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NETWORK FOR GREATER GOOD

Pharma Company Chooses TraceLink to Reduce Stockout Losses by 50%+

A leading European pharmaceutical company partnered with TraceLink to increase order processing automation, order fulfillment rates, and product availability by fully digitalising essential processes across more than 250 trading partners.

Company Type

- MAH / Brand Owner

Key Sponsors

- VP of Logistics
- Director of Supply Chain

Company Scope

- $1B Annual Revenue
- Operates in ~150 Countries
- 100+ Branded Products
- 250+ Trading Partners

Target KPIs for Engagement

50%+	60%	100%
Reduction in Stockout Losses	*Faster Partner Onboarding*	*Digitalised O2C Process*

Customer Business Challenges

- 50% of external trading partners are not integrated with internal processes
- Manual data delivery causes inaccurate communication and reduces margins
- €82 million lost due to stockouts caused by delays in supply and demand data

Partners Orchestrated

Key MINT Transactions

- PO / PO Acknowledgment / ASN / Invoice
- Inventory Balance Report / Update / Adjustment
- Warehouse Stock Transfer / Receiving Advice
- Warehouse Shipping Order / Advice
- Forecast Planning Schedule / Response

Processes Digitalised

- Order-to-Cash
- Logistics
- External Manufacturing

The Solution

- Digitalise essential transactions and business processes across 250+ trading partners
- Automate order processing to alleviate the support burden on customer service teams
- Increase product availability and reduce out-of-stock losses from 5.5% to 2.75%

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