



Global MAH Selects TraceLink to Digitalize Its Supply Chain

A leading global pharma company with EU-GMP and US FDA approved manufacturing chooses TraceLink MINT to digitalize order-to-cash processes with its wholesalers and 3PLs to improve operational efficiency and market access in the US.

Company Type

- MAH / Brand Owner

Key Sponsors

- Head of Sales
- IT Director

Company Scope

- 1,000+ FTEs
- ~\$500M Revenue
- Manufactures Across 10 Therapeutic Areas
- Multinational Operations

Target KPIs for Engagement

\$0.00

To Onboard
Partners

60%

Faster Partner
Onboarding

54%

Target Savings
vs. EDI Vendor

Customer Business Challenges

- Costly and time-consuming point-to-point integrations limit partner data exchange
- High maintenance costs for existing EDI solution and connections prevent visibility
- Manual order entry increases errors and reduces order-to-cash efficiency

Partners Orchestrated



Key MINT Transactions

- Product Transfer Acct. Adjustment
- Price Authorization / Acknowledgement
- Response to Product Transfer Acct. Adjustment
- PO / PO Acknowledgment / ASN / Invoice

Processes Digitalized

- Order-to-Cash
- Chargeback Reconciliation

The Solution

- Single integration to the network to predictably onboard all distribution partners
- Digitalize commerce processes to improve inventory visibility and O2C cycle time
- Eliminate manual steps, reduce partner onboarding time, and lower ongoing costs