SAP Solution Brief
SAP Solutions for Small Businesses and Midsize Companies

SAP Business All-in-One for Life Sciences

SAP® Software Tailored for Pharmaceutical Manufacturers

Quick Facts

Summary

The SAP® Business All-in-One for Life Sciences solution, specialized for pharmaceutical manufacturers, is a comprehensive enterprise resource planning (ERP) solution based on proven best practices. Designed for rapid implementation at a predefined price, the software can help you realize a fast ROI.

Business Challenges

- Maintain profitability in a competitive marketplace
- Coordinate global sales
- Deliver orders on time, while complying with industry regulations
- Gain visibility across complex supply chains
- Offer innovative products at low cost

Key Features

- **Design and development** – Enable integrated R & D management and product development processes
- **Supply chain management and manufacturing** – Synchronize demand and supply planning, maintain low inventory levels, avoid out-of-stock situations, and plan and execute manufacturing processes
- **Sales, marketing, and service** – Complete sales order management, optimize marketing, and provide outstanding customer service
- **Quality management, compliance, and safety** – Manage and document product quality; support financial and regulatory compliance
- **Enterprise management** – Support and improve critical business functions

Business Benefits

- **Improve efficiency** through automated support for your business processes
- **Minimize total cost of ownership** with scalable software that supports implementation of enterprise-wide changes
- **Grow your business** with the help of proven ERP software
- **Improve time to value** by leveraging tools that help you get your business running efficiently

For More Information

Call your SAP representative, or visit us at www.sap.com/sme/solutions/businessmanagement/businessallinone/lifesciences/pharmaceuticals.epx.

SAP Business All-in-One

Midsize pharmaceutical manufacturers seeking to improve operating efficiencies can choose an affordable, integrated solution. The SAP® Business All-in-One for Life Sciences solution, specialized for pharmaceutical manufacturers, is designed for rapid implementation, adaptability, and fast return on investment.

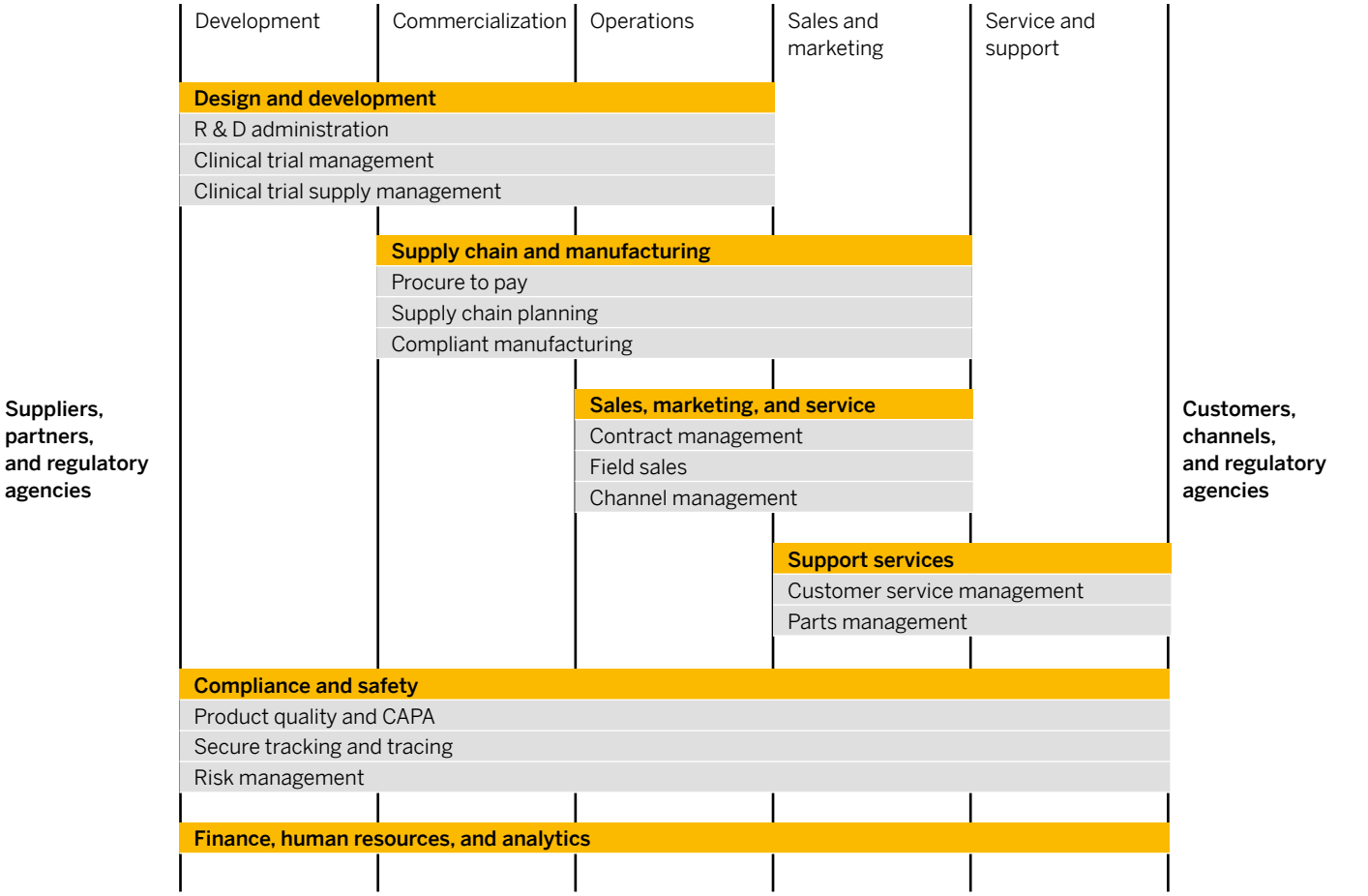
Your organization is most likely searching for practical and affordable ways to meet the challenges of a business competing in a volatile and maturing market. And you're also looking for new ways to improve your operations and profitability.

With this SAP Business All-in-One solution, you can coordinate global sales, manage a diversified portfolio, and deal with a global supply chain that may have been poorly integrated and fraught with manual and siloed business processes. Plus, you can satisfy customer demands for on-time delivery, competitive pricing, and innovative products.

The SAP Business All-in-One for Life Sciences solution is based on decades of experience that SAP has accumulated working closely with pharmaceutical manufacturers. This comprehensive and flexible enterprise resource planning (ERP) solution includes support for industry best practices. With this solution, you get:

- Comprehensive, integrated business functionality to help you gain visibility across your business and streamline your core business processes – from marketing, sales, and service to procurement, planning, production, financial management, and business analytics
- A flexible and scalable foundation for your business processes, built on the proven SAP NetWeaver® technology platform

Figure: Key Business Process Support for Pharmaceutical Manufacturers



- An ERP solution that can be extended with preintegrated functionality for customer relationship management, supplier relationship management, and business intelligence
- An intuitive interface and role-based navigation to improve employee productivity and adoption

LEVERAGE SAP BEST PRACTICES PACKAGES

Each SAP Business All-in-One solution is built on SAP Best Practices packages that deliver proven implementation methodology, documentation, and preconfiguration. SAP Best Practices reflects the years of business expertise SAP has acquired as well as insight into the best business practices of thousands of SAP customers worldwide in more than 20 industries. Along with built-in support for the specialized best practices of your industry, the software equips you not only with the methods of the best-run companies in the industry but also with the flexibility to support your own unique practices.

The SAP Best Practices packages provide a solid foundation for SAP Business All-in-One solutions, enabling you to implement a sophisticated solution in significantly less time than typically required and at a predictable, affordable cost. You gain methods and tools to support best business practices for your industry in key functional areas, such as accounting, sales, and manufacturing. Whether you leverage all supported best practices during initial implementation or start with what you need and add more later, you can avoid complex, resource-intensive steps in implementing your SAP Business All-in-One solution. With these best practices, your partner and your project team can help accelerate implementation by tailoring the software to your specific company requirements, rather than starting from scratch.

This SAP Business All-in-One solution gives you:

- Complete preconfiguration settings that let you run your software with minimal installation effort
- Extensive reusable documentation that you can use for self-study, evaluation, and project team and end-user training
- A clear implementation methodology based on a logical step-by-step process

SUPPORT YOUR PROCESS NEEDS

Functionality in the SAP Business All-in-One for Life Sciences solution supports key processes for your pharmaceutical operations, from the shop floor to the back office to product sales, as shown in the figure.

Optimize Product Design and Development

This solution lets you tightly integrate your R & D activities with regulatory compliance. All product-related data used for development, manufacturing recipes, and people and product safety resides in the same data repository – with no duplication. Moreover, optimized portfolio management helps you focus on the most profitable products and customers.

Supply Chain Management and Manufacturing

With this solution, you can integrate processes relating to sales, operations, production, and material requirements planning to help ensure consolidated, synchronized demand and supply planning. At the same time, by synchronizing your sales and revenue planning with production planning, the solution enables you to optimize your assets. In addition, managing inventory levels while avoiding out-of-stock situations is a high priority. With this solution, you can synchronize inventory management with sales, customer service, returns management, and production. And because this solution automates and integrates your processes, you can base production planning on forecasted demand, as well as monitor material, capacity, and production resource availability. The result is shorter lead times and superior asset and resource utilization.

Improve Sales, Marketing, and Service

Your sales organization can manage the complete sales order management cycle and handle postsales activities using sales management and service functionalities. This solution addresses customer-focused processes, including sales, marketing, service, and after-market processing of warranty, claims, service orders, and returns.

Because this solution lets you automate and integrate your processes, you can monitor material, capacity, and production resource availability. The result is shorter lead times and superior asset and inventory utilization.

www.sap.com/contactsap

50 106 388 (11/07) ©2011 SAP AG. All rights reserved.

SAP, R/3, SAP NetWeaver, Duet, PartnerEdge, ByDesign, SAP BusinessObjects Explorer, StreamWork, and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP AG in Germany and other countries.

Business Objects and the Business Objects logo, BusinessObjects, Crystal Reports, Crystal Decisions, Web Intelligence, Xcelsius, and other Business Objects products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of Business Objects Software Ltd. Business Objects is an SAP company.

Sybase and Adaptive Server, iAnywhere, Sybase 365, SQL Anywhere, and other Sybase products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of Sybase, Inc. Sybase is an SAP company.

All other product and service names mentioned are the trademarks of their respective companies. Data contained in this document serves informational purposes only. National product specifications may vary.

These materials are subject to change without notice. These materials are provided by SAP AG and its affiliated companies ("SAP Group") for informational purposes only, without representation or warranty of any kind, and SAP Group shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP Group products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

Improve Product Quality, Compliance, and Safety

You have the information and settings to help ensure product quality, monitor and improve production standards, and document compliance for potential audits. The solution supports both financial and regulatory compliance.

Enhance Profitability and Business Insight

The SAP Business All-in-One for Life Sciences solution helps you control profit drivers, tightly link strategic plans to operational performance, and enable a single analytical platform for your business. Analytic tools enable you to define financial targets, develop a realistic business plan, and monitor costs and revenue during execution. From a single source, you can also identify which products, customers, segments, and regions will drive topline growth and bottom-line earnings.

BENEFIT FROM INDUSTRY-SPECIFIC FUNCTIONALITY

This SAP Business All-in-One solution supports business processes specific to your industry and supports a phased implementation. It offers a safe approach to help you realize fast time to value, and it scales to support your business as it grows. You can implement this solution now and work with one of our partners who can extend the functionality to address any additional requirements.

FIND OUT MORE

To find out more about the SAP Business All-in-One for Life Sciences solution, specialized for pharmaceutical manufacturers, call your SAP representative or visit us online at www.sap.com/sme/solutions/businessmanagement/businessallinone/lifesciences/pharmaceuticals.epx.

FAST-START PROGRAM ACCELERATES TIME TO VALUE

For smaller midsize pharmaceutical manufacturers, the SAP® Business All-in-One fast-start program provides a simplified process to evaluate, acquire, and implement an SAP Business All-in-One solution. The program offers innovative tools and methodologies to plan a solution online, receive an immediate cost estimate, and shorten implementation times. SAP enables its partners to offer preconfigured, pretested software that can be preinstalled on optimized hardware from selected hardware providers.