

How we helped Micro Labs
put in a new foundation of
efficiency with SAP

 **Case study**





Overview

Health in the details

Micro Labs, founded in 1973, is one of India's top 20 pharmaceutical companies, and a trusted name for patients and healthcare professionals alike. Their aim has always been to bring high quality, yet affordable generic medicines to the public. But to achieve this was not easy feat, especially in a demanding and stringent sector like the pharmaceuticals. Getting it right meant paying close attention to detail to a multitude of factors, including regulatory compliance and alignment with parent company.

The way to achieve this was transforming their sales and distribution, as well as materials management, finance, controlling and more with technology. We laid down the foundation of SAP in a period of 4 months, allowing them speed up their financial close cycle by 60%.



Challenges

A matter of life and health

Being in the pharma industry meant that our client had to fulfil extremely stringent regulatory and compliance requirements. At the same time, from an operational standpoint, they were looking for better visibility across the end-to-end supply chain function.

Another challenge to improving efficiency was their reliance on disparate systems, which meant no real-time analytics or and the lack of a reliable reporting engine. This led-to slow decision-making, and reduced efficiencies in terms of inventory management.



Solution

The blueprint for success

Our solution was to use SAP S/4HANA as the foundation for the future with new business process "blueprints" in place. Within four months, we implemented SAP across their enterprise functions, including finance, controlling, materials management, sales, and distribution.

This implementation helped improve operations and business processes for our client, while streamlining the integration of specialized applications as a part of financial processing.

Our SAP pre-configured pharma-specific solution that embedded accelerators and frameworks catering to industry-specific processes, compliance, and regulatory requirements, and bought in customized reporting capabilities. This combined with the centralized master data and inbound integration with third-party logistics, improved access to access to back-end systems and resulted in higher overall data quality and visibility.



Impact

Efficiency with impact

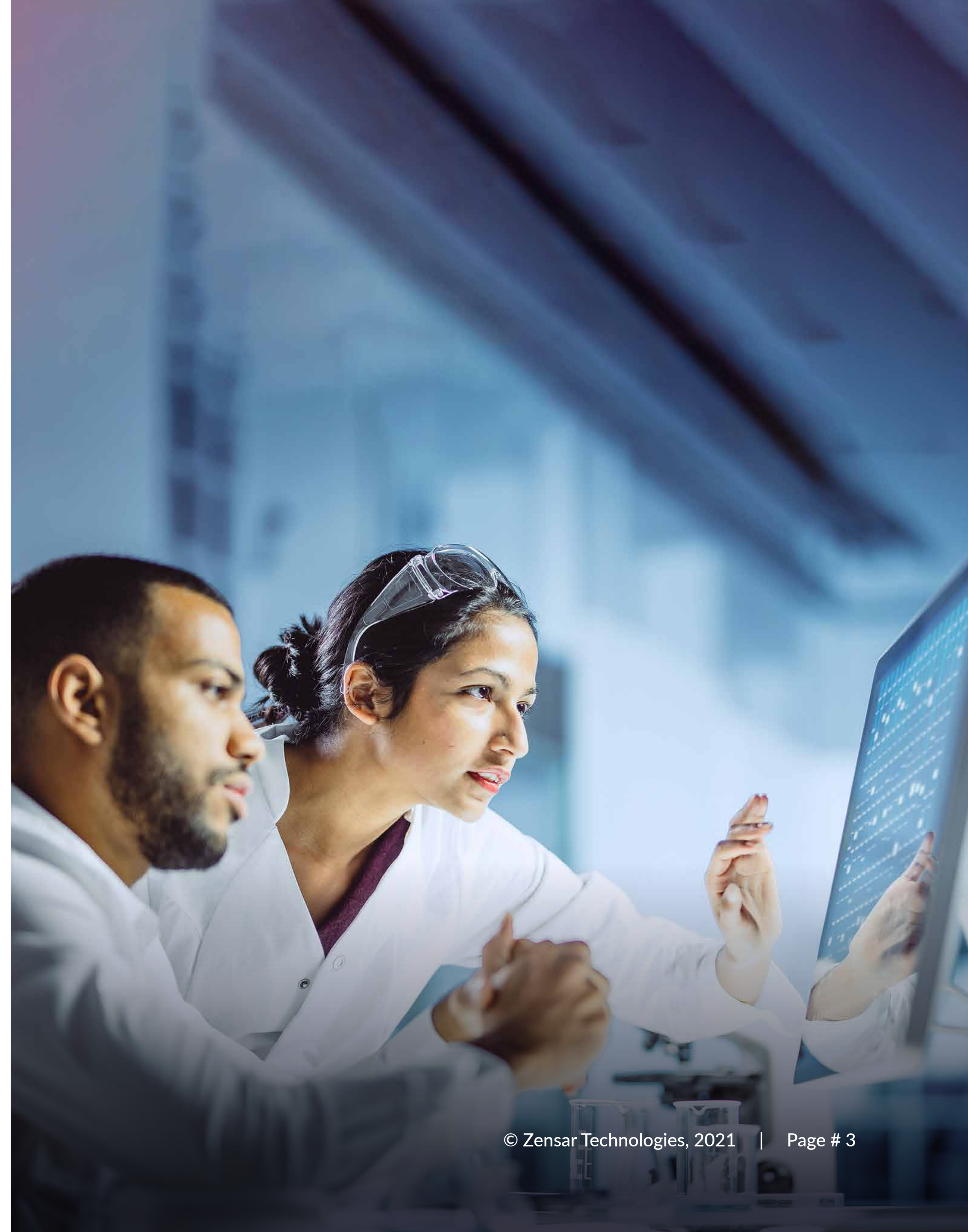
Our SAP implementation helped our client realize productivity gains by eliminating redundancy and unnecessary tasks and, additionally, providing better information, tools and analytics for management decision making. With the help of our specialized applications for financial processing, we were able to:



Speed up their financial close cycle by 60%



Improve in inventory turnover by 25%



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