SAP Business All-in-One

SAP Customer Success Profile
Life Sciences

BETHYL LABORATORIES

ANTIBODY MANUFACTURER USES SAP® SOLUTION TO STREAMLINE PROCESSES AND INTEGRATE DATA

For antibody producer Bethyl Laboratories Inc., significant growth brought recognition that its legacy software had severe limitations. To streamline operations and integrate data across the company, it implemented an SAP® Business All-in-One solution. Now the company is more efficient and prepared for further growth.

"SAP and Bokanyi Consulting have enabled us to fully integrate our order-to-cash business processes with our purchasing and production functions. This has allowed better financial reporting as well as a more accurate inventory of raw materials and finished goods."

Jennifer Homann, Chief Operating Officer, Bethyl Laboratories Inc.

QUICK FACTS

Company
- Name: Bethyl Laboratories Inc.
- Location: Montgomery, Texas
- Industry: Life sciences
- Products and services: Biotechnology and biopharmaceuticals
- Revenue: About US$20 million
- Employees: 50
- Web site: www.bethyl.com
- Implementation partner: Bokanyi Consulting Inc.

Challenges and Opportunities
- Overcome IT limitations
- Address deficiencies in the processes for month-end reporting, product costing, purchase order processing, credits, and returns
- Make data more accessible across the organization

Objectives
- Streamline business processes and eliminate manual activities
- Integrate common master data
- Improve reporting and accuracy of data across the business
- Implement a scalable and flexible solution that will support future growth

SAP® Solutions and Services
- SAP® Business All-in-One solution
- SAP Interactive Forms software by Adobe

Implementation Highlights
- Successful train-the-trainer program
- More than 30 users now using SAP software
- Phase 1: implementation of 3 components completed in 12 weeks
- Stabilization quickly achieved
- Phase 2: implementation of 3 components started just 1.5 months after live operation of Phase 1
- Phase 2 completed in 4 months, including implementation of SAP Interactive Forms

Why SAP
- Software tailored to meet company's business requirements
- Scalable and flexible solutions that support future growth
- Highly effective implementation and support services from the implementation partner

Benefits
- More effective and more streamlined operation
- Access to accurate data across the organization
- Improved reporting and inventory visibility
- More efficient animal management
- Improvements in order-to-cash cycle time

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