

# Traceability from Manufacturer's Perspective



October 2014

# 3M Health Care

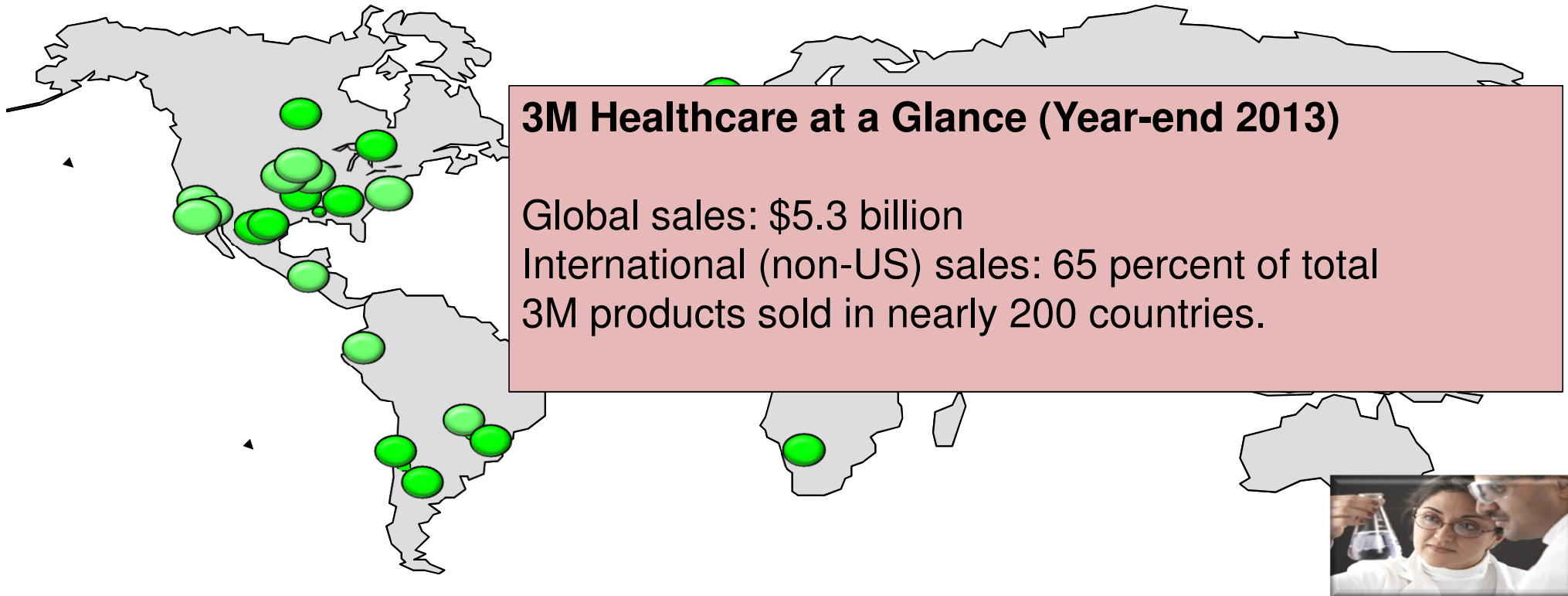
From Preventing Infections to Making Smiles Brighter

- Preventing infections
- Caring for skin, healing wounds
- Improving treatment coding, health care reimbursement and hospital efficiency
- Enabling delivery of medicine
- Protecting the food supply
- Making smiles brighter with advanced dental and orthodontic solutions

Sales	\$5.3 billion
Operating Income	\$1.7 billion



# 3M Healthcare's International Footprint



## 3M Healthcare at a Glance (Year-end 2013)

Global sales: \$5.3 billion

International (non-US) sales: 65 percent of total  
3M products sold in nearly 200 countries.



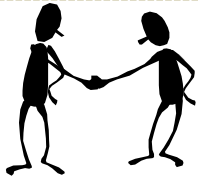
**Global Manufacturing, Global Customers**



# Traceability throughout the Supply Chain



Implementation of ERP Globally



Set Data rules



Ensure AIDC added to all products during manufacture



Agreement on external standards



# Distribution Network Handoffs



## Traceability Benefits:

- Visibility through Supply Chain Network
  - Lots tracked from DC to DC to Customer
  - Inventory visibility
  - Allows specific lot allocation to customer/country
  - Gray market clarity
    - knowledge of which batches went where



# Other Benefits

## Recalls –

- visibility of specific lots vs. mass communication

## Real time reporting –

- move from batch reporting to live data tracking

