en">Video</a><a href="/category/multienterprise-information-network-tower-mint" hreflang="en">Multienterprise Information Network Tower (MINT)</a><a href="/category/supply-chain-digitalization" hreflang="en">Supply Chain Digitalization</a><a href="/category/logistics-distribution" hreflang="en">Logistics/Distribution</a>
Meet with TraceLink to learn more about MINT.
Fill out the form to schedule a meeting now

**Thank you! We will contact you soon!**

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