

NEWSLETTER

March 2021



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Send your feedbacks

Dear readers,

In this newsletter, we are highlighting the importance of Environmental Social Governance (ESG) which is increasingly becoming a core subject for us. We are also introducing our new add on solution which is called "ARC Cold Chain", announcing new team members and sharing the industry events we speak and participate in.

As you are aware, there are many changes occurring in our industry right now, and we are more than delighted to share them with you.

If you have any comments or input, please feel free to contact me.

Sincerely,



ENVIRONMENTAL SOCIAL GOVERNANCE (ESG)

At advanco, we're taking seriously the Environmental, Social and Governance (ESG) issues. Our goals are to lead our industry in integrating ESG factors into to the business. All of our own ESG activities are designed to support the UN's sustainable development goals.

Our purpose is protecting lives and brand reputation

- **Increased regulation around the world** – compliance and accountability is required at all stages of the critical product supply chain
- Demand for data collection solutions to demonstrate sound sustainability policies - adhering to the UN Sustainable Development Goals (SDG) for a **better and more sustainable future**
- Enable more **reliable authentication and fraud detection** to protect well-being
- **Increased demand for risk management solutions** to deal with unprecedented events (e.g.COVID-19, climate change – building resilience and reducing waste)



Our goal is to make the world more sustainable and better place for everyone.
To discuss more please contact us at info@advanco.com



Cold chain is not a new phenomenon for pharmaceuticals. The challenges we face now are related to scale, speed and flexibility – and COVID-19 has exposed exactly that: We have a massive scale of distribution of goods, and it needs to happen fast. This state of affairs may not end soon either. We will have new strains, repeated vaccinations and we need the capability to track their efficacy – for the foreseeable future.

Advanco's ARC MESSs, LESSs and Cloud systems tracks the progress of serialized items as they proceed through the lifecycle stages. The solutions allow the capture of essential information during packaging and warehouse operations. Advanco systems control the process flow as it happens, they track and log events and exceptions to a repository and empower you to report and optimize processes.

The ARC cold chain solution

- Allows ease of use in process execution and data collection
- Maintains compliance
- and enables data-driven decisions to optimize your processes

For more information on how we can address your needs, please contact us at info@advanco.com



WE'RE GROWING!

We are pleased to announce the arrival of two new team members and would like to wish them well on their journey with advanco.



Mehmet Sarikatipoğlu
Account Manager
Istanbul, Turkey

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Mehmet Sarikatipoğlu has joined us as an **Account Manager**. He is responsible for maintaining client relationships, overseeing the sales process, and acting as a point of contact.

With more than seven years of experience in sales, he has developed a strong talent for building trusted relationships with high-value, high-impact clients. Before advanco, he worked at GEA Group as a Sales Manager. He has experience in the pharmaceutical, food and cosmetics industries.

Mehmet has a bachelor's degree on Industrial Engineering from Kadir Has University. He is native in Turkish, fluent in English and beginner in Russian.



Mihran Gümüşyan
Project Manager
Istanbul, Turkey

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Mihran Gümüşyan has joined us as a **Project Manager**. He is responsible for all project in accordance with customer's GxP policies and advanco Quality Management System, including delivery of documentation.

Mihran has a substantial knowledge and experience in the project management. He has more than 10 years work experience within the Pharmaceutical Industry. Before advanco, he worked at ACE as a Technical Support Group Manager and also worked at Sandoz Pharmaceutical as an Engineering Unit Head & Remediation Project Manager.

Mihran has a bachelor's degree on Mechanical Engineering from Yıldız Technical University. He is native in Turkish, fluent in English and French.

At advanco, we are looking for additional members for our team to deliver high quality serialization solutions to our customers. If you have anyone within your network who you feel would be a good fit, do get them to contact.



We're speaking at **Smart Pharma Track & Trace** - the leading digital event on serialization, Track & Trace, and the digital supply chain in pharmaceutical manufacturing. The event will be held on **April 13-14, 2021**.

Advanco will be represented by **Sami Bilal, Director of Product Management** of advanco. He will discuss about Cold Chain serialization in the COVID-19 age.

ScaleUp 360° brings together established industry experts and decision-makers from leading global companies in virtual events to present and discuss business-critical challenges.

We're glad to invite you to our webinar with Syntegon entitled **"Serialization 2.0: The next level of pharma traceability"** on April 21, 2021 at 5:00 PM +03.

This webinar illustrates how easy it is to migrate to Serialization 2.0 with an open software platform and leading-edge hardware.

Register for FREE to learn more from **Matthias Heinrichs**, Head of Sales and Product Management of Syntegon and **Alf Goebel**, CEO of advanco.

Make sure to reserve your seat now!

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