



## **Client profile**

Established as an independent generic pharmaceutical company in the year 2000. It is one of the very few generic pharmaceutical companies in UK who is dedicatedly carrying out research with the intention to enhance the quality of healthcare at affordable cost across the world.

It completely believes that the supply of medicine is very vital to the society and is constantly working on to reduce lead time and be the first to reach JIT supply concept in the UK.

## **Business situation**

The generic pharmaceutical industry delivers a significant contribution to the UK economy and the population as a whole but is in the throes of major change. Because in this digital, global, highly competitive and constrained revenue environment managing the cost of goods sold (COGS) and improving operational performance in the future will set companies apart from their rivals. That's not possible without redesigning the supply chain and in the future only those companies will survive who will master into it.

## **Business complexities at a glance**

The pharmaceutical industry is the pioneer industry for implementing IT solutions and service to increase productivity, transparency and control but still major chunk of industry is still following traditional or manual systems and encounter various roadblocks and complexities like:

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- Ineffective inventory handling resulted into shortages or wastages
- Assumption based demand forecasting and planning
- Huge gap between budgeted v/s actual
- Unable to track secondary sales
- Manual order management leads delay in order processing and final delivery
- Unable to track order status
- Ineffective and inefficient quality control practices
- Error prone /time and effort consuming
- Delay in payment cycle
- Unable to present dynamic graphical findings

So our client decided to adopt PharmaNET based on its huge domain knowledge, expertise and tested & trusted by top global brands, to automate its supply chain practices to gain competitive advantage over its rivals.

## **Solution overview**

PharmaNET is a dynamic web based platform which is providing end-to-end supply chain solutions empowered our client to rejuvenated its age old supply chain practices and recreated leaner supply chain.

## **Sales & distribution**

PharmaNET sales & distribution module streamlined, integrated and simplified the complex distribution practices of our client.

- Effective purchase order management
- Fast order processing via EDI with the ability to edit or cancel any time
- Speed up sales return processing
- Ability to integrate with any third party warehouse
- Real time business insights through various reports

## **Quality management**

According to MHRA any product which is importing in UK from any other country outside of Europe needs to go through quality measures which reassures its effectiveness. PharmaNET automated the complete quality practice life cycle starting from quarantine, sampling, generating Test Request Forms and sending it to Laboratories, Importing (COA) certification of analysis, issuing electronically signed (BRC) batch release certificate by QPs with and movement of goods to prime location.

- Shipment Specific Sampling
- TRF
- Certificate of analysis (COA) upload
- Batch release certificate (BRC) release/rejected
- Tracking stock movement between locations
- Auto tagging of COA and BRC along with invoices sent via system

## **Inventory management**

PharmaNET enhanced its inventory visibility and ensures inventory optimization.

- Effective management of GTN/GRN
- Effective management of stock adjustment note
- Easy item search and selective physical count
- Stock reconciliation between third party warehouse system and PharmaNET System

## **Receivable management**

PharmaNET speed up and smoothen the payment recovery cycle and enhanced transparency and control.

- Effective management of debit /credit notes
- Effective credit risk management
- Effective management of currency conversion for dealing with multiple countries
- Sending electronic copy of invoices with COA and BRC Copies

## Benefits derived

- Quick order processing
- Speed up time to market
- Save time/cost and effort
- Enhanced transparency, quality and productivity
- Real time tracking of secondary sales
- Staying ahead of the compliance and regulatory curve
- Real time end-to-end inventory visibility
- Accelerate payment recovery cycle
- Real time business intelligence reports
- Helps top management in strategy building

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