



FastTrak Shipping Station, Workstation LAB-CSSORT

FastTrak Shipping Station

Parent Log	Time	Event	Parent	SPC	Event	Time	Process/Op	Collect/Op
107023	Series 2	56	SP180704	PTACHKUS23	COL	385	0-110	0-020
107024	Series 1	60	SP180704	PTACHKUS23	COL	385	0-090	0-020
107025	Series 2	56	SP180704	PTACHKUS23	COL	385	0-090	0-020
107026	Series 2	57	SP180704	PTACHKUS23	COL	385	0-090	0-020
107027	Series 2	56	SP180704	PTACHKUS23	COL	385	0-090	0-020
107028	Series 2	56	SP180704	PTACHKUS23	COL	385	0-090	0-020
107029	Series 2	60	SP180704	PTACHKUS23	COL	385	0-100	0-020

Example Log

Time	Event	Parent	Reason
1317	Flow Tester	COL	Series 2 20%
1318	ESB	ESB	Series 2 20%
1319	ESB	ESB	Series 2 20%
1320	ESB	ESB	Series 2 20%
1321	ESB	ESB	Series 2 20%
1322	ESB	ESB	Series 2 20%

Sort: Resolution Status

Serial	Flow Tester	Event	Series	Level	Level SPC	Reloc	Status	PT Chk	Subst/Chk
1317		ESB	Series 2	20%			Labeled	88	0
1318		ESB	Series 2	20%			Labeled	88	0
1319		ESB	Series 2	20%			Labeled	88	0
1320		ESB	Series 2	20%			Labeled	88	0
1321		ESB	Series 2	20%			Labeled	88	0
1322		ESB	Series 2	20%			Labeled	88	0

## Tracing and Tracking through the Pharmaceutical Supply Chain



- HSAUSA specializes in providing the optimal packaging solutions
- HSAUSA is an authority in packaging systems integration
- HSAUSA provides cost effective solution to suit both your needs and budget
- From equipment to software, and ongoing support...we are your single source for electronic pedigree solution.

[www.hsausa.com](http://www.hsausa.com)



• **CUSTOM SOLUTIONS**

Each solution is tailored to solve your specific problems and meet your needs. There are no “off-the-shelf” one-size-fits-all answers.



**CUSTOM SOLUTIONS**

Each solution is tailored to solve your specific problems and meet your needs. There are no “off-the-shelf” one-size-fits-all answers.

**HIGHEST QUALITY EQUIPMENT**

HSAUSA uses only the highest quality brands and products, those with a proven track record of reliability and success across an extensive installed base.

**EXPERIENCE**

HSAUSA has more than 10 year’s experience with a broad range of customers, from small businesses to Fortune 100 companies.

[www.hsausa.com](http://www.hsausa.com)



## Names of Presenter:

**Kenneth A Darrow**

President

HSAUSA, LLC

[www. hsausa.com](http://www.hsausa.com)

[www. hsausa.com](http://www.hsausa.com)



## **Opening Comments**

- We are the integrator
- Design, engineer, install, train and service
- Hardware and software
- One point of responsibility
- Team of experts

## **Questions to Customer**

- Describe your current needs?
- What would you like to get from this meeting?
- What are your concerns ?
- What have you done so far?

[www.hsausa.com](http://www.hsausa.com)



- Product Integrity
- Counterfeiting
- Gray market problems
- Diversion
- Regulatory compliance
- Expired products
- Channel integrity
- Warranty fraud
- Fraudulent returns

## Threat Assessment to Brands

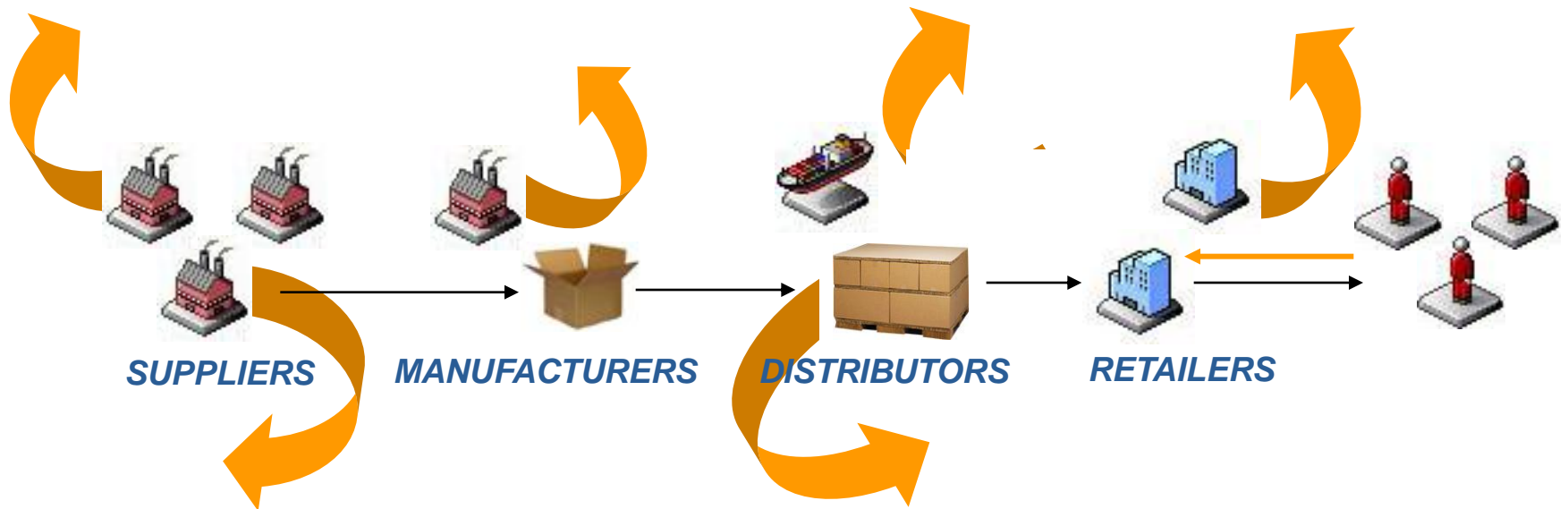
Brand  
Value

**Risk and Exposure**

[www.hsauusa.com](http://www.hsauusa.com)



# Understanding the Susceptibilities



[www.hsausa.com](http://www.hsausa.com)



Our Team



DCS & Labeling Worldwide

**COGNEX**

Vision for Industry®

**PARAGON**

LABELING SYSTEMS

**CHAMPION**

CASE SEALING MACHINES



ANYTHING LESS IS A GAMBLE



High resolution industrial inkjet printers

inkjet technology by



Setting the Standard  
**TEKLYNX**



**symbol**

The Enterprise Mobility Company™

**SICK**

**HSA USA**  
The first choice in package printing.

**HITACHI**  
Inspire the Next

[www.hsausa.com](http://www.hsausa.com)



## TRACEABILITY AND ELECTRONIC PEDIGREE

**HSAUSA** has solutions that can help you:

- Manage an electronic chain-of-custody for your pharmaceutical products
- Achieve pedigree compliance with California Senate Bill 1307
- Use GTIN IDs for unique serialization
- Provide a stand-alone solution or integrate with your existing host system
- Meets GS1 EPCGlobal Inc. Drug Pedigree Messaging Standard requirements



[www.hsausa.com](http://www.hsausa.com)





Benefits of HSAUSA electronic pedigree solution:

- *Automated transaction processing*
- *Automated inventory management*
- *Shipment reconciliation*
- *Product authentication/loss prevention*
- *Expiration management*
- *Lot tracking*
- *Recall management*
- *Automated ePedigree documentation*



[www.hsausa.com](http://www.hsausa.com)



## SERVICES

- Industrial Automation
  - Turnkey solutions
- Process Design
  - Equipment, controls and software
- Facilities and Infrastructure
  - Site, architectural, construction
- Real Time Information Systems
  - ERP, MES, MHI, dashboards, controls, and PLC
  - 24-7-365 support
- Regulatory Compliance
  - Validation (equipment and software), 21 CFR-11



[www.hsausa.com](http://www.hsausa.com)



Covert Marking

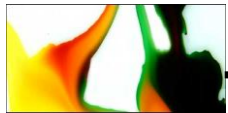
UV / IR Invisible Inks for  
Hidden Bar Code or Brand  
Marking

Micro 2 D Bar  
Code

Overt - Holograms

Micro  
Printing

Standard  
Barcode



Covert Inks



Nano  
Taggant  
Particles into  
or on Sub  
Strait



*Anti - Counterfeit  
Brand Protection*

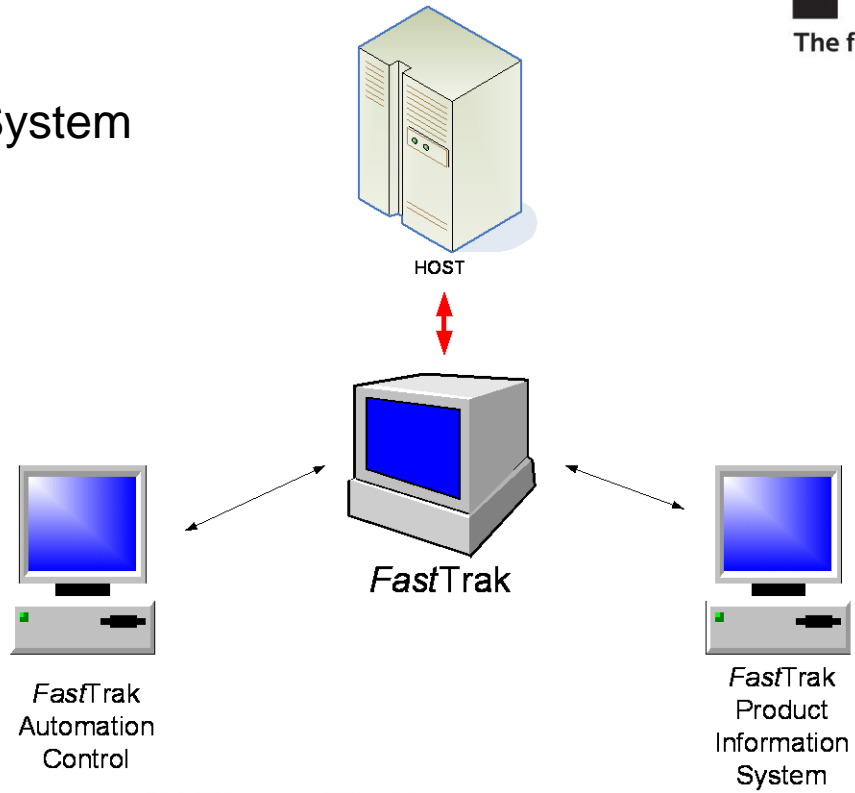
Micro Laser  
Etching

**Brand**tection<sup>tm</sup> Choices

www.hsausa.com



# Information System



[www.hsausa.com](http://www.hsausa.com)



Host systems:

- SAP
- Oracle
- JD Edwards
- RedPrairie
- Infor
- Manhattan
- HighJump
- Legacy
- More...

ERP/WMS

Host

Platforms:

- Windows
- Unix
- IBM, RISC, or AS/400
- Mainframe

Single-point connectivity

# FastTrak<sup>®</sup> WM+



Ethernet backbone

Electrical controls

PLCs

## Inventory - WMS

- Receiving
- Putaway
- Picking
- Replenishment
- Robots
- Packing/shipping
- Manifesting
- Batching/waving
- Cartonization



## Equipment - WCS

- Conveyors
- AS/RS
- Carousels
- Scanners/cameras
- Scales
- Sorters
- Picking: light, voice, RF, and paper
- Robots
- Print and apply
- Document insertion
- Packaging systems



## Information

- Human machine interfaces
- Dashboard displays
- E-mail/browser alerts
- RF handhelds
- Diagnostics and reporting





**Initialize/Complete  
Manufacturing  
Workorder**

Ink Jet Printers

Cameras and  
Lasers

Unit  
Box

Unit  
Box

Unit  
Box

**PRINT**

Mark A  
Mark B  
Mark C

**SCAN Validate**

Mark A  
Mark B  
Mark C

**SCAN-Identify**  
group of Unit  
Boxes

**Shipping  
Carton**

Print-Apply or Ink  
Jet

**PRINT Carton  
Label**

Laser

**SCAN Validate  
Carton Label**

Laser

**SCAN-Identify**  
Cartons

**Shipping  
Carton**

**MANUAL PRINT  
& SCAN Pallet  
Label**

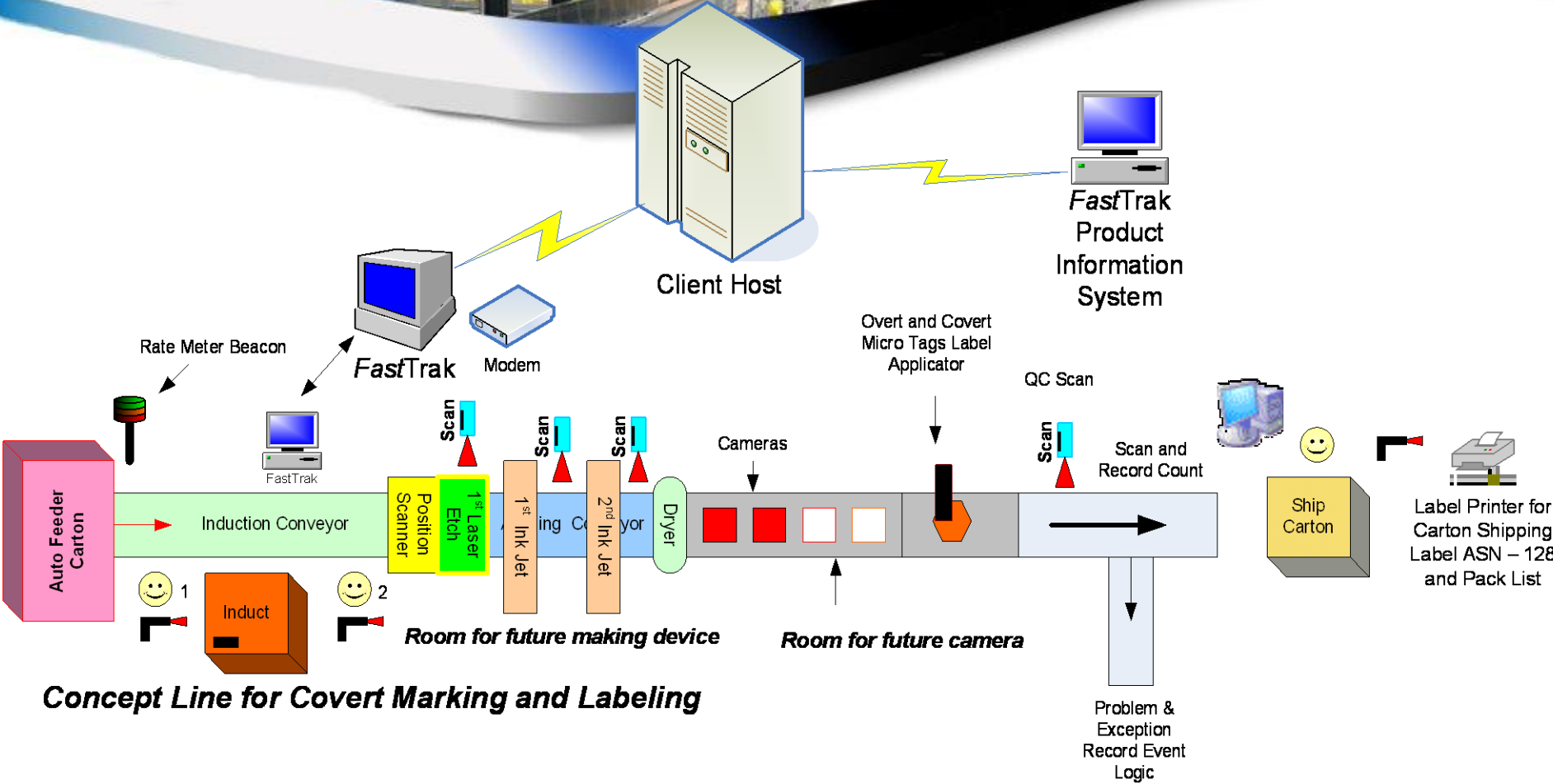
**Pallet**

Tabletop Zebra  
and Hand  
Scanner



**Product / Material Flow**

[www.hsaua.com](http://www.hsaua.com)



**Concept Line for Covert Marking and Labeling**



FastTrak

Track n Trace





## Closing

- Best of the breed suppliers
- Equipment and software you can rely on
- One source for an integrated solution
- Dedicated to providing the best service and support

## Questions

- Does this look like the solution for you?
- What is the next step (time frame)
- What else do you need from HSAUSA?



Thank you for your time and interest

Kenneth A. Darrow  
President

HSAUSA, LLC

1-800-298-8936 x114

[kdarrow@hsausa.com](mailto:kdarrow@hsausa.com)

[www.hsausa.com](http://www.hsausa.com)