



Top 5 Technology Challenges Solved for Growing Businesses in the

Pharmaceutical Industry





A Complex Set of Challenges

The highly regulated nature of the pharmaceutical industry creates a unique set of growth challenges for companies in this sector. Constant product innovation, changing regulatory requirements, and supply chain management present growth challenges for pharmaceutical businesses. Continued success requires that companies develop a strong financial and operational foundation for their business that will enable them to overcome challenges and continue to be successful.

In this article, you will learn how to overcome technology and growth challenges facing businesses in the pharmaceutical industry with enterprise resource planning (ERP) solutions such as SAP Business One.

SAP Business One is designed for small to midsize enterprises (SMEs) and large enterprise subsidiaries in the pharmaceutical industry to better manage their operations. SAP Business One provides a single solution that streamlines business processes, provides real-time information, and helps boost overall business performance.

The top five technology and growth challenges in the pharmaceutical industry include:

- 1 Scaling operations with manual business processes
- 2 Obtaining operational visibility and measuring success
- 3 Adapting to strict government and industry regulations
- 4 Forecasting demand and effectively managing inventory
- 5 Maintaining the highest level of quality control and customer service



Overcoming Business Growth Challenges with SAP Business One

Challenge 1: Manual Processes

Many small companies within the pharmaceutical industry run basic accounting packages. However as their businesses begin to grow, these simple solutions become inefficient due to manual data entry requirements and user limitations. In order to grow as a company, executives and staff members alike need a reliable integrated system that will provide complete operational visibility and allow them to optimise their business processes.

Companies can increase efficiency by leveraging automation tools offered in SAP Business One. Setting up replenishment alerts for important materials, creating approval procedures, tracking workflows to define processes – SAP Business One features provide pharmaceutical companies operational visibility. SAP Business One also gives companies the flexibility they need to create custom configurations and improve lot traceability, ensuring that they always meet the strict regulations of the pharmaceutical industry.

Challenge 2: Operational Visibility

Web-based technologies and self-service have made the dissemination of data faster than ever. With this innovation comes an expectation to access mission-critical data whenever and wherever it is needed. Similarly, executives in the pharmaceutical industry need to be able to access complete information about their business in real-time.

With SAP Business One, companies can access real-time reports from virtually anywhere. Executives can set up dashboards with relevant business information to make educated decisions. They also have the ability to create customised reports and access those reports from mobile devices, giving them full visibility of their business at any time. These reports allow decision-makers to streamline operations by distributing pertinent information to staff, customers, and vendors.



Challenge 3:

Strict Industry Regulations

The Medicines and Healthcare Products Regulatory Agency (MHRA) of the United Kingdom and the Food and Drug Administration (FDA) of the United States are the regulatory authorities in their respective countries responsible for authorisation, renewal and suspension related to any pharmaceutical product. Given that companies in this industry must comply with strict regulations from the government, other industry standards, as well as their own company requirements, they need a tool with quality tracking functionality that is both flexible and effective.

SAP Business One gives companies the opportunity to create user-defined fields (UDFs) to ensure that they are gathering all the information needed to meet compliance with industry regulation. There are also several industry-specific extensions and validation protocols that will further help companies with quality tracking needs. For example, companies in the pharmaceutical industry can create UDFs on goods receipts to improve their quality control. When an item is received and an employee does not fill out all of the required line items, an alert will be prompted and require additional information to continue. This allows for more accurate and complete reporting in the future and gives executives insight on how their vendors are performing.

Challenge 4:

Forecasting Demand

Most companies in the pharmaceutical industry have a complex bill of materials. They order and make only what they need to reduce inventory carrying costs and ensure on-time delivery to their customers.

The material resource planning (MRP) functions in SAP Business One can help improve forecasting and inventory management. These functions make it easy for employees to closely monitor supply and demand. The sophisticated forecasting tools allow executives to make important business decisions and ensure their company is in the best position it can be in. SAP Business One also offers warehouse bin management and cycle counting to further simplify the inventory management process.

“ *Businesses must provide quality management for all of their pharmaceutical products. Implementing an ERP solution can help safeguard against any possible issues during production.* ”

Challenge 5: Maintaining Quality

Pharmaceutical companies must adhere to strict guidelines and process controls and require systems in place to ensure all requirements are satisfied. They must provide quality management for all of their pharmaceutical products. Implementing an ERP solution can help safeguard against any possible issues during production. Data needs to be stored in one, centralised location in order to optimise quality control and effectively manage the supply chain. Companies within the pharmaceutical industry need a customisable solution that automates key processes, streamlines inventory management, and gives them real-time access to pertinent company information.

SAP Business One is a malleable solution that adapts to meet specific company needs within the pharmaceutical industry. When partnering with a value added reseller (VAR) such as Vision33, companies can leverage the extensibility of ERP for a customised solution that meets their unique needs. Things like UDFs can improve inventory control and enhance vendor relations while custom alerts can ensure data requirements and industry regulation are met.

Your Dedicated ERP Partner, Vision33

After selecting SAP Business One, pharmaceutical companies should choose a reliable implementation partner to ensure a successful implementation that aligns the application with a business' unique needs. Vision33 (www.vision33.co.uk), is recognised as a leading global value added reseller (VAR) for the SAP Business One application. Vision33 has helped hundreds of pharmaceutical customers challenge their current business processes to find efficiencies that help them achieve growth and success.

More than just a traditional VAR, Vision33 is a business process implementer with decades of experience (from requirements and process consulting through to implementation and the industry leading Vision33 TOTAL Care support programme). Vision33 offers the world's largest and most experienced team of SAP Business One consultants located in offices around the globe.

Through its Global Services team, Vision33 has certified consultants available anytime, anywhere for your international SAP Business One projects. Vision33 has the diverse industry expertise, geographic reach, hands-on approach, and methodology to ensure SAP Business One meets your unique business requirements.

With the guidance of an experienced implementation partner such as Vision33, SAP Business One provides immediate benefits for companies in the pharmaceutical industry. With the access to real-time information and UDFs that are easy to control, companies can align strategic management objectives with the solution to comply with regulations and focus on becoming more agile in their market.

For more information about SAP Business One for pharmaceutical companies, contact your local Vision33 UK office.

Tel: London 020 7284 8400
Tel: Manchester 0161 393 4555
Email: contact@vision33.co.uk

