

**Client Profile: -**

Our client is a manufacturer of tablets, capsules, liquid orals, and injections, among other drug products. It also provides a full range of life science services ranging from pre-formulations, analytical and formulation development, to scale-ups and commercial manufacturing.

The Situation: -

The company used customized applications for its management functions-such as an Oracle-based application for inventory, sales and purchases, and Tally for its financial activities. Unfortunately, these legacy systems could not cater to the company's needs due to lack of integration between its multiple processes.

The Need: -

- A single and comprehensive solution to integrate all processes of the company.
- To ensure better control over focal areas.
- To eliminate process lapses.
- To facilitate online reporting.
- To eliminate data redundancy.

The core requirement was to have a system in place that supports the best business practices of the Lifesciences sector thereby enabling them to align and integrate their business processes.

The Solution:

The **B2B LIFT** team first customized the inventory, manufacturing and Quality Control processes, with an add-on module for purchases and payables. In addition to the product customization, two new feature called Yield Management and Loan Licensing were developed for the manufacturing and inventory modules.

The Gain : -

- Integration of processes
- Elimination of duplication of work.
- Superior inventory control, and control over wastages
- Faster and improved data flow.
- Tighter financial control.
- Quality service to customers.
- Improvement of Employee satisfaction and retention rates
- Improvement in Better Business Practices
- Faster Return On Investment

A Branded product with low total cost of ownership.



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