RESOURCES

Home
Resources
Resource Center



Powering Innovation in Life Sciences: How Amalia Technologies Uses TraceLink POET to Build High-Impact Supply Chain Solutions

Featuring Thrasyvoulos Kotsonis, Managing Director at Amalia Technologies

Meaningful innovation in life sciences begins when organizations gain the power to shape their own digital processes. Thrasyvoulos Kotsonis, Managing Director at Amalia Technologies, explains how that shift is accelerating through TraceLink POET (Process Orchestration for Empowered Teams). As the first TraceLink partner in Europe to implement POET, Kotsonis describes how the solution enables teams to build custom workflows, close operational gaps, and address pain points that traditional systems can't reach. He shares how Amalia is using POET to develop new digital capabilities and highlights the company's close, iterative partnership with TraceLink. The result is a model for accelerating innovation—co-developing capabilities and giving customers tools that evolve with their operations.

Key Moments

- **00:19 -** What value does TraceLink POET bring to life sciences and healthcare

© TraceLink Inc. 2009 - 2025 All Rights Reserved

supply chains?

- **01:11 -** What is Amalia Technologies building with TraceLink POET to support life sciences and healthcare organizations?
- **02:40 -** How does the Amalia Technologies-TraceLink partnership advance innovation in life sciences and healthcare supply chains?

Watch the full interview above, or explore some selected highlights below.

What value does TraceLink POET bring to life sciences and healthcare supply chains?

POET gives organizations the freedom to design solutions that don't exist out of the box. Thrasyvoulos Kotsonis explains how Amalia Technologies uses POET to address real-world pain points inside regulated life sciences environments—enabling teams to tailor processes, fill operational gaps, and build custom digital workflows that go far beyond what traditional systems allow.

What is Amalia Technologies building with TraceLink POET to support life sciences and healthcare organizations?

Amalia Technologies is using POET to build new digital capabilities for life sciences—starting with an EU Alerts Management solution that automates intake, assignment, resolution, and reporting. The company is also creating a reusable development framework to speed future solution delivery.

How does the Amalia Technologies-TraceLink partnership advance innovation in life sciences and healthcare supply chains?

© TraceLink Inc. 2009 - 2025 All Rights Reserved

Amalia Technologies and TraceLink have built a deep, iterative partnership—collaborating closely on POET implementations, testing new ideas, and jointly shaping solutions that address real customer challenges. Thrasyvoulos Kotsonis describes how this collaboration accelerates innovation and helps both teams move faster and solve more complex problems.

TRANSCRIPT

TRANSCRIPT

I can see that with our clients, this is especially important. The ability to work with us, to work with POET, and design and fill gaps that would otherwise not be known on their day-to-day business.

First of all, I'd like to start by answering that question by telling you what POET means for us as a supplier and as a first implementer actually of the solution. POET for us is creativity. POET for us is freedom to design what solutions we would like to see.

A lot of us, a lot of members of the Amalia team, come from working day-to-day with our clients, but also working in regulated companies. They've seen the pain points. Now with POET, we can build the solutions that would otherwise not be available to solve issues. For us, it is that freedom that is important.

I can see that with our clients, this is especially important. The ability to work with us, to work with POET, and design and fill gaps that would otherwise not be known on their day-to-day business.

Amalia acknowledged by being the first partner in Europe implementing POET. It has been an absolute pleasure to be in that role, and we're quite excited about

© TraceLink Inc. 2009 - 2025 All Rights Reserved

what we're working on. There's one main thing we're currently building, which is the EU Alerts Management.

The idea is to create a process within POET to be able to take EU Alerts from the EMVO or AMS systems, bring them into a process of getting the notification that an EU alert is created, being assigned to someone.

Then that person managing that EU alert, finding if not something is being closed, and then closing it and reporting to the NMVS accordingly, along with quite empowered reporting capabilities that don't otherwise exist.

That is our current solution. Additionally, we are now building, bottom up, a whole software development lifecycle process to be able to do this development for all our other clients who have already shown interest in the solution.

What we want to achieve is really being able to modulate a lot of the functionalities that you would find throughout any system you need, like audit trail, user management. Those things are the basis, would be the same, more or less. You can configure them, of course, but the basis would be the same.

Being able to reuse them down the line and to be able to build solutions for our clients fast and with the top quality that is required.

Amalia Technologies is trusted and very happy to be in that role of a partner for TraceLink. We're working together for about four or five years now. It has been a journey for us, and it has been really important in our development. What we want and what we are working with TraceLink for is to be that partner to try things out.

We want to be those first implementers. We want to be that team that can support also TraceLink when they're building something to try it out, to give our feedback. This is especially important in solutions like POET, which now empower us more and more as partners to define and solve problems for our clients.

© TraceLink Inc. 2009 - 2025 All Rights Reserved

This close-knit partnership can have, I think, the sky's the limit kind of situation, where we build together with TraceLink and solve problems for our clients.

.toc-container-list h5 {display: none;}
VideoMultienterprise Information Network Tower (MINT)Supply Chain DigitalizationSupply Chain
Meet with TraceLink to learn more about POET.
Fill out the form to schedule a meeting now.

Thank you! We will contact you soon!

Related Content



Experience FutureLink On Demand

Thank you for attending FutureLink Barcelona 2025. We appreciate your participation and engagement throughout the conference.
View More

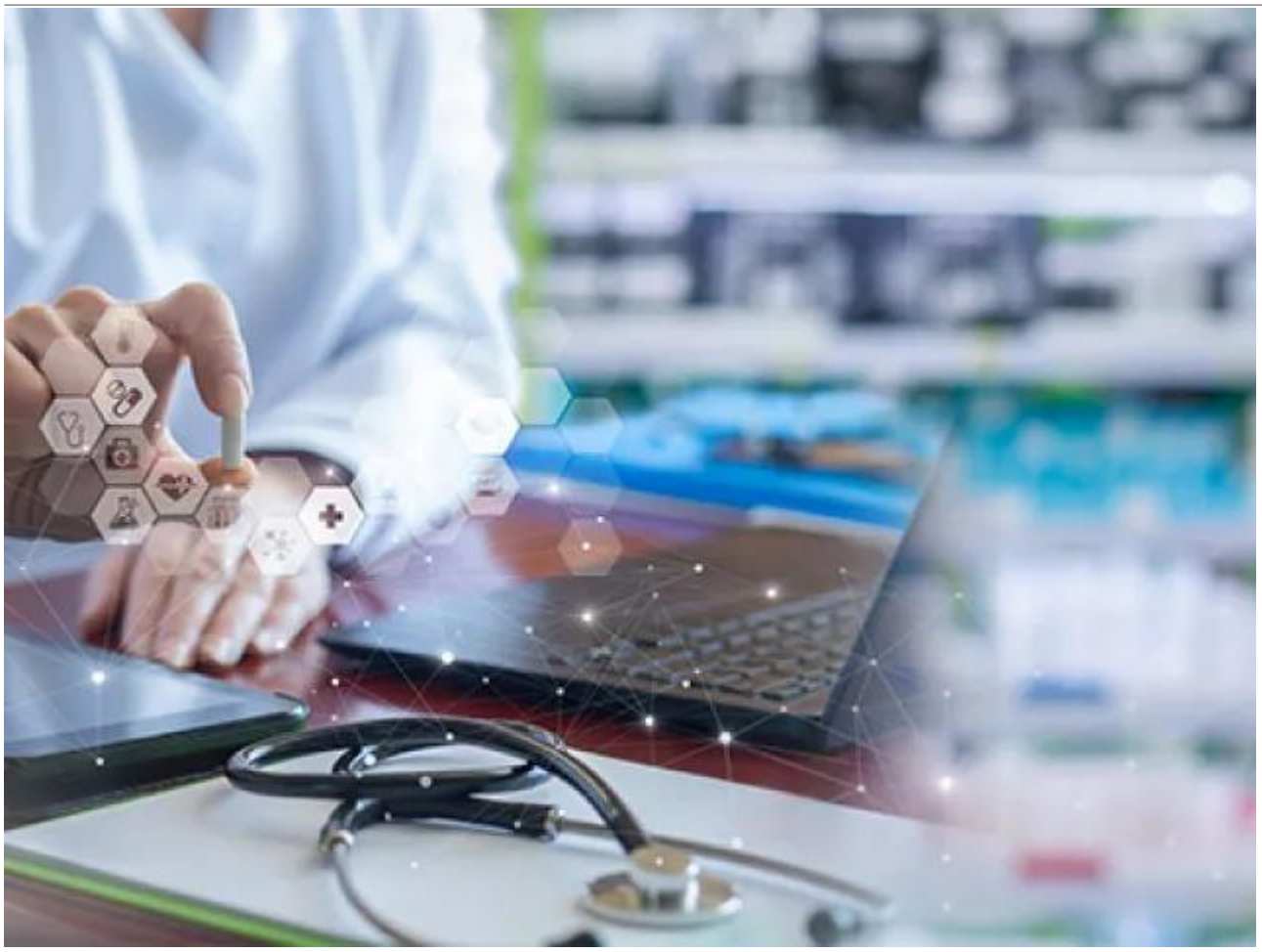
© TraceLink Inc. 2009 - 2025 All Rights Reserved



FutureLink Barcelona 2025 Keynote: Agentic Orchestration of Your End-to-End Supply Chain

See how TraceLink's OPUS platform is enabling agentic orchestration—where automation, reasoning, and collaboration redefine supply chain performance.
View More

© TraceLink Inc. 2009 - 2025 All Rights Reserved



Introduction to Agentic Orchestration for the End-to-End Supply Chain

Lucy Deus reveals how intelligent agents and end-to-end digitalization are transforming supply chains from reactive to predictive and proactive.
View More

© TraceLink Inc. 2009 - 2025 All Rights Reserved