

## RESOURCES

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# Saleable Returns: VRS Capabilities and Decision Criteria for Manufacturers



When the DSCSA Saleable Returns Verification requirement goes into effect in November 2019, the volume of verification requests to manufacturers is expected to skyrocket—and will only get bigger as non-serialized product is eliminated from the

supply chain over the next several years. To ensure that wholesalers *and* manufacturers are able to meet the requirement, the industry has aligned around two complementary solutions: Verification Router Services (VRS) and self-verification using the manufacturer's product data. Since then, the Big 3 wholesalers have established both methods as basic requirements for their suppliers.

For manufacturers, the right VRS can enhance overall customer satisfaction; reduce chargebacks; and minimize administrative overhead. This white paper provides criteria for choosing a VRS as the foundation of a comprehensive saleable returns solution, including network integrity and governance, performance and scalability, and interoperability with other VRS and business systems.

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