

U.S. Medical Devices Manufacturer Streamlines Supply Chain

As part of its divestiture from its life sciences parent company, a medical devices manufacturer partnered with TraceLink and a certified TraceLink Solution Partner to rapidly deploy independent, compliant, and automated supply chain operations with partners across its supply chain.

Supply Chain Segments Orchestrated



Direct Supplier



CMO / CPO



MAH / Brand Owner



Logistics Provider



Distributor / Wholesaler



Provider / Dispenser

The Business & Technology Challenges

- Required a fast separation from the parent company's enterprise systems.
- Needed an affordable and seamless deployment to prevent disruptions.
- Delays risked revenue loss and damage to customer relationships.
- Limited resources to deploy an automated, multi-enterprise solution.
- Integration of ERP and trading partners to support distribution and commerce.

MINT Orchestrations



Commerce - Seller



External Manufacturing



Logistics



Transportation



Commerce - Buyer

Strategic Engagement Goals



Rapidly deploy a compliant, independent supply chain architecture post-divestiture.



Enhance visibility and control of real-time supply chain data to support proactive decision-making.



Automate order-to-cash processes to improve efficiency, speed, and reliability.



Create an affordable, scalable digital foundation for future growth, including in European markets.



Integrate external trading partners through real-time, multimodal integrations.



Improve key metrics, including order speed, fulfillment, response, and onboarding.

Key Stakeholders

CEO: Focused on driving post-divestiture continuity to avoid business disruptions.

Director of IT: Focused on technical implementation, systems integration, and digital supply chain enablement.

The Solution

The medical devices manufacturer transformed its supply chain operations with TraceLink, achieving seamless digital orchestration and integration in only 3 short months.

By leveraging MINT (Multienterprise Information Network Tower), powered by OPUS, the team rapidly deployed end-to-end information exchange, flexible workflows, and standardized communications with external partners. Automated order-to-cash transactions—including purchase orders, purchase order acknowledgements, ASNs, invoices, and shipping advice—eliminated manual steps and accelerated fulfillment while freeing up valuable IT resources to focus on transformative growth projects.

B2B/API integrations ensured real-time data flow, while TraceLink's intuitive UX enabled proactive tracking and exception management. The OPUS Solution Environment reduced onboarding time with no-code configuration, and OPUS Reports and Dashboards delivered real-time visibility for faster, smarter decisions across the business.

TraceLink MINT Network Statistics

60+

MINT Customers

200+

Partners Onboarding

45+

Transactions Supported

20+

Countries with MINT Customers