

## NEWSROOM

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# TraceLink Hits Industry Milestone with 100 Contract Manufacturing Organizations Serialization-Ready on the Life Sciences Cloud Network

**TraceLink Inc.**, the World's Largest Track and Trace Network for connecting the life sciences supply chain and providing real-time information sharing for better patient outcomes, today announced that more than 100 contract manufacturing organizations (CMOs) are fully configured on the TraceLink Life Sciences Cloud and ready to exchange serialization data. An additional 323 CMOs are currently in active testing on the TraceLink network and projected to be serialization ready in a matter of months. Next week, TraceLink will partner with its serialization customers, Sharp and a top 100 pharmaceutical company, at CPhI Worldwide in Frankfurt, to present the key success factors for implementation success, efficient on-boarding and minimizing complexity ahead of serialization deadlines.

Contract manufacturing and packaging organizations that have joined the Life Sciences Cloud to leverage TraceLink's network-tenant platform and rapidly connect with their

brand-owners include: Allpack, Alpex, Central Pharma, Fareva SA, Groupe SYNERLAB, Inforlife, Laboratoires Famar FFH, Laboratorios Liconsa SA, Patheon, Pharmidea, R-Pharm, Recipharm, Ropack, Sharp, S.M.B. Technology S.A., Tesa, Tjoapack, Tubilux, Unitax, Vetter and WDsrX.

With the largest ecosystem of CMOs on the industry's only end-to-end pharmaceutical supply chain network platform, TraceLink facilitates the fastest and most comprehensive integration to CMOs, eliminating all of the complexity associated with trade partner connectivity. For companies using on premise or single tenant solutions, it can take up to 45 days or longer to integrate with a single CMO, often costing more than \$65,000, per integration. With TraceLink, a single connection enables pharmaceutical manufacturers to immediately connect with all of their CMOs on the TraceLink network, removing the time-intensive and cost prohibitive task of individual point-to-point connections.

"Contract manufacturers play a critical role in ensuring the industry is prepared for global serialization requirements, and their readiness will help expedite the preparedness of pharmaceutical companies across the globe. Partnering with TraceLink is the fastest, most proven way for both pharmaceutical companies and CMOs to ensure successful data exchange and compliance for serialization regulations," said Shabbir Dahod, president and CEO of TraceLink. "As industry-wide preparations ramp up and demand increases, we've seen a dramatic spike in companies connecting on our

network, with roughly 25 CMOs onboarding a month and an average of 50 new connections, a 400 percent increase from monthly onboarding projects in 2016.”

“Serialization is a complex process that impacts all corners of the pharmaceutical industry. In order to ensure EU FMD readiness, we partner with experts that allow us to best support our customers on their serialization journeys. With data exchange as one of the top serialization challenges, easy network connectivity to our pharmaceutical clients and the flexibility of a cloud-based central repository were key factors in our early decision to collaborate with TraceLink,” said Staffan Widengren, director of corporate projects at Recipharm, one of the largest CMOs in Europe.

“As one of the industry’s early adopters of serialization, Sharp quickly realized that connectivity would be one of the most challenging barriers to serialization. In order to streamline and standardize data exchange and connectivity for our customers, we partnered with TraceLink to leverage the value of its network and connections across the pharmaceutical supply chain. The majority of our customer base has chosen TraceLink, which immediately eliminated the complexity of making individual point-to-point connections with each of our customers,” said Rick Seibert, Senior Vice President of Global Innovation & Technology Service at Sharp.

Further bolstering the ability for customers to expedite connectivity with their trade partners is the TraceLink Network Success department, which consists of 16 team members dedicated to onboarding trade partners onto the network, a model that is

unique to the industry. The Network Success team is part of the larger 80+ employees on TraceLink's Global Services team - all fully committed to serving both customers and trade partners on the Life Sciences Cloud network.

To learn more about expediting your trade partner connectivity and dramatically reducing your integration costs with TraceLink, please visit:

<https://www.tracelink.com/network/cmos-and-cpos>, attend the TraceLink, Sharp & customer presentation in the CPhI Pharma Insights Briefing room at 11:50 a.m. on October 24 or visit the TraceLink team at CPhI stand 41B32 in Frankfurt, 24 – 26 October 2017.