

# Germany

## Ensuring compliance with track and trace requirements across multiple regions

### Challenge

Though headquartered in Zurich, Switzerland, pharmaceutical company Acino needed to ensure compliance with track and trace requirements in a range of countries around the world.

### Approach

Acino selected Movilitas' full set of SAP solution services and accelerators to ensure compliance with serialisation regulations in the European Union, Middle East and the Commonwealth of Independent States (CIS). Using SAP PI/PO (Process Integration/Orchestration) as a middleware, Acino's SAP Advanced Track and Trace system was directly connected with its packaging site, contract manufacturers (CMOs) and customer systems. This connection enables the exchange of relevant serialisation data with the company's CMOs and supply chain partners. An integration with Acino's SAP ECC system was also established to exchange master and business transaction data.



### Introduction

A Swiss pharmaceutical company headquartered in Zurich, Acino develops, manufactures and delivers internationally well-proven and innovative pharmaceuticals. Focusing on emerging markets in the Middle East, Africa, the Commonwealth of Independent States (CIS) countries and Latin America, Acino is operating in some of the most dynamic nations of the world. Acino leverages its high-quality pharmaceutical manufacturing capabilities and network to supply leading companies through contract manufacturing and out-licensing.

It is necessary for Acino to understand and meet the regulatory compliance rules for each geographic area in which it manufactures or distributes products. Regulatory requirements generally range from serialisation to traceability to reporting requirements. These regulations put in place over the past few years all serve the important purpose of protecting customers and helping to reduce the rate of counterfeit products.

### Understanding the need

Acino needed a solution to ensure compliance with all relevant regulations in the EU and in CIS and Middle Eastern countries. It would be necessary for any solution to integrate with external systems, enabling the exchange of serialisation data with customers and partners and ensuring Acino's contract manufacturers (CMOs) also complied with relevant regulations.

The solution also needed to enable Acino to manage internal and external serial numbers during all manufacturing processes and to efficiently handle serialised goods in their warehouses.

### Selecting a solution

Acino selected Movilitas' full set of SAP solution services and accelerators. SAP Advanced Track and Trace (SAP ATTP) is the cornerstone of the solution, delivering future-proof regulatory

compliance and simplified reporting processes. Based on GS1 standards, the solution supports the company's mission to manufacture and commercialise high quality pharmaceuticals for the benefit of patients.

The system has been integrated with Acino's warehouse and serialisation processes. A mobile solution was introduced to accelerate scanning activities and capture events at the company's warehouses.

### Implementing for success

Using SAP PI/PO (Process Integration/Orchestration) as a middleware, SAP ATTP was directly connected with Acino's packaging site, CMOs and customer systems. This connection enables the exchange of relevant serialisation data with the company's CMOs and supply chain partners. An integration with Acino's SAP ECC system was also established to exchange master and business transaction data. The company uses the GS1 standard Serial Shipping Container Codes (SSCCs) for logistics and Serialised Global Trade Identification Numbers (SGTINS) for pack coding in all regions.



### The role of GS1 standards

GS1 standards for product identification are required to fulfil compliance with global regulations such as the European Union Falsified Medicines Directive (EU-FMD) and directives in the Middle East or CIS countries. By using standards such as SSCC and SGTIN, Acino can make sure all regions are aligned and the global supply chain is secure and resilient against counterfeits.

All systems involved in the project adhere to GS1 standards and, therefore, are interoperable. This has increased the speed of reporting by 45%, as the standards allow for an easier exchange of information.

### Conclusion

Movilitas' integrator services and industry expertise with multiple country serialisation regulations enabled Acino's successful SAP implementation, delivering future-proof compliance using GS1 standards. Additionally, the company's internal manufacturing and logistics processes have been streamlined. Previously manual regulatory reporting and compliance processes have been automated. The result has been improved operational efficiency and traceability. Acino has gained greater visibility and data integrity across its extended supply chain network.

*"In 2015/2016 we carried out our first successful serialisation project with Movilitas for the implementation of EU FMD. We chose Movilitas as our global strategic partner for serialisation projects and services based on their long-term industry record and profound expertise. During the project, we got to know Movilitas as a very reliable and a highly competent partner for any kind of serialisation project."*

**Andreas Eckerlin,**  
Global head SAP CC, Acino



#### About the author



**Marco Steinkamp**  
Sales Director EU, Movilitas

Marco Steinkamp studied logistics at the Fontys University of Applied Science in Venlo, the Netherlands. In 2005, he joined British American Tobacco (BAT). He held several roles during more than a decade with the firm and was a member of BAT's local and global supply chain organisation. For several years, Marco supported BAT's global track and trace programme as senior project manager in logistics as well as manufacturing environments. With this end-to-end supply chain track and trace experience and expertise, he joined Movilitas as the European sales director for track and trace in May 2015. After moving into the role of global sales director for track and trace in 2017, Marco became European sales director in December 2019.

#### About the organisation



**Movilitas** is a global consulting services and solutions company, part of the Engineering Group's Industries excellence Global division, that helps enterprises transform their business to meet the demands of today's dynamic economy. The firm is recognised as a long-standing trusted SAP partner and strategic advisor for digital supply chain transformation. Its industry expertise, portfolio of accelerators and extensions for SAP solutions and its applications, such as Movilitas Cloud, enable businesses to future-proof operations, maintain compliance and realise new growth opportunities.

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