



Loftware™

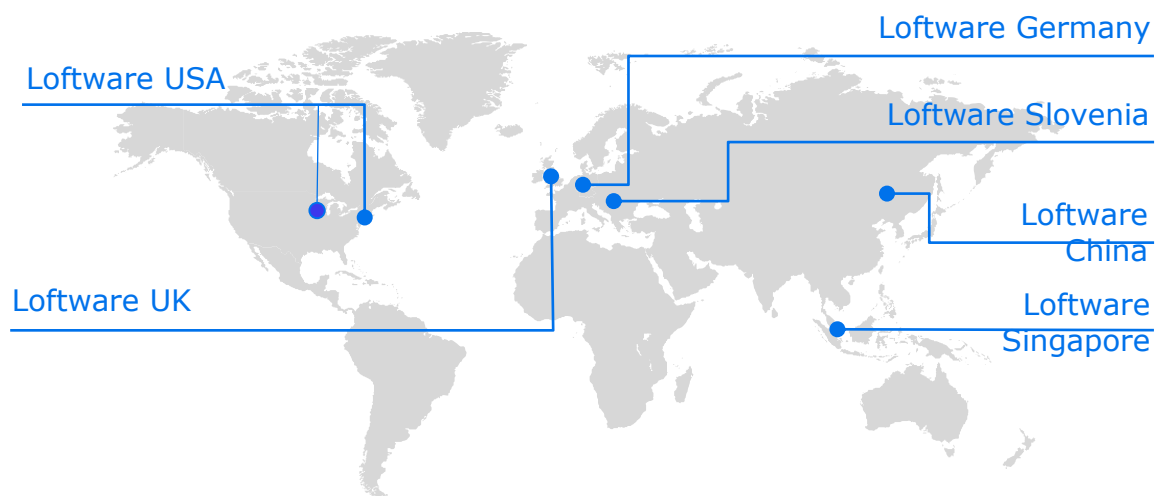
Make your mark.

Enter Your logo
here



Software at a glance

Global Leader Enterprise Labeling and Artwork Management Solutions



2,000
Direct
Customers
100+
Countries

Strategic Partners



51 Billion
labels printed
per year

525+
employees

global service &
support



Channel
partners
1,000+ resellers

Alliance Partners



The best companies in the world use Loftware

Automotive



Chemicals



Consumer Products



Electronics



Food & Beverage



Manufacturing



Medical Devices



Pharma / Clinical Trials



Retail / Ecommerce



Telecommunications



Transportation & Logistics



Utilities / Energy



We identify products through their supply chain journey



Solutions for all
companies



Industry expertise



Vast partner network

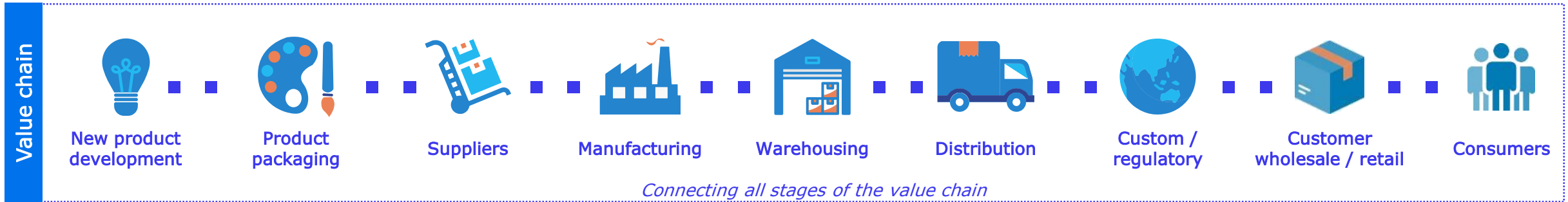


Cloud innovation



Global Services & Support

Software across your value chain



Software's Enterprise Product ID & Supply Chain Platform



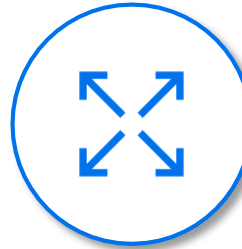
Why Software?

Enable Consistent Compliance



Helping customers avoid **\$200 Million** in annual **fines**

Achieve Seamless Scale



Supporting printing of **51 Billion labels** per year

Rely on Extensive Expertise



Offering a global team of **500+** experts and **1,000 partners**

Software helps you 'Make your mark.'

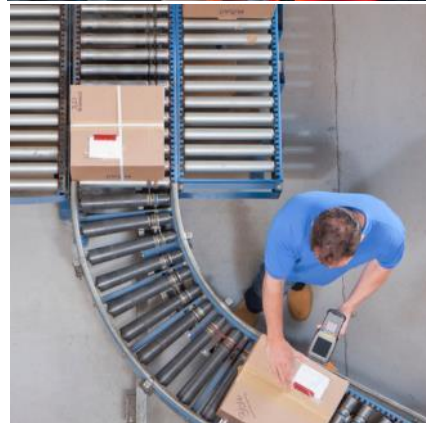


Ensure supplier
compliance

Comply with
global regulations

Adhere to
customer
requirements

Improve speed to
market



Enable business
continuity

Meet
sustainability
initiatives

Integrate
mergers &
acquisitions

Healthcare Industry



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Labeling Challenges in the Healthcare Industry



Top Life Science manufacturers rely on Loftware



Healthcare Industry Leaders Choose Software



What they're saying

SOFTWARE CUSTOMER TESTIMONIAL

User-Friendly Labeling

“The best thing we have realized with the Loftware labeling solution is that it is very **user-friendly and easy to access**.

— Sayantan Saha, IT Administrator, IHC

Source: Sayantan Saha, IT Administrator, IHC



TechValidate
by SurveyMonkey

SOFTWARE CUSTOMER FACT

Ensuring Control and Compliance for Healthcare Companies

A medium enterprise health care company reported that it was able to successfully track and manage artwork changes and ensure control and compliance using Smartflow.



Source: Marketing Director, Medium Enterprise Health Care Company



TechValidate
by SurveyMonkey

SOFTWARE CUSTOMER SATISFACTION RATING

An IT Manager at a medium enterprise health care company would be **very likely to recommend Loftware** for this reason:

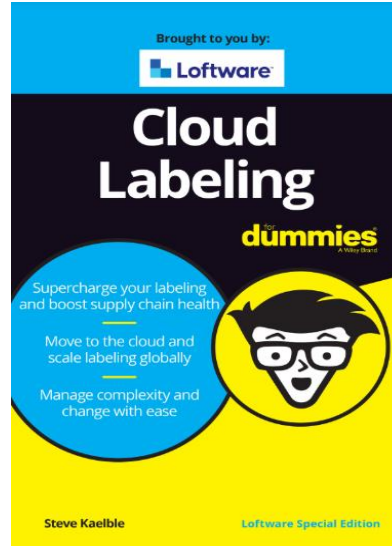
“Loftware has been a great product for us. We have had great customer support with questions regarding UDI and GS1 last year.

Source: IT Manager, Medium Enterprise Health Care Company



TechValidate
by SurveyMonkey

Healthcare Thought Leadership



Healthcare.



For our latest coverage, please visit our [media page](#)

Appendix

Case Study: Advent Health



- Faith-based, non-profit health care system, with 47 hospital campuses and more than 1,200 care sites in ten states.
- Annual Revenue: \$11 Billion
- 80,000+ Employees
- 47 hospitals, 15 skilled nursing facilities, 36 urgent care centers

Objective

- To provide systematic barcode and labeling content capability to manage the distribution of supply room stocking and streamline re-ordering and patient billing
- Require flexible and dynamic label templates based on product and SKU information
- Integrate directly to PeopleSoft and WMS to replace existing offline data replication process and eliminate the risk of mislabeling
- Require the ability to scale to multiple sites and printers at those locations

Software solution

- Software's Enterprise Labeling Solution provides a global platform while integrating with Peoplesoft and WMS for real-time data controlled and managed by the business
- Data driven label templates provided accurate labeling on products used throughout healthcare facilities to streamline stocking and re-ordering processes
- Software's solution enabled centralized control and the ability to add print devices at local facilities



Case Study: Alberta Health Services



- Canada's largest fully-integrated health system, delivering health services to more than 4.3 million people
- Annual Revenue: \$14.9 Billion
- 80,000+ Employees
- 106 acute-care hospitals, 5 psychiatric facilities, 8,448 acute-care beds, 27,163 continuing care beds/spaces+



Objective

- To provide systematic barcode and labeling content capability to manage supply room stocking and streamline re-ordering
- Integrate directly to PeopleSoft and Oracle WMS to replace existing offline data replication process and eliminate the risk of mislabeling
- Require the ability to scale to support additional sites and printers at those locations
- Require flexible and dynamic label templates based on product and SKU information
- Desire a trusted partner for reliable solution with 24/7 support

Software solution

- Required an enterprise labeling solution with an Oracle-certified integration to trigger labeling from Oracle transactions without coding
- Data driven label templates provided accurate labeling on products used throughout healthcare facilities to streamline stocking and re-ordering processes
- Simplified maintenance, improved the speed of creating and updating labels, and ensured labeling consistency



Case Study: Intermountain Health



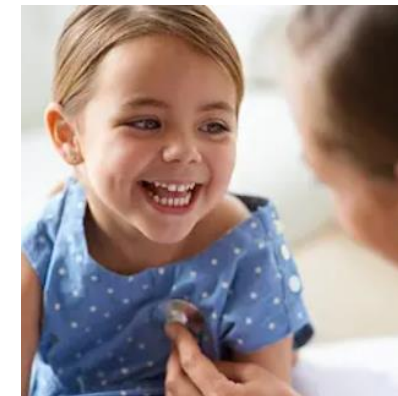
- Not-for-profit system of 24 hospitals with >2,400 physicians and advanced practice clinicians at 160 clinics, health plans group and other health services
- Annual Funds Earned: \$7.8 Billion
- 37,000 Employees
- 24 Hospitals and 160 Clinics with 29,000 licensed beds

Objective

- To provide barcode and labeling content capability to create labels for asset management, inventory management, lab tracking, location labels, receiving / shipping and RFID tags
- Require flexible and dynamic label templates based on product and SKU information
- Integrate directly to PeopleSoft to replace existing offline data replication process and eliminate the risk of mislabeling
- Require the ability to scale to support and print to devices in multiple locations

Software solution

- Software Enterprise Labeling Solution provides a scalable platform while integrating with Peoplesoft for real-time data controlled and managed by the business
- Data driven label templates provide accurate labeling on products used throughout healthcare facilities to streamline stocking and re-ordering processes
- Software's solution provided centralized control with the ability to add print devices throughout hospital landscape



Pharmaceutical Industry



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Labeling challenges in the pharmaceutical industry

Customer specific requirements in labeling

Regional and global requirements including need for label translations

Support for complex labeling in validated environments

Manage content and electronic delivery of IFUs



Regulatory requirements including DSCSA (Drug Supply Chain Security Act)

Need for more labeling accuracy to avoid penalties, improve track and trace of product

Need for centralized integration with master data to access “source of truth”

Manage review and approval of complex labeling artwork

Relief for your labeling and package pains



Enable regulatory compliance

Simplified Compliance. Avoid the costly recalls and fines that can result from labeling errors. An agile labeling process helps you quickly comply with industry requirements like FDA's DSCSA, 21 CFR Part 11 and the EU's Falsified Medicines Directive.



Simplify label design and changes

Unburden IT. Enable business users to quickly and easily design and update labels that can be used across any printer brand or model without special coding. Also, universal templates allow you to consolidate label designs and reduce variations.



Centralize control for traceability

Complete visibility. Centralize your labeling to gain visibility, control, auditing and reporting capabilities. Combined with business intelligence you can monitor and track all labeling activity which aids in anti-counterfeiting measures.



Integrate with serialization systems

Reduce extra cycles. Unite label design, approval, maintenance, serialization and aggregation on one platform. This lets you decouple the layout from the production line set-up and handle the label design and verification process offline.



Leverage common content

Find your content quickly. Build efficiencies and enable accuracy with end-to-end solutions that share common approved content for labels and packaging - including cautions, expiration dates, barcodes and images used throughout the product life cycle.



Support global requirements

Labeling that translates to success. Address multi-lingual copy requirements with phrase/translation management capabilities offering a library of common phrases, in any language, to ensure products use approved and accurate labeling for regions across an international landscape.

End-to-end solution for life sciences



Software's digital platform for enterprise labeling and artwork management



Top life science manufacturers rely on Loftware



Loftware sample pharmaceutical customers

Millipore
Sigma

Lilly

AstraZeneca

Pfizer

McKesson

Elanco

Catalent

GILEAD

Perrigo

AMGEN

Johnson & Johnson
Innovative Medicine

abbvie

VERTEX

patheon
by Thermo Fisher Scientific

Abbott
Nutrition

GSK

Celgene | Bristol Myers Squibb
Company

PL Developments

DiaSorin

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What they're saying

SOFTWARE CUSTOMER FACT

Improving Collaboration within a Global Pharmaceuticals Company

Loftware Smartflow helped global 500 pharmaceuticals company address challenges with lack of effective collaboration and poor visibility and metrics.



Source: Business Professional, Global 500 Pharmaceuticals Company



TechValidate
by SurveyMonkey

SOFTWARE SPECTRUM CUSTOMER FACT

Over \$1 Million in Annual Savings

Implementing Loftware Spectrum helped Johnson & Johnson to secure over \$1 million in annual savings, reduce occurrences of mislabeling by more than 75%, and ensure regulatory compliance.



Source: Muthu Ariyalur, Engineer, Johnson & Johnson



TechValidate
by SurveyMonkey

SOFTWARE SPECTRUM CUSTOMER FACT

Reducing Downtime with Spectrum

Merck KGaA reduced downtime by more than 75%, scaled labeling to meet their business growth, and ensured regulatory compliance implementing Loftware Spectrum.

Source: Santosh Murugaiya, Senior IT Architect, Merck KGaA



TechValidate
by SurveyMonkey

Pharmaceutical Thought Leadership



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Case Study: AstraZeneca



- Global biopharmaceutical company focusing on medicines primarily for oncology, cardiovascular, renal, and metabolism & respiratory diseases
- Annual Sales: \$44 Billion
- 10K-12K Artwork Changes/Year
- 60 Languages, 70 markets, 5 continents

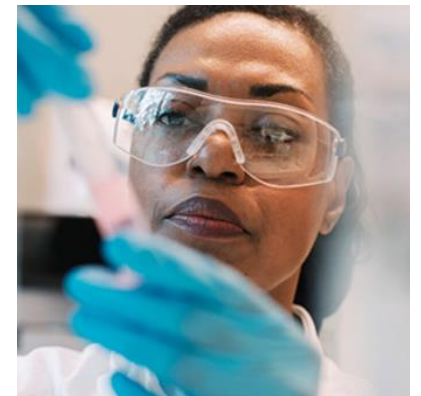
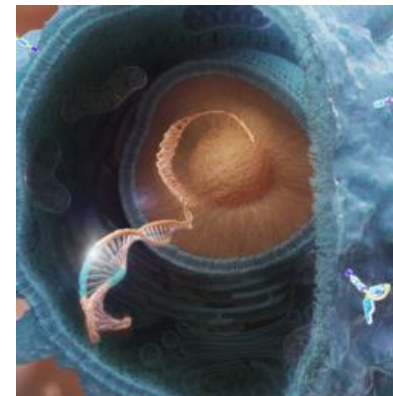


Objective

- Manage digital product catalogue in house
- Add new users, new markets, external supply chain partners to system without requiring IT
- Tactile reporting & BI tools bringing time-to-market KPIs in focus
- Scalability & flexibility to support increasing volume of work & NPI's
- A partner who understands pharma requirements & focuses on continuous improvement

Software solution

- Automated critical path to simplify business processes across the company, resulting in 60% reduction in artwork lead time
- Automated daily reports on project status providing clear visibility of projects across all business operations globally
- 100% reduction in product recalls and production errors resulting from improved consistency and compliance
- Unparalleled, fully validated deployment 9 months from kick-off to go-live across global markets
- Increased efficiency of business operations and support while reducing overall costs
- Intuitive and easy-to-use solution enabling fast adoption for all users



Case Study: Orion



- Orion is a globally organization based in Finland that develops, manufactures and markets human and veterinary pharmaceuticals, active pharmaceutical ingredients and diagnostic tests.
- Annual Sales: \$1 Billion
- 4,000 Employees
- 20 Manufacturing Facilities

Objective

- A validated artwork management solution to manage the end-to-end artwork process. This is part of an overall goal to redefine their end-to-end packaging process.
- Integration to MDM, RIM (Ennov) and SAP systems
- Maintain compliance for evolving global regulations (e.g. EMA, FDA, GHS)

Software solution

- Deploy an electronic workflow with automated notifications to users at the relevant time in the process
- Eliminate the need for a lengthy and time-consuming manual approval process
- Enable greater visibility over project status and delays; remove bottlenecks and reduce time to market
- A digitized workflow to accelerate the process from brief to finished packaging
- Integrate to sources of truth and utilize bi-directional communication to connect the artwork process into the project lifecycle



Case Study: Johnson & Johnson

Johnson & Johnson Innovative Medicine

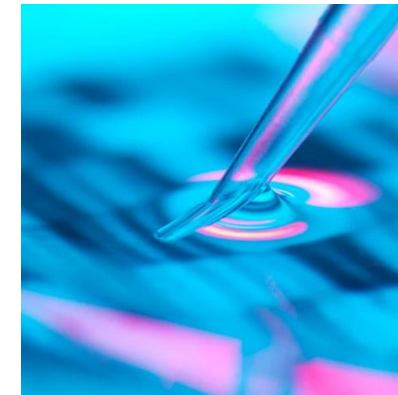
- J&J is an American multinational pharmaceutical and medical technologies corporation headquartered in New Jersey
- Annual Sales: \$94 Billion
- 130,000 Employees
- 19 Manufacturing Facilities

Objective

- Manufacturing and Supply Chain applications needed to standardize across each other (e.g., MES, eLIMS, ERP, and current legacy apps)
- SAP integration and business logic required to gather specific data from multiple ERP systems and supporting custom in-house applications
- Maintain compliance for evolving global regulations (e.g., EMA, FDA, GHS)

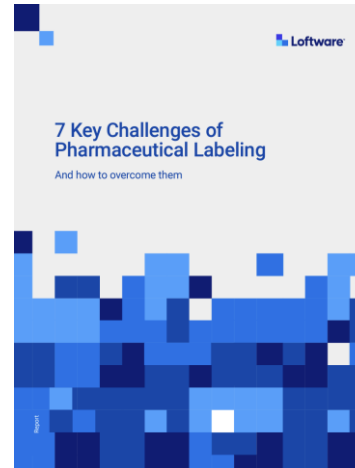
Software solution

- Software Enterprise Labeling Solution for SAP, MES, eLIMS and ad hoc
- Adherence to GS1 compliance rules using Software Business Logic for pictograms and accurate display of required languages
- Software Spectrum integrated into centralized global SAP instances, MES, eLIMS and replaced legacy applications for in-line printing and serialization



Appendix

Life Sciences Thought Leadership



PHARMACEUTICAL
BUSINESS STRATEGIES FOR
BIO/PHARMA SUCCESS
COMMERCE

PharmaTimes
online

epm
CONNECTING PHARMA

MedCityNews

pharma
MANUFACTURING

PMPS
Pharmaceutical Manufacturing and Packing Sourcer

PD
PHARMACEUTICAL DAILY


Healthcare.

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Software
Make your mark.

Pharmaceutical Industry Case Study



 Leading global healthcare supplier that develops, manufactures and distributes over-the-counter (OTC) and prescription (Rx) pharmaceuticals.

 Annual Sales: **\$4.7 Billion**

 **10,000+** Worldwide Employees

 **20 Manufacturing Facilities** and **14,000+** SKUs



Objectives

- Increase process efficiency and improve consistency by standardizing on an enterprise-class, COTS (configured off-the-shelf) labeling solution globally
- Integrate directly to SAP to replace existing offline data replication process and eliminate the risk of mislabeling
- Shift label creation/updates from IT to the business to better support customer and regulatory requirements while improving responsiveness
- Integration with Optel Vision for in-line printing and serialization

The Loftware Solution

- Loftware Spectrum integrated with SAP providing a global platform with real-time data controlled and managed by the business units
- Configurable business rules support business requirements and simplify user interactions
- Intuitive browser-based, design enables the transition of label design to the business units and supports compliance with GS1 rules
- Printing of serialized labels integrates directly with Optel Vision hardware/software

Pharmaceutical Industry Case Study



A global leader in the life science industry spanning the biotech - biopharma production value chain



Annual Sales: €14.8 Billion



21,000 Employees



59 Manufacturing sites worldwide



Objectives

- Enterprise-wide SAP Business Suite on HANA integrated Linux-based labeling solution
- Throughput for finished goods, handling units, quality and distribution requirements for over 140 million labels per year covering over 300,000 SKUs to 1,400 printers
- Dynamic, data-driven templates capable of supporting regulatory, country of origin, language and customer specific requirements in all packaging sizes to maximize white space
- 21 CFR Part 11 compliant with validation at GMP sites

The Loftware Solution

- Loftware Spectrum integrated with centralized global SAP on HANA instance
- Load-balanced application servers with Oracle DB backend to maintain efficiency and performance
- Rules engine configured for business logic driven data with dynamic templates that move, scale to fit and prioritize languages for EHS and precautionary statement data for labels of all stock sizes to ensure accuracy and consistency.

Pharmaceutical Industry Case Study



Recently acquired by Bristol-Myers Squibb, Celgene focuses on innovative therapies for treatment of cancer and inflammatory diseases



Annual Sales: **\$15.28 Billion**



8,800+ Employees



**2 Manufacturing Facilities;
1 Distribution Center**



Objectives


- Implementation of Global ERP in 2009 – Financials, Procurement, Discrete Manufacturing & Inventory Management, Order Management
- Opportunities associated with exceptional growth (>20%):
 - Harmonized business processes & systems across Supply Chain Operations
 - Market expansion, local regulatory requirements (e.g., serialization), market registration
 - Improved information and visibility across the end-to-end supply chain
 - Integration of planning, forecasting & analytical capabilities
- Major impact on operations in multiple markets and manufacturing sites, including contract manufacturers and distributors

The Software Solution

- Software Enterprise Labeling Solution with Oracle-certified integration to trigger labeling from Oracle transactions without coding
- Capability for “on-demand” printing, when needed
- Increase label accuracy with increased market and regulatory requirements
- Address the needs of global operations and new markets (e.g. Language)
- Desired a trusted partner for reliable solution with 24/7 support

Clinical Trial Labeling Case Study



 Recently acquired by Bristol-Myers Squibb, Celgene focuses on innovative therapies for treatment of cancer and inflammatory diseases

 Annual Sales: **\$15.2 bn**

 **8,800+** Employees

 Active in **50+** Markets



Objectives

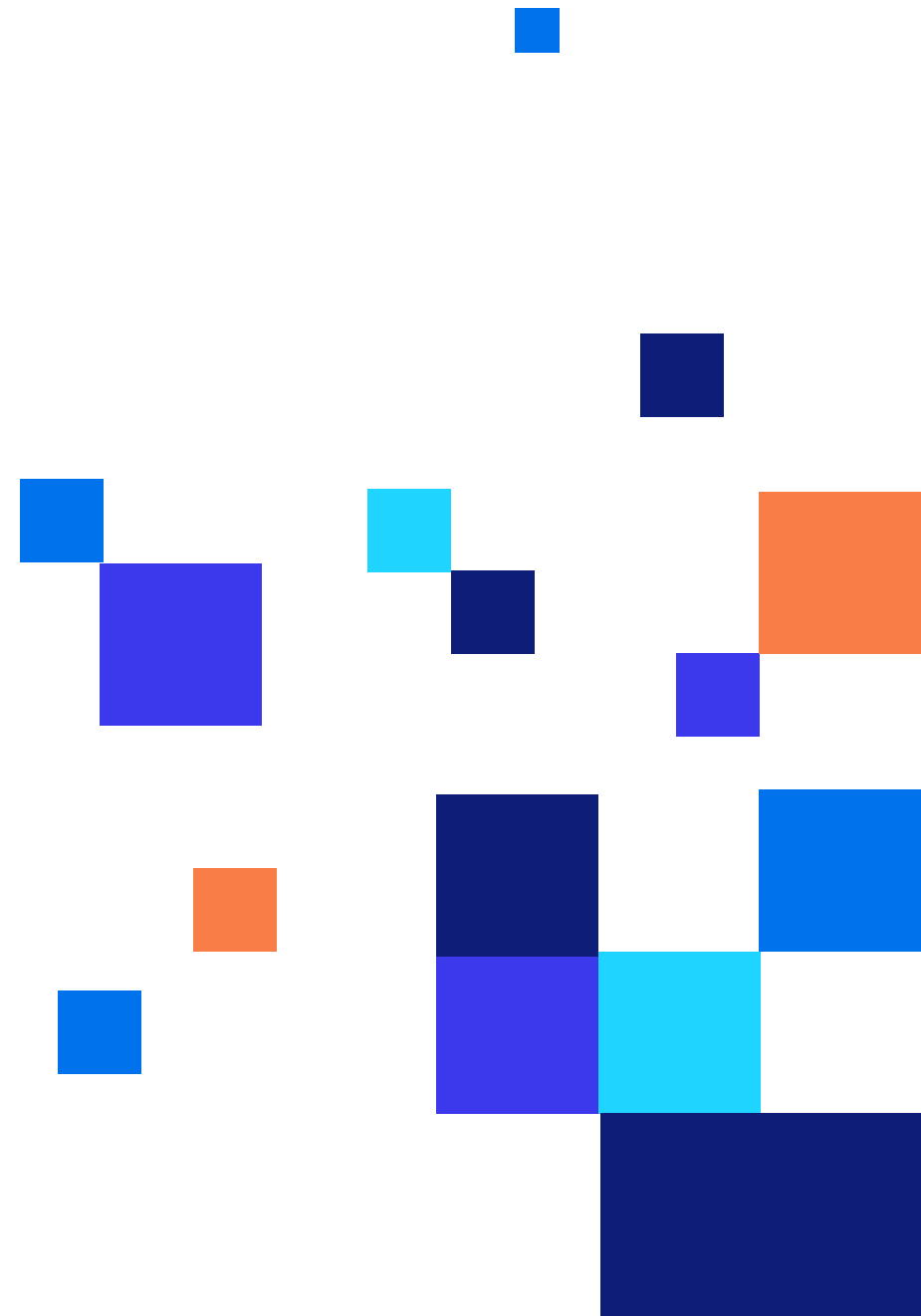
- Create workflow to automate process to route and approve LPR (Label Proof Request) for Clinical Trial Labeling to replace manual processing of emails and wet signatures
- Build Digital Asset Library with audit tracking controls for storage of historic/legacy labeling and artwork assets
- Replace Excel-based phrase library with phrase library with version control & audit tracking, easing compliance

The Loftware Solution

- Loftware Smartflow streamlined Celgene's IMP labeling, optimizing business processes for their clinical trials across the globe and reducing end-to-end lead times by 50%
- Workflows automated processes to change and approve phrases and eliminated reliance on email/wet signatures for routing of reviews and approvals, supporting data integrity/compliance
- Digital Asset Library (DAL) offers version-controlled storage of labels and artwork assets
- Validated phrase Library with "where-used" capabilities provides version-controlled, approved phrases for translations, reducing labeling errors by 90-95%
- Business rules ensure correct selection of phrases based on selected attributes, eliminating ad-hoc practices and reducing label inventory and the total cost of labeling



Transportation and Logistics Industry



Labeling Challenges in the Transportation & Logistics Industry

Customer and product-specific requirements in labeling

Regional and global requirements including multiple languages on labels

Need for more labeling accuracy to avoid recalls, delays and fines



Compliance with Hazardous Materials Transportation Act (HMTA) and other domestic and international regulations

Integration with track and trace systems to protect against counterfeit goods

Need for centralized integration with master data to access “sources of truth”

The right route for your labeling success



Avoid costly fines and disruptive delays

Save time and money. Quickly and efficiently make global changes so you can react faster to changing customer, regional and regulatory requirements, while eliminating the risk of mislabeling and associated fines.



Improve traceability and reduce maintenance

Unburden IT. Leverage standardized, enterprise-wide labeling to reduce maintenance while also improving tracking and tracing throughout your global supply chain in any event of recalls.



Design, share and update

Empower all your stakeholders. Easily build and share templates and artwork that comply with strict US and international requirements, offering controlled access to key partners to extend labeling across your global supply chain.



Drive continuous improvement

Gain new insights. Access a solution that provides full auditing and reporting capabilities, with business intelligence to monitor and track all labeling and packaging activity - gain insight on existing processes and significantly reduce time to market.



Draw data from sources of truth

Rely on accurate up-to-date data. Leverage existing business processes and vital data sources to achieve label accuracy and consistency. Integration to reliable sources of truth also eliminates duplication of data and the need to retrain users.



Enable data-driven labeling

Manage complex label variations. Dynamic, data-driven labeling enables users to manage a single template for a range of labeling variations to support increasing complex requirements and drastically reduce template maintenance.

Transportation & Logistics Industry Leaders Choose Software

FedEx®



QUIET3PF



KUEHNE+NAGEL



TOSHIBA



XPOLogistics



Progress Rail
A Caterpillar Company

What they're saying

SOFTWARE CUSTOMER TESTIMONIAL

From DHL...

“ Our Loftware Enterprise Labeling Solution can handle all of our requirements.

— Marek Hrodek, IT Specialist, DHL Worldwide

Source: Marek Hrodek, IT Specialist, DHL Worldwide



TechValidate
by Benchmark

SOFTWARE CUSTOMER TESTIMONIAL

Loftware Delivers Excellent Support

“ One of the best benefits of Loftware is the support. EVERY TIME I call with an issue the technical staff **helped me with my issues quickly** and with 100% results.

— Rob Phillips, IT Manager, Excel Logistics

Source: Rob Phillips, IT Manager, Excel Logistics



TechValidate
by Benchmark

SOFTWARE CUSTOMER TESTIMONIAL

Streamlined Labeling and Maintenance

“ The streamlined labeling process and maintenance are the greatest advantages we obtained.

— Yau Kah Keng, Group IT Director, Freight Mark

Source: Yau Kah Keng, Group IT Director, Freight Mark



TechValidate
by Benchmark

SOFTWARE CUSTOMER TESTIMONIAL

Saving Time and Money

“ Loftware labeling has enabled us to expand our business to an almost paperless environment, saving time, money, etc.

— Sherwin Padayachy, IT Analyst, RTT

Source: Sherwin Padayachy, IT Analyst, RTT



TechValidate
by Benchmark

SOFTWARE CUSTOMER TESTIMONIAL

Enhanced Traceability

“ Our Loftware Enterprise Labeling Solution has enhanced our traceability of products within the warehouse.

— Charm Naicker, IT Manager, RTT

Source: Charm Naicker, IT Manager, RTT



TechValidate
by Benchmark

SOFTWARE CUSTOMER TESTIMONIAL

Easily Adjust to New Regulations

“ We are able to easily adjust to new regulations and can create new label templates in a timely manner – reducing the amount of manual labor that was previously required in the past for labeling.

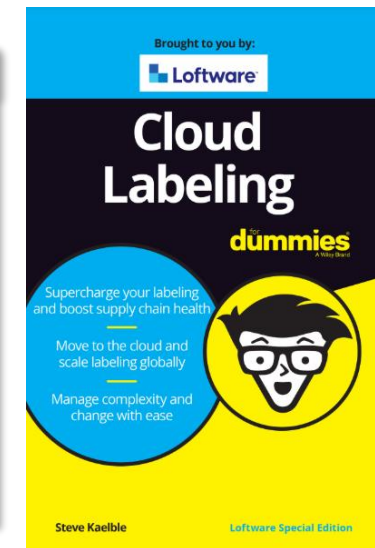
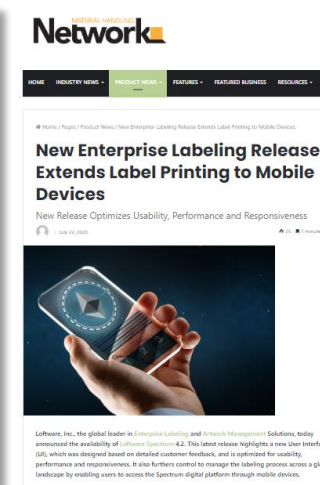
— Madeline Womack, Business Project Manager, Goggin Warehousing

Source: Madeline Womack, Business Project Manager, Goggin Warehousing



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by Benchmark

Transportation and Logistics Industry Thought Leadership



**DIGITAL LABELS
& PACKAGING**



Appendix

Transportation and Logistics Industry Case Study



World's leading logistics company, connecting people and markets and enabling global trade



Annual Sales: **€94.4 Billion**



600,000+ Employees



Serve over 220 countries and territories worldwide

Objectives

- New labeling solution that eliminates need for manual processes and scales to support company growth
- Centralized content to support label consistency
- Simplify label design and enable business users to update labels
- Add ability to print directly from enterprise applications
- Highly available systems to prevent business disruption

The Software Solution

- Deployed Software Enterprise Labeling Solution with integration to drive label printing directly from ERP and enterprise applications
- Scalable system to meet global labeling needs
- Streamlined shipping and distribution operations, reducing supply chain disruptions and stoppages
- High availability to ensure business continuity
- Saved DHL over one million euro in annual savings

Transportation and Logistics Industry Case Study



Global leader in supply chain mgt, providing customers & businesses a broad portfolio of transportation, e-commerce and business services



Annual Sales: **\$93.5 Billion**



529,000 Employees



Serve over 220 countries and territories worldwide



Objectives

- Standardize labeling on a single solution to increase label consistency and compliance with evolving regulations
- Address wide range of customer-specific labeling requirements and enable labels updates in hours or days instead of weeks or months
- Eliminate delays and system downtime while supporting company growth as they increase their global footprint
- Improve traceability across the supply chain and streamline warehouse management

The Software Solution

- Centralized labeling across 13 North American sites by standardizing on Software Enterprise Labeling Solution to reduce complexity and improve consistency
- Better able to address both evolving regulatory and customer requirements, avoiding supply chain disruptions or stoppages and enabling expansion into new markets.
- Integrated labeling with existing enterprise applications to eliminate manual labeling efforts and remove the risks associated with maintaining label data outside of enterprise applications
- Increased visibility over the entire labeling process and enabled the company to scale labeling to meet their business growth while supporting expansion into new markets.