

THE PHARMA SOLUTION OF THE FUTURE

We help you from spreadsheets to one coherent, digital business platform based on tracezilla, and together we create the digitalized pharma company of the future.

We have done this before, and with our experience and by using best practices, we create value from day one.

We bring the toolbox and ensure that your new standard solution is approved, and that the financial effect, improved quality and full digitalization create value across your business.

We connect the critical functions of your company and create the digital platform for growth.

... PHARMA 2.0
by **PARTNER**
GROUP



PHARMA 2.0 SOLUTION CREATED BY INDUSTRY SPECIALIST AND BUILT ON SYSTEMS DESIGNED FOR PHARMA

We are industry specialists with experience in helping pharma companies implement the digitalized Pharma 2.0 solution, resulting in improved earnings, better data quality, transparency and automated quality management.

PHARMA 2.0 *BY PARTNERGROUP*

- ① Fast-track towards Pharma 2.0
- ② Pharma 2.0 solution by Partnergroup
- ③ How your Pharma 2.0 solution could look like
- ④ Partnering with tracezilla
- ⑤ Pharma 2.0 based on tracezilla
- ⑥ The Partnergroup team
- ⑦ Partnergroup service framework
- ⑧ Services shaping Pharma 2.0

'Pharma 2.0' is the coherent, digitalized Pharma platform and the '2.0' refers to the second maturity level as the condition for future growth whereby Pharma must be managed and under full digital control

GMP
GOOD MANUFACTURING PRACTICE

EU GMP Annex 11 validated

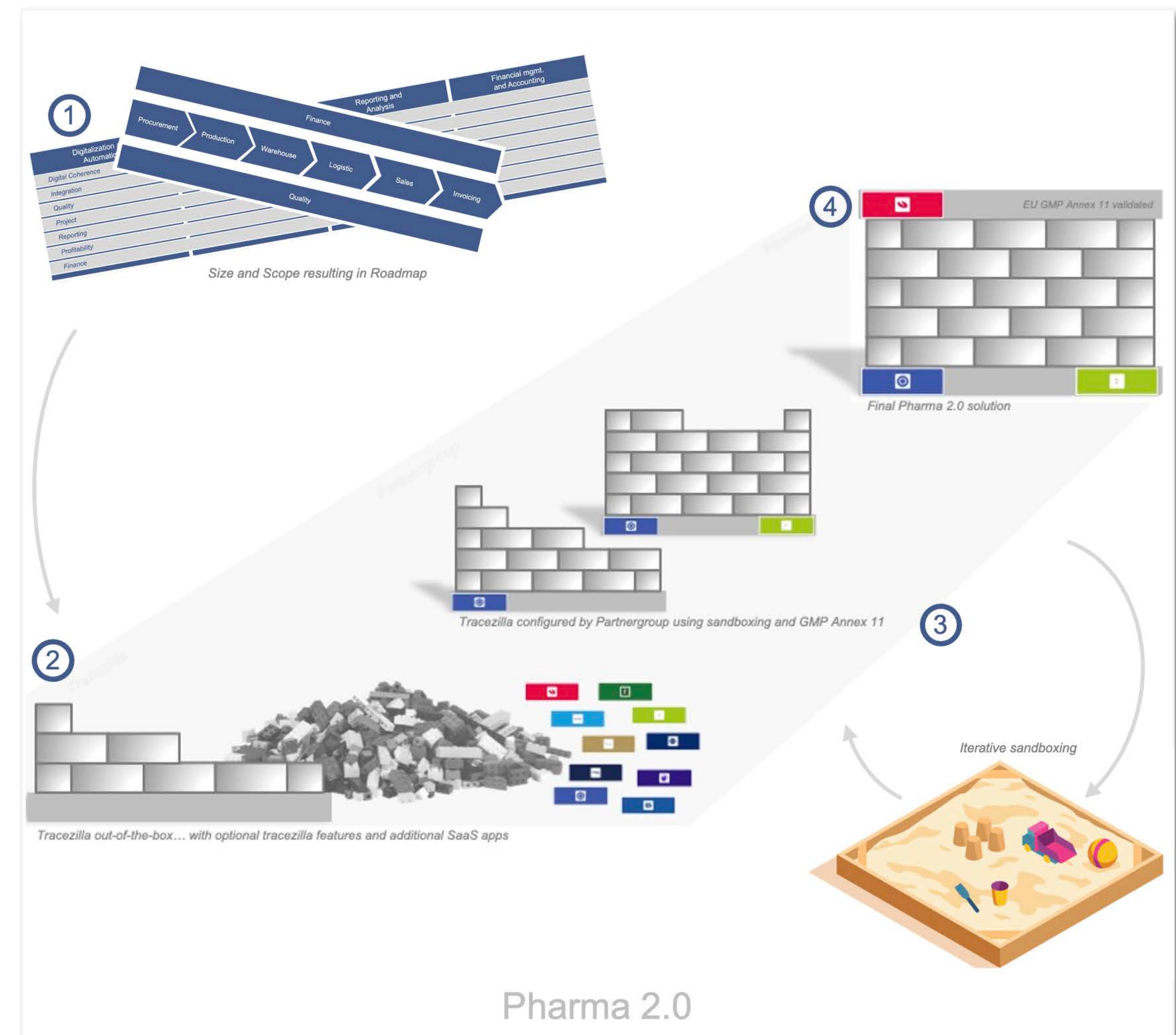
① FAST-TRACK TOWARDS PHARMA 2.0

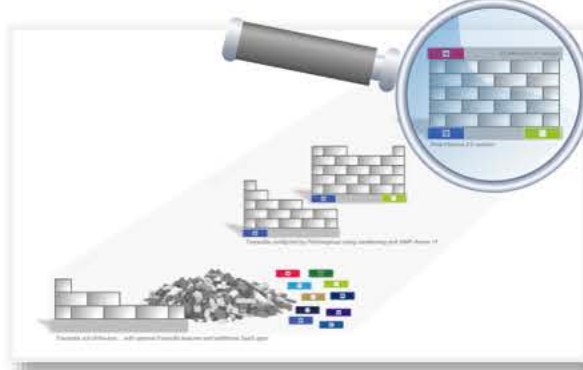
‘Building in the sandbox’ ... lead by Partnergroup and build on tracezilla

- Initial ‘Size and Scope’ workshop leading to agreed project roadmap.
- Fast-tracking the project with Partnergroup specialist knowledge from within Pharma.
- Business-driven SaaS solution - not an IT project.
- Tracezilla as core of the Pharma 2.0 solution.
- Iterative ‘sandboxing’ with instant testing/adjustment.
- Automated and controlled business processes configured using build-in tracezilla tools and API integrations.
- Validation against EU GMP annex 11.
- In-house knowledge and ownership after Go-Live.

The fast-track towards Pharma 2.0

1. ‘Size and Scope’ workshop based on Partnergroup service framework resulting in project roadmap
2. Tracezilla ‘out-of-the-box’... with optional tracezilla features and additional SaaS apps available
3. Partnergroup configuration of tracezilla and added SaaS apps using iterative sandboxing
4. Final Pharma 2.0 solution prepared for validation according to GMP Annex 11



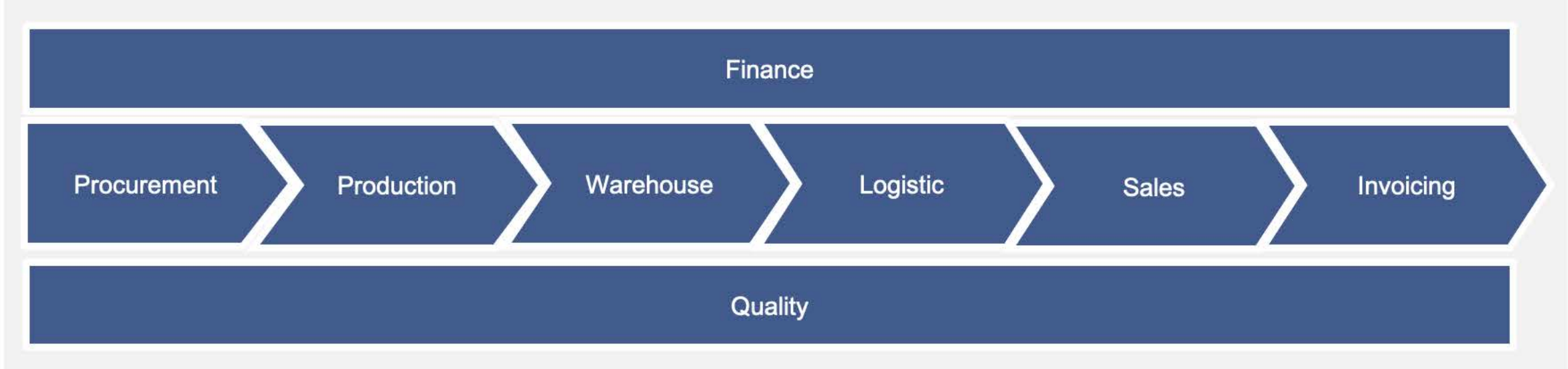


② PHARMA 2.0 SOLUTION BY PARTNERGROUP

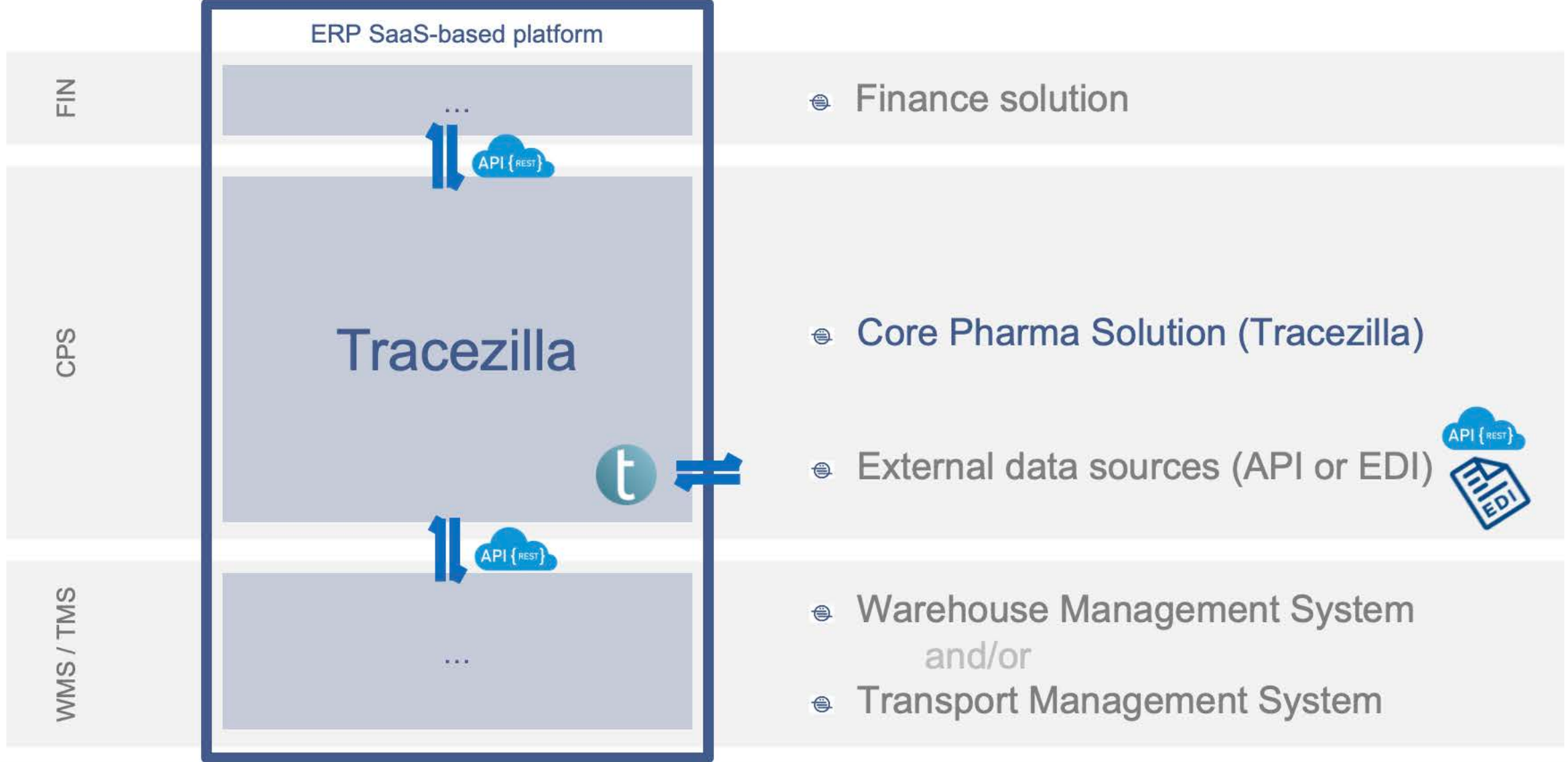
Fully integrated and digitalized solution subject to GDP/GMP resulting in optimized earnings

- **Business-view:** Pharma 2.0 focus on your business model and GDP/GMP compliant processes.
- **Benefit:** Partnergroup integrate, digitalize and optimize your value-chain based on best practice and using an industry-specific platform.
- **Project and Quality:** Partnergroup ‘size and scope’ the Pharma 2.0 roadmap to control the project according to EU GMP Annex 11 requirements.
- **Timeline:** Partnergroup fast-track using ‘sandboxing’ and specialists and the duration of the project will be in months ... and not years.
- **Ownership:** Your internal team is learning, testing, data cleaning and documenting the solution daily.
- **Implementation:** Pharma 2.0 will be operational out-of-the-box and migration hereafter can be ‘Big-Bang’, Parallel or ‘Start-and-Build’.
- **SaaS architecture:** The Pharma 2.0 solution consist of SaaS apps which are plug-and-play’ed using standard API.
- **Integration:** Partnergroup use the Open REST API to integrate external data sources and SaaS apps into your Pharma 2.0 solution.
- **Configuration:** Pharma 2.0 are scalable and can be reconfigured using the build-in tools before and after Go-live.

We integrate Finance, Logistics and Quality... We digitalize the solution for the future... We optimize earnings in the company...

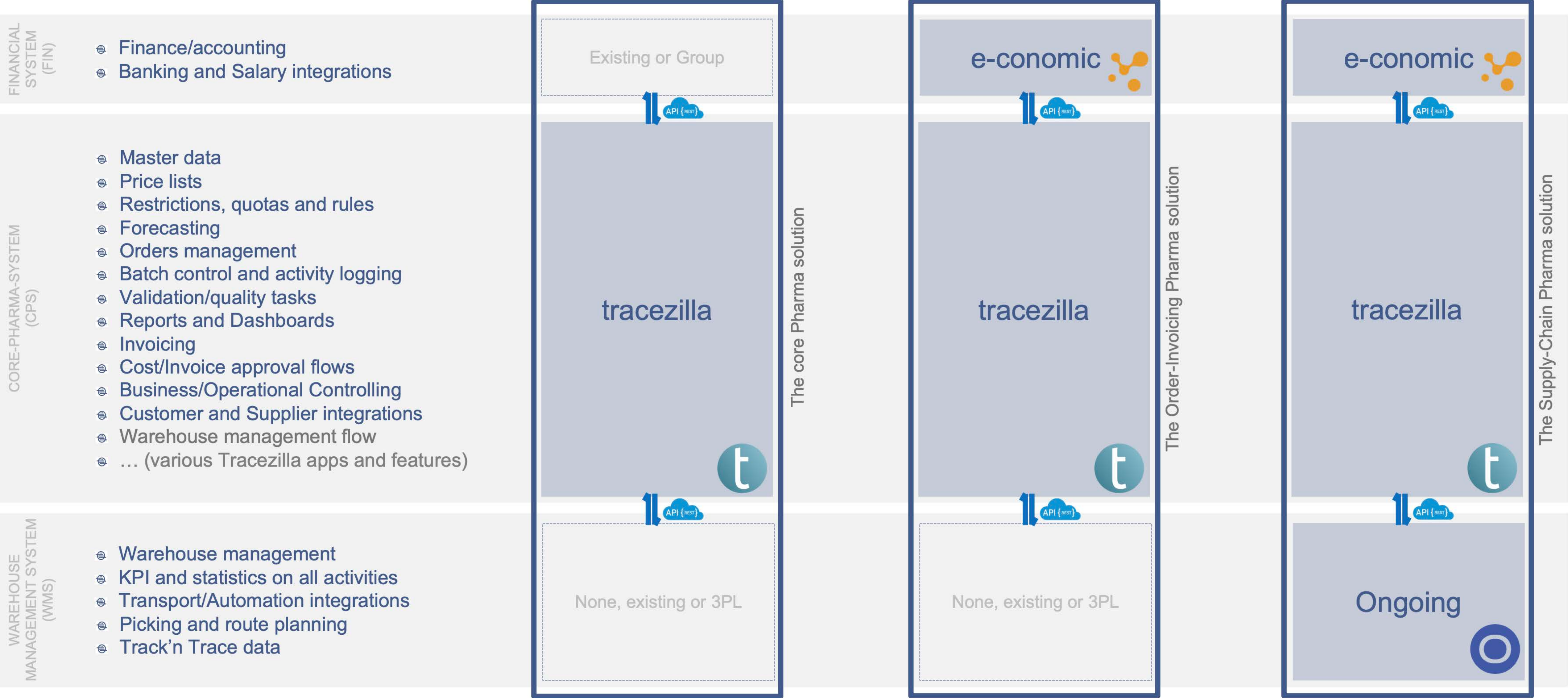


... We collaborate with specialized partners within Supply Chain, ERP Software and Pharma QA



③ HOW YOUR PHARMA 2.0 SOLUTION COULD LOOK LIKE

Configurable and scalable SaaS solution based on tracezilla as the core module



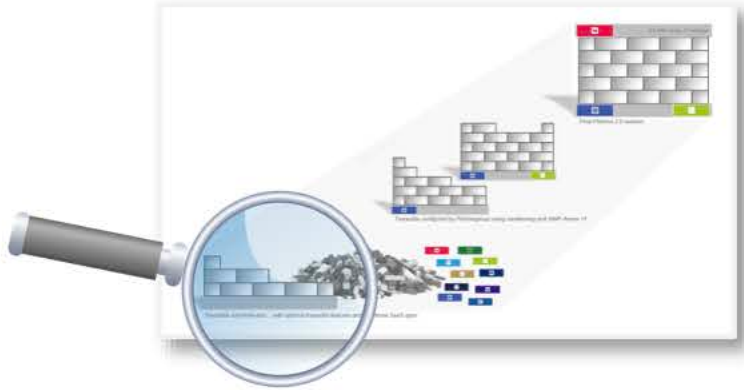
④ PARTNERING WITH TRACEZILLA

Tracezilla as the core ‘Software as a Service’ solution for Pharma 2.0

- We are proud of our partnership with tracezilla, whereby Partnergroup has become specialist partner.
- Tracezilla is among the leaders within ‘Software as a Service’ solutions and is also the core module for Pharma 2.0.
- Tracezilla opens for a variety of possible integrations and SaaS apps to configure the future ERP solution and IT architecture.
- The flexibility by using tracezilla as core module for Pharma 2.0 enables Partnergroup to ensure digitalization and compliance.
- The ‘free’ SaaS architecture enables Partnergroup to configure and align the Pharma 2.0 solution to your business model.

Facts about the partnership with tracezilla

- Tracezilla preferred partner by ‘Visma E-conomic’ and ‘Ongoing WMS’ also used in Pharma 2.0
- Direct/priority access for Partnergroup to tracezilla development and advanced support
- Partnergroup as consultants on all Pharma projects
- Pharma 2.0 build 100% on tracezilla as the core module





tracezilla
579 følgere
1d • 

Nyt partnerskab med **Partnergroup ApS** 🤝🔥

Det er en kæmpe fornøjelse at kunne præsentere Partnergroup som ny partner i tracezillas partnernetværk!

Partnergroup er branchespecialister med skarpt fokus på pharma-logistik. Deres team af specialister hjælper virksomheder med at digitalisere og optimere deres forretning – fra supply chain og tech-arkitektur til systemimplementering, økonomi og kvalitet (QA/QP).

Med praktisk erfaring og faglig viden inden for både GMP og GDP hjælper de virksomheder sikkert frem til en godkendt ERP-løsning i fuld overensstemmelse med kravene gennem hele forsyningskæden.

Vi glæder os til sammen at hjælpe endnu flere pharma-virksomheder fra regneark til én sammenhængende, digital løsning 🚀

👉 Læs mere om Partnergroup her: <https://lnkd.in/eycSjTJg>

#tracezilla #partnerskab #erpforpharma #digitalisering #kvalitetsstyring #erpin



Partnergroup ApS | tracezilla
tracezilla.com

Tracezilla posting on LinkedIn 27.08.2026

⑤ PHARMA 2.0 BASED ON TRACEZILLA

Pharma 2.0 created by industry specialists and built upon tracezilla for the industry

Tracezilla is designed for pharma companies, with the platform supporting advanced logistics flows, production and automation of core GDP/GMP processes required for EU GMP Annex 11 validation

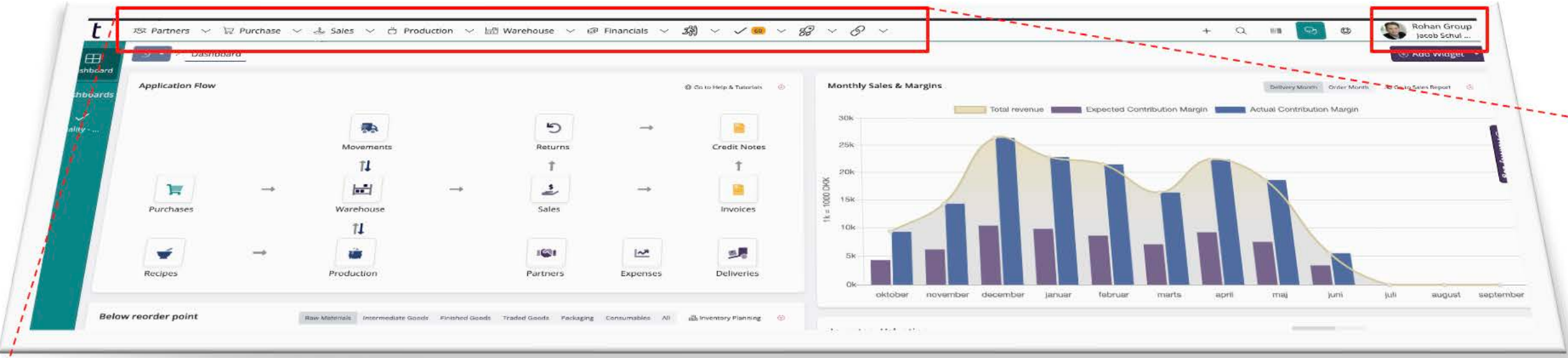


- Danish SaaS software development company
 - Specialized within Pharma and Food
 - Pharma 2.0 framework co-created with Partnergroup
 - Well-established within the SaaS community as the core ERP module
 - ISAE 3402 certified
- The ISAE 3402 statement
audited and declared by:

	Pharma 2.0 (tracezilla)	Standard ERP solutions
Core focus	From Business to financial result: Items and order handling flow	Finance setup constraining operations: Invoices, cash and debtors
SaaS solution	100% SaaS architecture and solution Available out-of-the-box	None Modification of 'on-location solution'
IT architecture	100% outsourced (No IT resources or hosting partner)	Hosted solution (Internal IT operations required)
Open-source	100% open-source (Non-US software dependency)	Proprietary software Dependency on IT consultants.
Integrations	Open REST API script online available (or EDI interface) for data integrations	EDI (batch) data files through customized/developed interfaces
Cost structure	Monthly license fee including online documentation and support	Investment in software and hosting Yearly license fee
Upgrading	Continuous, online upgrades not affecting validated solution	New IT project/upgrade with external IT consultants
Availability	Access and login via internet browser (computer, Ipad, phone)	Local installation on designated computer
Pharma compliant	Compliant for Pharma and Food with high regulatory requirements	Generic solution requiring specification for one-off Pharma development
Organizational owner	Management team aligned in different modules (Finance, Supply, Orders)	IT or Finance with dependency on external IT consultants
AI usage	LLM for internal flows MCP for external interactions	N/A. Separate project
Data availability	Real-time data across the SaaS modules and on screen	Mixed, but mostly awaiting system synchronizations
Activity logging	All activities logged real-time with online visibility on details	Selected, predominantly Finance tasks logged and available for IT personnel

⑤ PHARMA 2.0 BASED ON TRACEZILLA

Tracezilla menu bar scoping the ‘building blocks’ for Pharma 2.0



B2B Commerce
Handling of add-on ‘B2B Commerce’ app.
Administration of Products, Categories, Menu.
Setup of Users and Agents hierarchy.

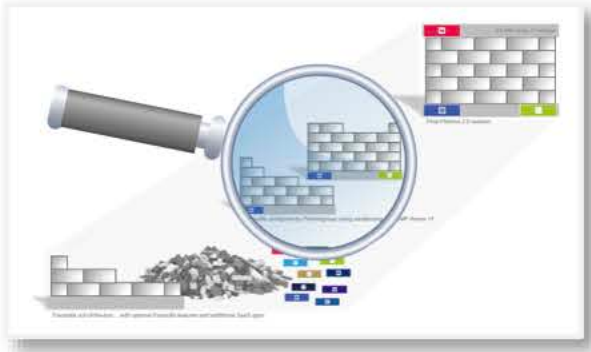
Company settings
Master settings on overall ‘Company’ and integrations.
Administration of core Tags library and Users and Roles.
(Visible for Administrators)



Partners	Purchase	Sales	Production	Warehouse	Financials	Tasks Powerpack Connect
Master data on your business ‘partners’ (customer, supplier, stakeholder) insofar Locations (e.g. licensed sites), Contacts, payment and delivery terms, AR/AP ID in the Finance module etc. Invoice Inbox to be processed from your partners. CRM overview with credit limit settings. Certificates (licenses) from medicine agencies or partners including expiry hereof used in rules.	Inbound handling and regulatory tasks. Workbook per individual Purchase and Return Order. Purchase price list and inbound Services. ‘Automated Order’ data created on inbound orders based on rules. Contracts (conditional amounts) limiting purchases. Default Reports from Tracezilla. Specific Dashboards setup by Partnergroup.	Outbound handling and regulatory tasks. Workbook per individual Sales, Return and Case Order. Invoice overview. Sales price list and outbound Services. ‘Automated Order’ data created on outbound orders based on rules. Contracts (conditional amounts) limiting Sales. Default Reports from Tracezilla. Specific Dashboards setup by Partnergroup.	Production handling and regulatory tasks. Workbook per individual Production Order. Week Plan overview for resource usage and planned orders. Recipes for fixed production stipulating Items, services, resources used (cost) per final product. Default Reports from Tracezilla. Specific Dashboards setup by Partnergroup.	Different drill-down views on your stock insofar Lots, Stock-Taking, Inventory. Forecasting module enabling automated stock handling insofar creating Purchase or Production Orders. Workbook per individual Warehouse Order and Deliveries. Comprehensive Master data on your SKU’s. Default Reports from Tracezilla. Specific Dashboards setup by Partnergroup.	Approval flow for Invoice Expenses. GL Journals transfer and controlling to Finance module. Default Reports from Tracezilla insofar Inventory valuation, Intrastat, Expenses and attachment, Cost Breakdown. Specific Dashboards setup by Partnergroup.	Configuration of cross-functional workflows, data output and integrations... Configuration and inbox of (Master) Tasks and subjacent Controls including usage of Resources for workflows and quality controls Configuration and setup of Data Extracts from full tracezilla database into conditioned and filtered extracts used by workflows or presented in specific Dashboards including also Embedded External dashboards. Scheduler for system execution of configured commands. Configuration and Inbox/Outbox overview of Connections and related Triggers to other SaaS apps or internal tasks. Subscriptions for user updates on tasks via SMS or email.

⑥ THE PARTNERGROUP TEAM

The ‘Specialist as a Service’ team from Partnergroup ensuring fast-track towards your Pharma 2.0





[Name to be announced]

Associated Partner

QA/QP Specialist

Pharmacist, Cand.pharm





Helle Schulz Jørgensen

Partner

Accounting and Legal Specialist

Registered public accountant, Cand.merc.aud./-jur.



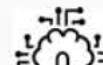


Benjamin Roach

Associated Partner

System and Supply-Chain Specialist

BSc. in Physic



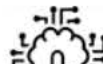


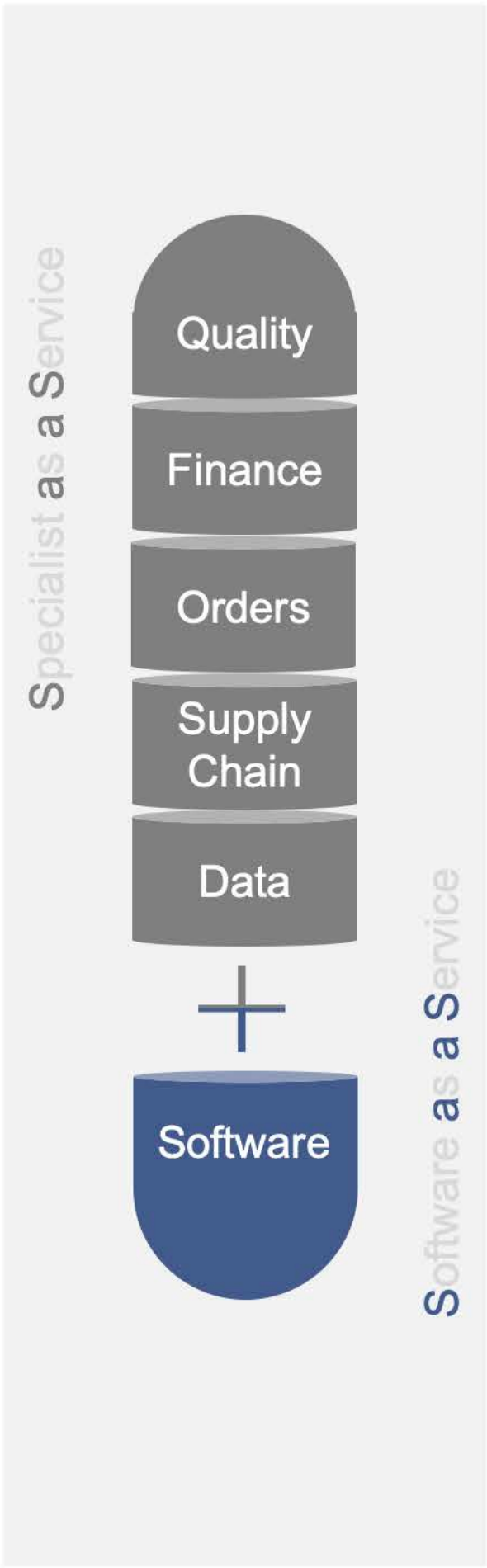
Jacob Schulz Jørgensen

Partner

System, Project and Finance Specialist

Cand.oecon, HD-IØ





The Partnergroup team are specialists within Pharma and experts in the tracezilla, Ongoing, and e-conomic technology solutions.

 **VISMA** | e·conomic
...
SaaS flexible, cloud-based accounting solution


tracezilla.
Technology Partner
SaaS ERP solution prepared for Pharma 2.0 companies


Ongoing
Technology Partner
SaaS WMS solution for logistics-intensive Pharma 2.0 companies

Pharma 2.0 with tracezilla and SaaS architecture: Apoteka / Apopro | Movianto Nordic | ...

⑦ PARTNERGROUP SERVICE FRAMEWORK

We configure your future-proof Pharma 2.0 solution using our services framework ...

Digitalization and Automation	Quality and Project Management	Reporting and Analysis	Financial mgmt. and Accounting
 Digital Coherence			
 Integration			
 Quality			
 Project			
 Reporting			
 Profitability			
 Finance			

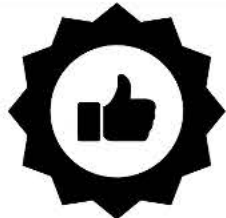
PHARMA 2.0 AS DIGITAL SOLUTION	PROJECT MGMT. FOR PHARMA 2.0	AUTOMATIC PHARMA 2.0 REPORTING	PROFITABILITY FROM PHARMA 2.0
We digitize the Pharma of the future with efficient and coherent logistics, quality and financial processes in your company. By automating your workflows, we ensure better quality in data and thus real-time information is available across your functions. Cheaper, faster and more accurate data collected in one place - Trust information from your Pharma 2.0 solution.	We manage your digital Pharma project from start to finish, whether it concerns finance, WMS, QMS, EDI or the entire ERP solution. We create a solution architecture based on Tracezilla as the core solution, and then we plan, configure and implement the agreed changes while considering quality standards. With our partners, we cover the entire change, and we are happy to take on the management of the project and lead your company to Pharma 2.0.	We streamline your internal and external reporting, and we automate the task with real-time data from the ERP solution with Tracezilla at the center. With Pharma 2.0, we connect your financial information with operational analysis, so you can make the right decisions. We ensure that you get the desired information presented in the right way, at the right time and to the right person, and we help with setup.	We know the mechanics of Pharma in depth, and we ensure quality and insight into your financial mgmt. and statutory accounting. More importantly, we help you from spreadsheets to one coherent digital business with the financial model anchored in a future-proof ERP solution. Whether it's accounting, Intrastat, customer profitability, sales data, payroll or just automatic invoicing, it's inside your future Pharma 2.0.

⑧ SERVICES SHAPING PHARMA 2.0

with digitalization and automation ...

Digital Coherence:	Automate your data across modules or partners and get a real-time picture of the process in all functions with full, digital traceability and quality management.	
Integration:	Full flexibility, speed through standardization and quality in integration ensure timely data and thus real-time overview for everyone in your company, so you can act in a timely manner in the market.	
Quality:	Configure your QP workflows with full traceability and audit logs so that data is used in a timely manner to ensure digital checklist for QA approval before release and sale of your products.	
Profitability:	Automatic calculation of your customer prices across price and discount lists, ensuring an immediate overview for qualified business decisions regardless of public price changes and discount agreements.	

with Quality and Project Management ...

Digital Coherence:	Get experienced project management including QA/QP and thus one comprehensive, well-thought-out ERP solution, where you are fully integrated with external systems, and where you can follow data in all systems in real-time.	
Integration:	Our project overview ensures one unified IT architecture with real-time API integration between all systems, so you avoid manual handling or data synchronization.	
Quality:	A future-proof Pharma 2.0 solution that is EU GMP Annex 11 and GxP compliant, and with our QA/QP specialist ensures that you always comply with legal requirements and customer standards.	
Project:	We know the Pharma industry and all functional areas across your company, so you can concentrate on your daily business while we implement Pharma 2.0 at your company.	
Reporting:	The project follows an agreed roadmap for implementation, and you will receive ongoing status updates and communication material for internal and external use.	
Finance:	The annual accounts are managed as a project, and we have a fixed process to get you to your goal quickly and cheaply. We take on the entire task, so you only have to contribute when necessary.	

⑧ SERVICES SHAPING PHARMA 2.0

with reporting and analysis ...

Digital Coherence:	By linking your various systems, data now becomes available in real-time for quick overview and dissemination via PowerBack's online dashboards or viewing in PowerBI.	
Quality:	Real-time dashboards, automatic notifications and track the status of control tasks in your company with full digital traceability and logging of all processes, activities and item levels.	
Reporting:	Get online dashboards and data for direct analysis and statistics and thus get a digital overview of valid supplier approvals and avoid expired certificates.	
Profitability:	Optimize your earnings by getting an overview of what has been sold, what is available in stock, and what costs or expiration dates relate to each item.	

with financial mgmt. and accounting ...

Digital Coherence:	Your accounting system and processes are adapted from Finance to Warehouse, so that data flows unhindered between your systems and customers, and where you comply with current digital legislation.	
Reporting:	Standardized management reporting based on a fully integrated ERP solution with both financial reporting and financial analyses for management and the board of directors.	
Profitability:	Get an overview of the profitability of your products and customers and see real-time sales data and profit on each order after automatic invoicing using PowerPack or PowerBi.	
Finance:	We take full, partial or temporary responsibility for your accounting, VAT, tax, payroll and liquidity management, and you get the assurance of correct accounting and save money on your accountants.	