



# 6 Common Saleable Returns Myths FOR WHOLESALERS

“I don’t get enough returns to need an automated solution.”

Most returns are due to ordering and fulfillment errors and are impossible to predict. You might get 5 returns today, no returns tomorrow, and 1,000 returns next week. Without a verification router service (VRS), the time it takes to manually verify a saleable return can affect warehouse efficiency and operating costs.



“It’s cheaper to ignore or destroy a return than to verify it.”

Is your CFO on board with destroying a potential source of revenue? Even a few returns per day, multiplied by weeks, add up quickly. Or would you rather expend time, space, and staff identifying, storing, and destroying saleable products? With a sub-second VRS, one scan is all it takes to get a return back into inventory.



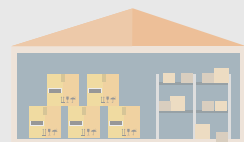
“I can self-verify using EPCIS data from my suppliers.”

How many of your suppliers will actually be ready to send you EPCIS data after November 2019? DSCSA does not require all-electronic data transfer before 2023, and many manufacturers still need to get their 3PLs on board. Plan to have a VRS even if you will be able to self-verify products from some of your suppliers.



“I’ll just call my supplier when I need to verify a product.”

Manufacturers who have a VRS want to respond instantly to verification requests from their wholesalers—and take the burden off customer service. Without a VRS, verifying a product by phone or email within 24 hours to avoid having it labeled as a suspect product will be a time-consuming challenge for both of you.



“I can use my ERP for product verification.”

ERPs are the right tool for managing business operations, but are not designed for the serialization and compliance operations necessary for meeting DSCSA regulations. And, because most legacy ERP systems are highly customized, adding even more customization to handle product verification puts your critical business systems at risk.



“I can afford to wait.”

Using a VRS will be fast and easy, but you’ll need time to install software; test it with your partners; integrate with your business and warehouse systems; create SOPs; and train staff. With regulations and revenue hanging in the balance, you simply can’t afford to wait to implement an automated verification solution.



## Stay on track—and in compliance—with TraceLink.

An experienced partner can help get you up and running quickly: The ability to “connect once; interoperate everywhere” on the TraceLink network and proven integration with leading ERP and warehouse management systems saves valuable time.

Only TraceLink combines sub-second VRS performance, EPCIS and master data exchange, and secure access to a network of more than **275,000 authorized trading partners** in a single, integrated solution.

