



## EU Biopharma Company Chooses TraceLink for O2C Digitalisation

A biopharma manufacturing company serving 40 countries chose TraceLink MINT to rapidly and affordably integrate its 3PL and 4PL partners by digitalising key order fulfillment processes and enabling inventory visibility to improve alignment between demand planning and manufacturing.

### Company Type

- MAH / Brand Owner

### Company Scope

- Biopharma Manufacturer
- ~100 FTEs
- ~€25M+ Revenue
- Operates in 40+ Countries

### Key Sponsors

- Director of Supply Chain
- Director of IT

### Target KPIs for Engagement

**100%**

Of 3PLs / 4PLs Onboarded

**€0.00**

To Onboard Partners

**50%**

Less Manual Work

## Customer Business Challenges

- No digital processes or ERP integration with 3PLs / 4PLs blocks real-time inventory visibility
- Dependent on manual processes, including phone calls, email, and Excel files
- Forecasting inefficiencies can delay the delivery of life-saving medical products by months

## Partners Orchestrated (highlighted)



## Key MINT Transactions

- PO / PO Acknowledgment / ASN / Invoice
- Inventory Balance / Updates
- Warehouse Stock Transfer
- Warehouse Shipping Order / Advice

## Processes Digitalised

- Order-to-Cash
- Inventory Visibility at Logistics Provider Sites

## The Solution

- Integrate 100% of 3PLs / 4PLs to enable real-time inventory visibility and sales updates
- Align demand planning and manufacturing requirements to reduce out of stocks
- Automate exchange of key order fulfillment transactions