

Deploying Zensar's preconfigured solution to enable lean business processes





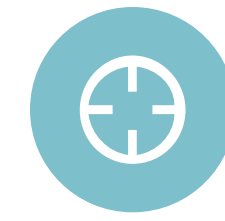
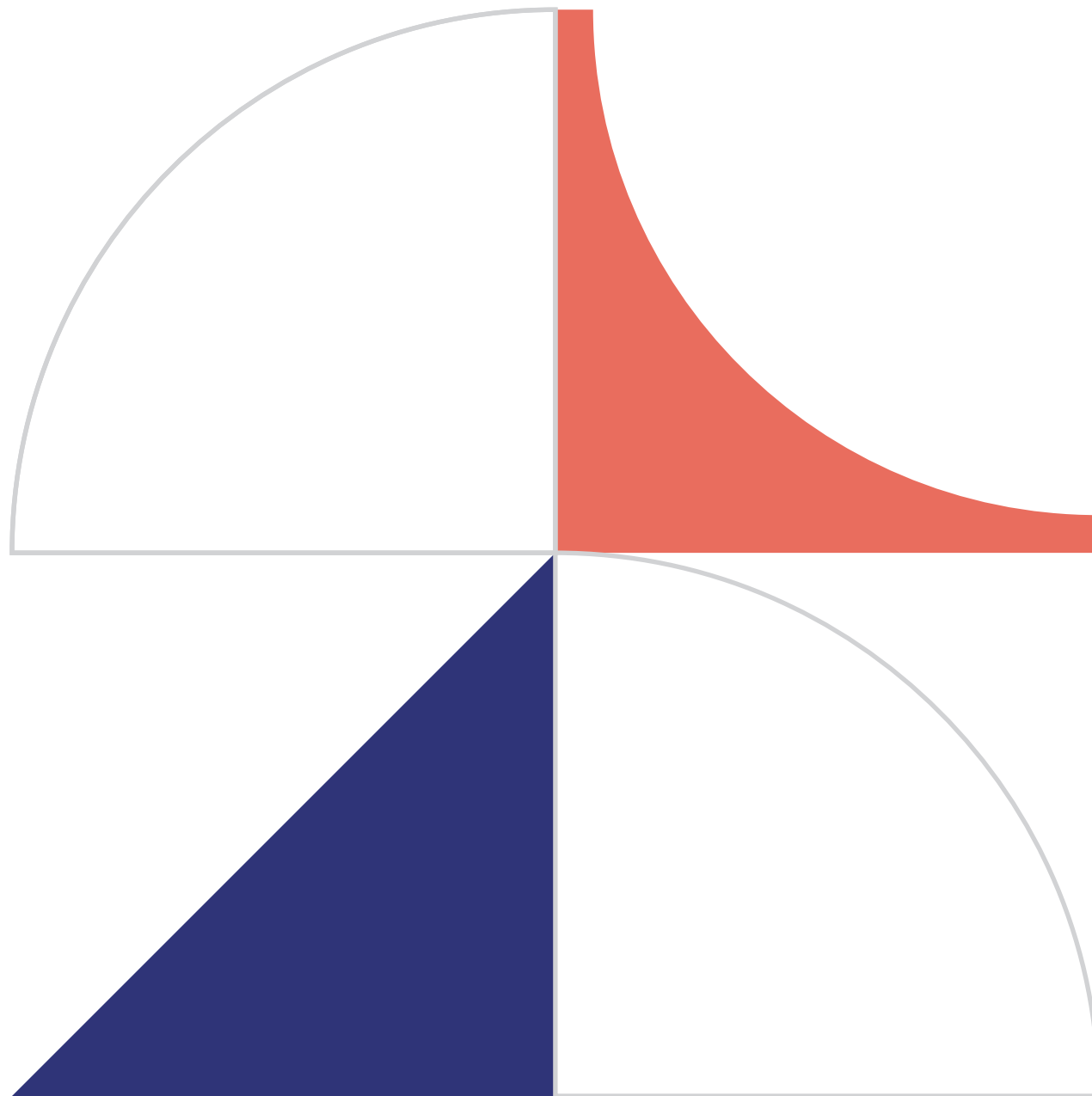
Overview

The client is a leading generic and specialty pharmaceutical company. It is one of the world's leading global pharmaceutical formulation developers, and manufacturing and marketing companies from India.

Organization Size: **17000**

Country: **USA**

Revenue: **\$7.5 Billion**



Challenges and Goals

While SAP Business One helped the client achieve exponential sales, there was limited integration with managing multiple R&D and CAPEX projects. The client needed business automation and process streamlining support for improved efficiency.

The client had identified the following challenges:

- Regulatory Compliance and Reporting
- No accurate visibility of stocks and excess inventory levels
- Delays in field service and customer service delivery
- Insufficient insight using Business Intelligence & Analytics
- Heavy reliance on QuickBooks accounting software since its formative years



Solutions

We implemented our preconfigured SAP solution -ZenLife, ideal for modern pharmaceutical companies looking to scale cost-effectively. Our efforts focused on:

- Standardizing on SAP for simplifying the regulatory audit verification
- Detailed dashboard creation for sales teams providing increased monthly or quarterly visibility
- Optimizing 3PL engagement and transparency with a reliable up-to-date view of inventory
- R&D project tracking was enabled with a PS Module



Business Impact



SAP automated check processing instead of hours

- Shortened financial closing cycles from 5 days to 1 day
- Product and process traceability and linkage from R&D (initiation batches to large scale commercial manufacturing)

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SAP and Zensar clearly rises above all competitors in the life sciences and pharmaceuticals industry. From user and management experience to integration and overall functionality, it's the platform of choice, and provided us one source of truth

- VP, Information Technology

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zensar

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