

NEWSLETTER

September 2021



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Send your feedbacks

Dear readers,

It's been another busy month for all of us here at advanco, so we are pleased to bring you another packed newsletter for September.

We would like to start by highlighting advanco's ARC LESSs Edge solution, another development that we believe truly sets us apart from our competitors and another tool that our clients are finding incredibly useful.

We would also like to share another article by Alf Goebel, this one having been published in leading industry title Pharmaceutical Engineering, and would also like to invite you to join us for our next two webcasts, which are continuing to attract high audience numbers.

Finally, we would like to announce an important industry event that we are exhibiting and speaking at, the Pharma TRACKTS 2021, and would like to highlight the work of advanco's Naira Kulayeva, Support Manager, in the employee spotlight corner.

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,



ARC LESS EDGE



Advanco's ARC LESSs Edge solution is designed to handle ad-hoc hierarchy manipulation, item status changes (destroying, sampling, unpacking, etc.), serial number status verification, shipment and label reprint operations with the level 4 global serialization repositories seamlessly.

ARC LESSs Edge solution handles post-packaging and warehouse operations through ARC LESSs Edge clients with direct connections to the ARC LESSs Edge data center nodes. The nodes can connect to the Level 4 global serialization repositories through a standard interface and updates the necessary information as the processes take place.

ARC LESSs Edge clients can be installed on companies existing mobile devices or optionally ARC LESSs Workstation can be supplied by advanco.

ARC LESSs Edge solution provides the following benefits:



Complete integration to Level 4 global serialization repositories with a standard interface.



Independent on-site post-packaging and warehouse operations.



Compliments the existing investments in **enterprise and site level**.



Product **master data integration** with ERP solutions.



Flexible **operational reporting** features at enterprise level.



Leading industry title, Pharmaceutical Engineering, recently featured an article by Alf Goebel which analysed how the pharmaceutical sector can reduce its carbon footprint.

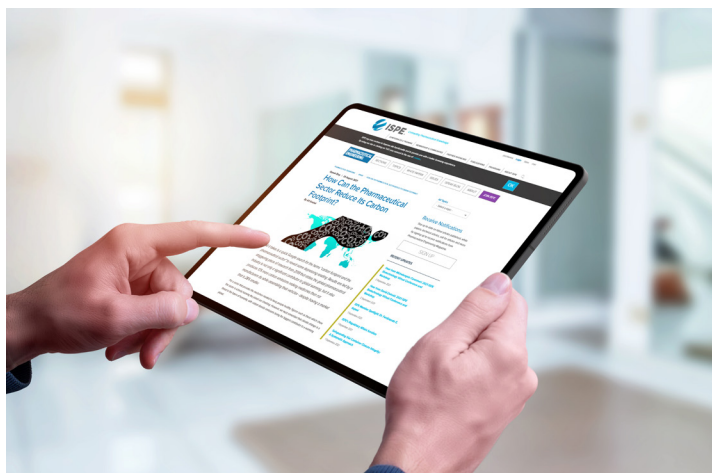
According to Google research from 2019, the global pharmaceutical industry is not only a significant contributor to global warming, but it also produces 13% more carbon emissions making medicines than car manufacturers do while assembling their vehicles - despite having a market that is 28% smaller.

For a sector that provides the medicines needed to keep people healthy, figures such as these which show the sector is actively harming the planet are shocking. However, we must remember that climate change is a threat to the future of humanity, with carbon dioxide emissions being the biggest contributor to a warming planet. Alf Goebel explains how pharmaceutical companies can help us save nature while saving lives.

Insights highlighted by Alf in the article included:

- **What are the actual advantages of reducing the carbon footprint?**
- **Local production and sourcing**
- **Technology**
- **Tracking carbon emissions across the supply chain**
- **Environmental Social Governance (ESG)**

[CLICK HERE TO READ THE FULL ARTICLE](#)



UPCOMING WEBCASTS



We would like to invite you to our free webcast “Cold Chain and Vaccine Serialization - How to handle the process and the ambitious timeline” on September 16th, 2021 at 4:00 PM (CEST).

In this webcast Nicole Linn, Area Sales Manager TQS, Key Account Manager at Wipotec-OCS and Hasan Veriç, Director of Project Management at advanco will reveal how they support Thermo Fisher Scientific, who distributes COVID-19 vaccines worldwide.

Register for FREE and learn how to prepare your supply chain for the complex deployment of COVID-19 vaccines.

REGISTER NOW



Have you already listed the cyber security of shopfloor as a **top priority** in your company?

After the success of the first webcast session of “Next Generation in Data Security in Serialization”, presented by Hasan Veriç, Director of Project Management at advanco SA and Timur Kabadayı, General Manager of CONVAL Group in August 2021, we would like to invite you to our second session.

Register for FREE to learn more from the experts why shop floor data security is mission-critical and how your company can mitigate data security issues.

REGISTER NOW

The Pharma TRACKTS 2021 will once again gather global players and hidden champions of the pharmaceutical industry to discuss the lessons learnt from the latest deadlines and to explore the future of serialization compliance and beyond.

Join us our session on September 28, 2021 in Berlin to learn more on Serialization 2.0 – The next level of pharma traceability from Alf Goebel, CEO of advanco.

Come see us at our booth and let's unveil the future of serialization models – it would be great to see you there!



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EMPLOYEE SPOTLIGHT

At advanco, the skills of our team are at the core of our success. Not only does everyone bring a unique set of skills to their specific roles, but these skills combine to deliver nothing short of overall excellence to our clients. Advanco has become a byword for the delivery of high-quality serialization solutions – and we want to thank each and every one of our staff for all of their hard work and commitment shown every day.

Moving forwards, we are pleased to highlight each month one of our core team members.



Naira Kulayeva
Support Manager
Istanbul, Turkey

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Naira Kulayeva joined advanco in 2018 as a Presales Manager and is now the **Support Manager**. She is responsible to manage advanco's support processes by playing a primary role in identifying the best technical solution to meet the requirements of customers' serialization needs in accordance with international regulations.

With more than five years of experience as a Software Developer, Naira has developed an extensive skill in providing communication and coordination between customers and the development team. She has a proven record of managing critical issues by setting customer expectations, devising and implementing action plans and professionally communicating measures to all parties involved.

Naira holds a degree in Computer Engineering from Eskişehir Osmangazi University, Turkey. She is native Kazakh and fluent in English, Russian and Turkish.



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