

Streamline your order processing cycle with PharmaNET

Client introduction

The client is a well – known manufacture of medicines since last many decades and is one of the largest pharmaceutical manufacture of India. The company has its global presence across the globe like Asia-Pacific, USA, Europe & Australia.

Business challenge

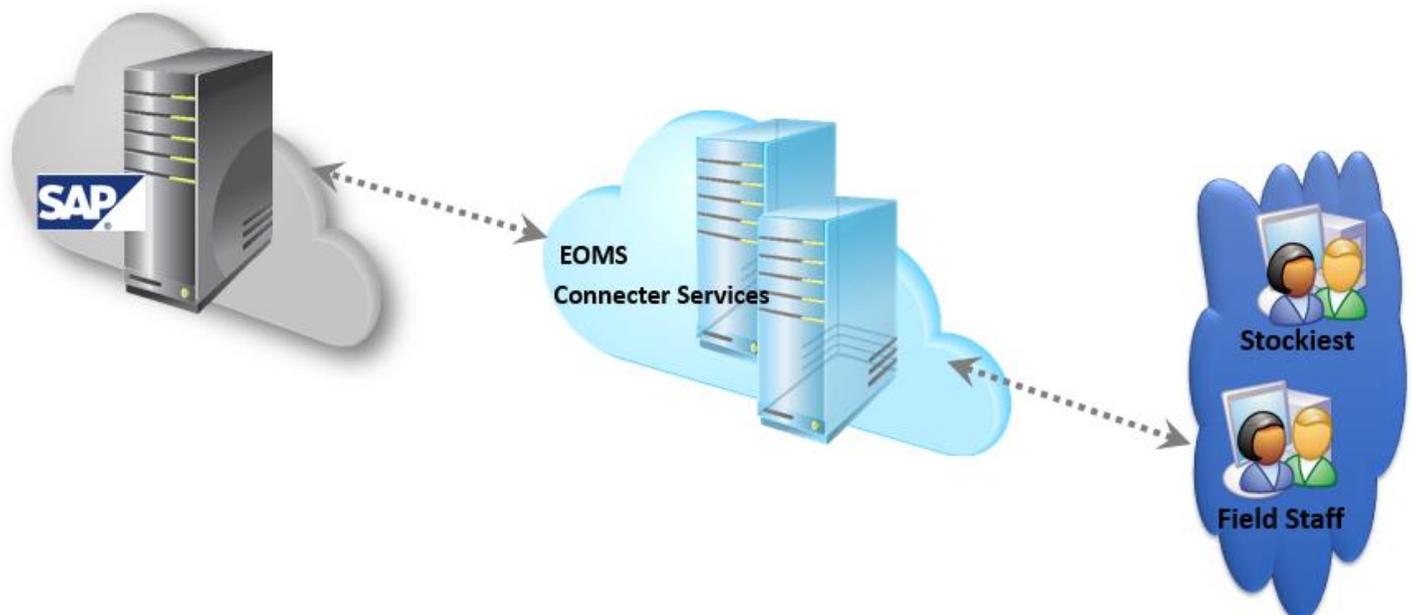
- 5000+ Filed Staff and 120+ stocking points world wide
- Reaching to more than 15000+ stockiest/retailer/chemist
- Operation in 15+ countries
- Inaccurate order promise dates
- Escalating supply chain and IT cost around order fulfillment
- Diverse mix of suppliers
- Inability to get global view of orders and inventory

Solution offered

As the legacy system was not capable enough to manage the large no. of orders effectively so our electronic order management system enabled our client to manage & support large volume of sales orders globally in shortest processing cycle & track real time sales data both primarily as well as secondarily from all its subsidiaries with other benefits like:

1. Ability to integrate

PharmaNET provides seamless integration and partnerships with leading ERP systems by streamlining transactions with pharmaceutical distributors, national retailers and other trading partners helped the client to capture real time data in their legacy system and also produce numerous reports, which further helped to top management in decision making.



2. Mobility with cloud

With our mobility solution, organizations can virtualize, accelerate, and transform business with a comprehensive platform -based offering. They can build, deploy, and manage industry specific mobile apps and analytics for the entire enterprise. They can also readily deploy and support apps to multiple devices, which helped our client to process orders anytime from anywhere as per their convenience.

Outcome

Happy and satisfied customers.

3. Expansion of control:

The expansion of the existing legacy system require lot of time , money and training so we offered our web based electronic order management system which is very user friendly , dynamic and cost effective.

Outcome

- Fast and short order processing cycle
- Single order management platform for all stake holders
- (I.e. for Doctor, Retailer, Stockiest, Distributor, FSO & Line manager)
- Information on order status/dispatch status/pending orders, to users
- Elimination of inaccurate order promise dates
- 360 degree view of global sales orders

4. Approval & credit limit management system

Our EOMS can handle any approval structure and organizational hierarchy, which helped to manage customized approval processes.

EOMS also offered credit risk management by allowing the trading firm to keep details of their channel partners like credit limit, credit period, and statutory information associated with the dealer/distributor/stockist are recorded in software. Complete log history of inquiries floated on date, quantity ordered, and amendments list of quotations, responses and final order placed is maintained effortlessly in the software.

Outcome

- Effective scheme planning,
- Better receivables
- Enhance productivity.

For more details or *DEMO* please write to us at: sarjen@sarjen.com