



# Future Ready Enterprise Technology

Comprehensive SAP-based Solution for the  
Pharmaceutical & Life Sciences Industries

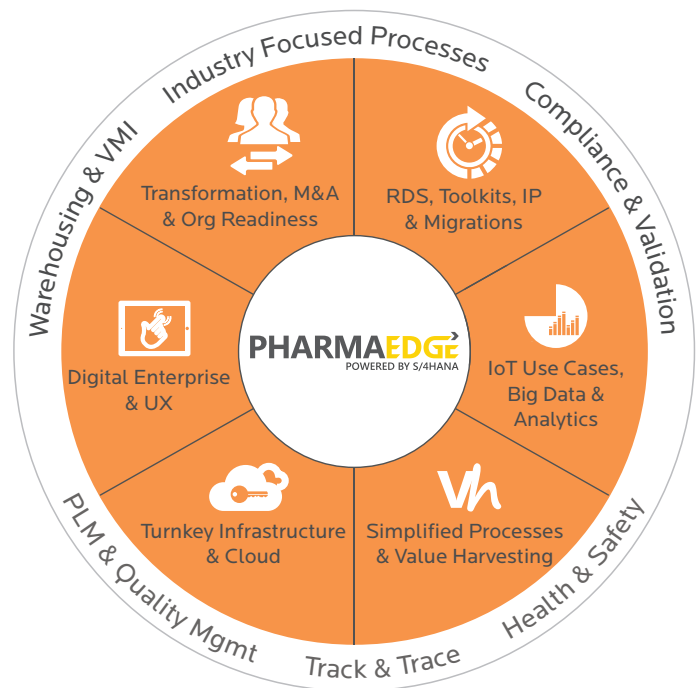
# Future Ready Enterprise Technology PharmaEDGE

## Business Overview

For 20+ years Birlasoft has been at the forefront in driving business innovation with cutting edge technology. Our business strategies allow organizations to adapt to today's ever changing and connected IT landscape. Our strategy demonstrates our completeness of vision, product life cycle management, clubbed with support for maximum sustainability and future growth. Our approach lies within co-creating best-in-class solutions that meet all your business needs.

One of the prime challenges of the Pharmaceuticals industry and our clients has been rapid changes in regulations and legislations. Birlasoft addresses this by way of incorporating a robust implementation plan accounting for such large scale changes impacting the entire implementation and processes. In consultation with SAP and industry experts we stay ahead of the curve and have proactively incorporated changes like CAPA reporting, FDR reporting and DEA checks for some of our clients.

**PharmaEdge** Solution for the Pharmaceuticals industry provides an accelerated solution to meeting the core ERP functionality for companies across the industry including Liquid Formulations, Solid Formulations manufacturers, Clinical Trails, Sellers & Resellers. The solution supports core business processes such as finance, order-to-cash, procure-to-pay, as well as unique requirements across Revenue Recognition, Contract Manufacturing, Make-to-order, Serialization, 3PL Integration, and Track & Trace (Recalls, Genealogy).



# Business Benefits of PharmaEDGE



Bulk Drug  
Manufacturers



Liquid Formulations



Solid Formulations



Pharma R&D Labs



Drug Marketing &  
Sample Management



Clinical Trial labs



Drug - Wholesalers \  
Distributors

## Enablement of seamless Sales, Service & Contract Processes

- Contract manufacturing processes integrated to internal supply chain
- 360 degrees visibility of all assets, expired contracts, expiring contracts and quotes
- Multi-tiered inventory visibility and component visibility
- Fulfillment tracking through 3PL connections and drop shipment capabilities
- Robust Complaints & Returns management
- Comprehensive Batch Genealogy & Recall process
- Integrated CGMP & federal reporting process
- Advanced Track & Trace

## Increase revenue and customer satisfaction with collaborative sales processes and rapid demand response

- Real-time capable-to-promise (CTP) system and backlog management
- Revenue Recognition with bundled hardware and software sales
- Project driven sales win and collaborative sales processes
- Service order, deployment, Warranty and contract integration
- Returns & Sample management
- Service Notification through Repairs process

## Key Features

- Robust Contract Manufacturing
- Bulk Manufacturing with\wo PI sheets
- VMI – vendor managed inventory
- Intercompany sales & transfer pricing
- Variant Configurations – formulation strengths
- Advanced track n trace
- Regulatory compliance, reporting
- Patents, IP & Royalty Management
- Serialization & RFID integration

## Automated, real-time financial and order processes to increase efficiency

- Robust automated revenue recognition infrastructure
- Out-of-the-box deferred revenue calculations tied to orders, projects, or VSOE bundling
- Management of contracts, pricing, licensing and service terms Configuration management

## Proactive Management of risk and compliance

- Visibility and monitoring of compliance – SOX,
- VSOE, IFRS
- Visibility to KPI performance at all levels
- Reduced cost of compliance/audits
- Validation

## Big Data Ready

- Cut data processing time from weeks to minutes with SAP HANA

## Completely Mobile

- Mobile infrastructure – pre-configured business apps for all platforms and centralized device management capabilities

# A Turnkey, Rapid & Fully Featured ERP That Works The Way You Do

## BI and Dashboards

- Comprehensive methodware with components including SAP BW, SAP Business Objects, SAP Business Objects Planning and Consolidation and GRC solutions.
- Custom Dashboards for multiple - users (C-suite & business leadership)
- Personalized, drag-and-drop functionality, interactive gauges, charts, and widgets for instant access to clear, understandable metrics.

## Birlasoft Simple: SAP Hybris eCommerce & CPQ

- B2B Accelerators RDS
- Dealer Portal & Guided Selling
- (CPQ)- Configure Price & Quote, (VC) Variant Configuration
- UX Design/Usability

## SuccessFactors (SFSF)

Leverage Birlasoft's multi-certified consultants and experience with over 900 SFSF projects to optimize your HCM solution across Employee Central, eBIZ modules, Benefits and Payroll.

## Organizational Change Readiness

- OCM Program Planning
- Organizational Readiness/Risk Analysis
- Attrition Risk Assessment
- Staff Skills & Competencies Assessment
- Integrated Training & Development Programs

## StratosM&A Approach: Birlasoft M&A Value Driven Integration Approach

- Birlasoft's M&A Delivery Methodology
- Org Readiness for M&A
- Birlasoft IP, Tools, Templates, Accelerators
- Risk Management & Governance Approach
- Heat Map Process Analysis for various LOB's

## Transformational AMS

Birlasoft Managed Services encompasses traditional AMS to transform and drive value in the business. We offer a mature yet flexible delivery model that provides average TCO savings of 30 – 40% over the life of the engagement.

- Mobility & UX Fiori
- Custom Applications
- SRM
- SNC
- FSCM
- PLM
- Fiori Cloud
- StratosCollaborate
- Customer
- Ariba
- Hybris
- Social
- StratosCRM
- SuccessFactors
- SCM - APO

<p><b>Opportunity to Cash</b> Account Mgmt.   Global Trade Services Marketing Opportunity Mgmt.   Order Processing</p>	<p><b>Record to Report</b> Asset Accounting   Cost Mgmt.   Enterprise Performance Mgmt.   Financial Closing &amp; Consolidation   Financial Supply Chain</p>
--	--

<p><b>Product Lifecycle Mgmt.</b> Product Development Strategy   Manage Innovation Program Management</p>	<p><b>Service Management</b> Customer Service Service Delivery Service Sales &amp; Marketing</p>	<p><b>Procure to Pay</b> Contact Mgmt.   Operational Procurement   Strategic Sourcing Supplier Management</p>
---	--	---

**Supply to Market**  
Inventory Optimization | Logistic Execution | Operations Execution | Operations

<b>Accounting, Logistics &amp; HR</b>	<b>Reports for Accounting &amp; Logistics</b>
---------------------------------------	---

<b>SAP ERP Central Component</b>	<b>SAP Business Objects</b>
----------------------------------	-----------------------------

			
Telecom & Network Appliances	Semicon & Fabless	Embedded Software	Electronics & Components

**HANA** BW & Suite on HANA • HANA Live • Sybase • HANA Apps • Non-SAP/Text Data/Hadoop

**Implement** Upgrade • Global Rollout • Migration • M&A &D • AMS

**POWERED BY SAP NetWeaver™**

SOA Management	MDM	Portal / Content Management	Business Warehouse
Integration Management	Security & Identity Management	Business Process Management	Mobile Infrastructure

### SAP S/4HANA

As a recognized HANA leader, Birlasoft's S/4HANA experience, with multiple customers, certified HANA experts and proven tools can help you transform your business and execute the S/4 HANA roadmap. Whether for ECC, S/4, Migrations, HANA EDW reporting or HANA Apps to manage Non-SAP and Unstructured Data with Hadoop integration.

### Vh- Value Harvesting™

- Simplify and gain more value from current Enterprise Systems
- Identify KPI's and utilize Birlasoft monitoring tools to analyze business process with Industry Standards/guidelines
- Build Processes/Solutions to achieve target KPI's

### Data Manager Tool

- Migrate JDE to SAP, Oracle to SAP, QAD to SAP)  
Powerful data profiling engine
- Identify duplicate records
- Real time address validation powered by Google
- Onscreen and batch data validation
- Option for real time data load simulation

### ERP

- Best-of-breed processes for Product Lifecycle Management, Supply-to-market, Record-to-report, Opportunity-to-cash, Procure-to-pay, Quality Management, Plant Maintenance and Revenue Recognition with bundled HW/SW sales
- Contract manufacturing processes integrated to internal supply chain
- Diverse Mix of Channels, CM, 3PL, OEMs
- Multi-tiered Inventory visibility and Price Protection
- Supports flexible manufacturing processes including make-to-stock, make-to-order, configure-to-order, or engineer-to-order
- Fulfillment tracking through 3PL connections and drop shipment capabilities
- Service Management (Repairs, Returns, Claims and Warranty) capabilities
- Configurable roles, processes and applications
- Improved usability - using SAP's NetWeaver Business Client (NWBC) as standard front-end
- Over 70 Pre-developed deliverable templates
- Implementation accelerators: 95+ SAP Best Practice Scenarios and over 60 additional value added scenarios configured
- Turn Key and Rapid Deployment ready
- Deployable on-premise, private cloud, public cloud or hybrid environments

## Rapid Deployment Solutions (RDS)

PharmaEDGE can be rapidly deployed as an on-premise solution in as little as 12-24 weeks or can be creatively financed through a hybrid or pure cloud SaaS model in our Tier-1 data centers. Birlasoft's deep SAP and industry domain expertise offers proven tools and proprietary integration accelerators to ensure a rapid and smooth deployment. PharmaEDGE comes "ready-to-run" on day one.

**DEPLOY  
FASTER**

- Birlasoft Workbench
- Estimation Tool
- Track Tool
- Smart Convert Tool
- Analyzer Tool
- Master Data Templates
- Complexity Mapper



# Industry Use Cases



## Rapid Deployment & Business Process Simplification

- Industry: Life Sciences / Pharmaceuticals
- Company Size: \$1B Market Leader
- Products: Pharmaceutical Product Manufacturers
- Solution: Birlasoft Stratos M&A SAP Greenfield implementation with Birlasoft PharmaEdge RDS deployment, End to end business process of FI/CO, Sales, Manufacturing, Warehouse Mgmt., Plant Maintenance, Quality Mgmt. and Environmental Health and Safety. Supply Chain Integrity mandate in Pharma (serialization, T&T) Regulated & Validated business process mapping



## M&A Transformation, HANA Value Roadmap, Maximize Value Realization

- Industry: Life Sciences / Pharmaceuticals
- Company Size: \$4B+ Global Leader
- Products: specialty pharmaceuticals, active pharmaceutical ingredients, contrast products and radiopharmaceuticals
- Solution: Birlasoft StratosM&A, Birlasoft HANA Toolkit – HANAtization & Roadmap, Process Innovation, HANA Live SAP Mobile Platform with offline capability Revenue, Cost & Expense Analytics & Simple Finance



## Compliance & Regulatory Framework with SAP

- Industry: Life Sciences / Pharmaceuticals
- Company Size: \$23B Global Leader
- Products: Generic, brand and biologic pharmaceutical products
- Solution: Compliance with legal regulations implementation with SAP GRC, Eliminate the disparate manual activities and fragmented technologies that increase the cost and complexity of GRC, Total Audit Management with audit trails for internal & external audit SAP GRC Access Control 5.2 SAP ECC 6.0



## M&A Transformation, HANA Value Roadmap, Maximize Value Realization

- Industry: Lifesciences
- Company size: \$4B+ USD
- Solution: Birlasoft StratosM&A, Birlasoft HANA Toolkit with Value Harvesting, ECC SoH

 Discover more **Birlasoft** use cases



# Discover PharmaEDGE in 3 Easy Steps...

1

## Expert Virtual Roundtable

Your team gathers every week to discuss key issues. Invite Birlasoft experts to your call. We'll offer valuable insight into best practices, research and how other companies have gone from "good to great".



2

## Value Harvesting Workshop

Birlasoft will come on-site with experienced experts to deliver a free value assessment workshop. We'll provide a roadmap and solution scope using your data. You may find out that partnering with us can pay for itself in just a few months.



3

## Delivery Proposal

Birlasoft will provide a no obligation proposal to get you up and running in as little as 8-16 weeks with minimal upfront cost.

1900+  
SAP  
Consultants

Serviced Over  
300 SAP  
Customers

Customers  
Across 25+  
Countries

7 Global  
Delivery Centers  
& 34 Offices



**Awards & Recognition**  
SAP Impact Award Winner  
Top 10 SAP Ranked Partner

**Gartner**  
Top 20 SAP  
Implementation  
Providers

**IDC**  
Marketscape HANA  
Leader-Utilities 2015  
Manufacturing 2016

**hybris**  
Hybris Award 2015  
Newcomer of the Year



**successfactors**  
An SAP Company  
CONSULTING PARTNER



RESOURCES

SAP@birlasoft.com | birlasoft.com

## Enterprise to the Power of Digital™

Birlasoft combines the power of domain, enterprise and digital technologies to reimagine business processes for customers and their ecosystem. Its consultative and design thinking approach makes societies more productive by helping customers run businesses. As part of the multibillion diversified CK Birla Group, Birlasoft with its 10,000 engineers, is committed to continuing our 150 year heritage of building sustainable communities.