birlasoft

# Transform Biopharma Operations for Rapid Growth with Oracle ERP Cloud

Comprehensive Oracle ERP Cloud Based Solution
for Biotech and Pharmaceutical Companies
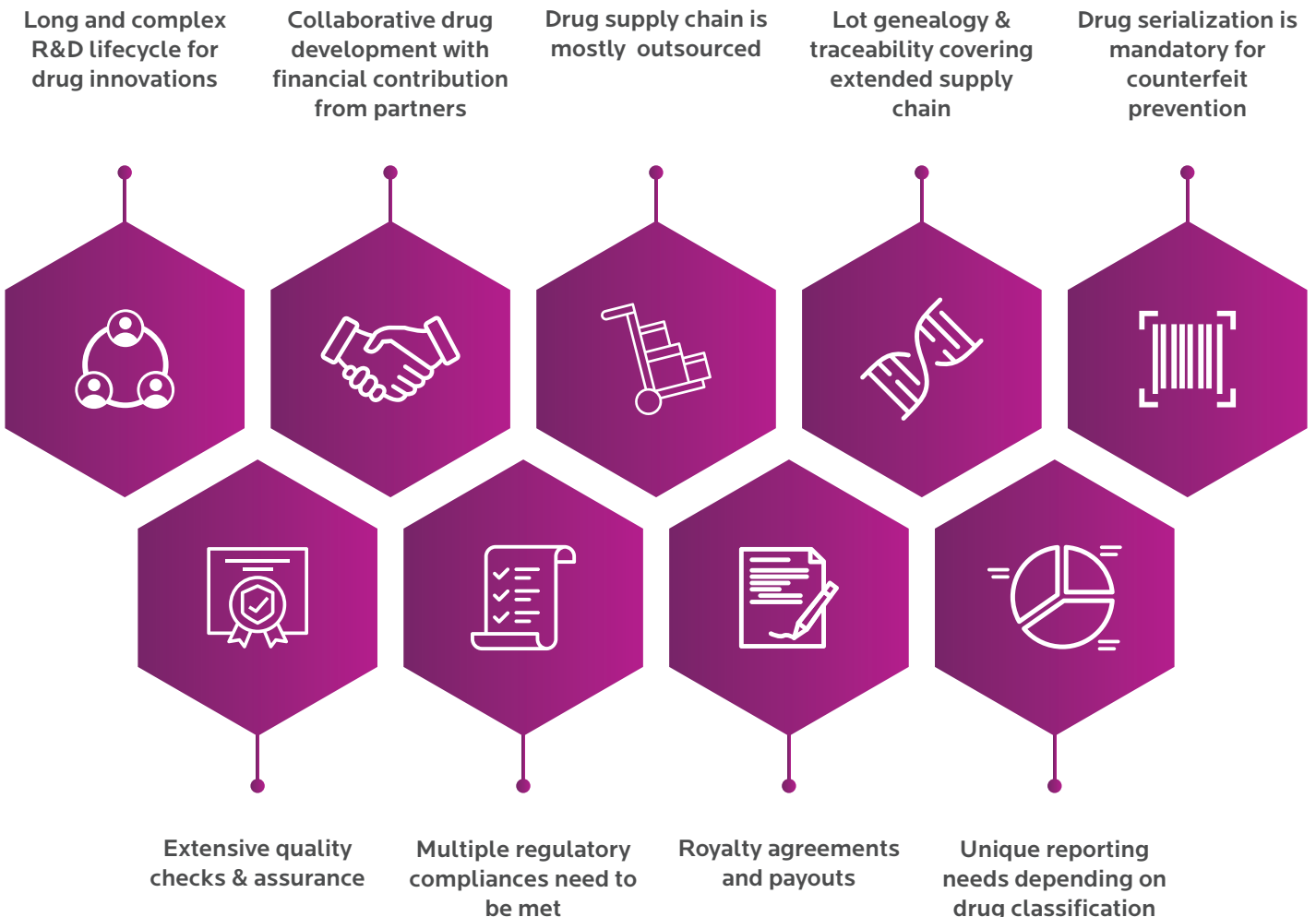
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# Oracle ERP Cloud for Biopharma - Delivered by Birlasoft

## 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 commitment to delivering value to the industry with the most technologically advanced solutions from visionary leading solution providers to support our customers in their pursuit of maximum sustainability, growth and differentiated customer experience.

A significant challenge in the biopharmaceutical industry has been ongoing changes in global regulations. Birlasoft addresses this by way of incorporating a a robust implementation plan, accounting for computer system assurance / GxP validation and organizational change management to account for the significant changes that will impact the implementation and business processes. In consultation with Oracle Cloud and industry experts we stay ahead of the curve. Our solution provides outsourced, automated testing with hundreds of up-to-date scripts for Oracle ERP Cloud to help regulated companies in the biopharma space efficiently keep up with the software assuance process associated with quarterly SaaS updates.

### *We Understand Your Requirements*

| Long and complex R&D lifecycle for drug innovations | Collaborative drug development with financial contribution from partners | Drug supply chain is mostly outsourced | Lot genealogy & traceability covering extended supply chain | Drug serialization is mandatory for counterfeit prevention |
| --- | --- | --- | --- | --- |



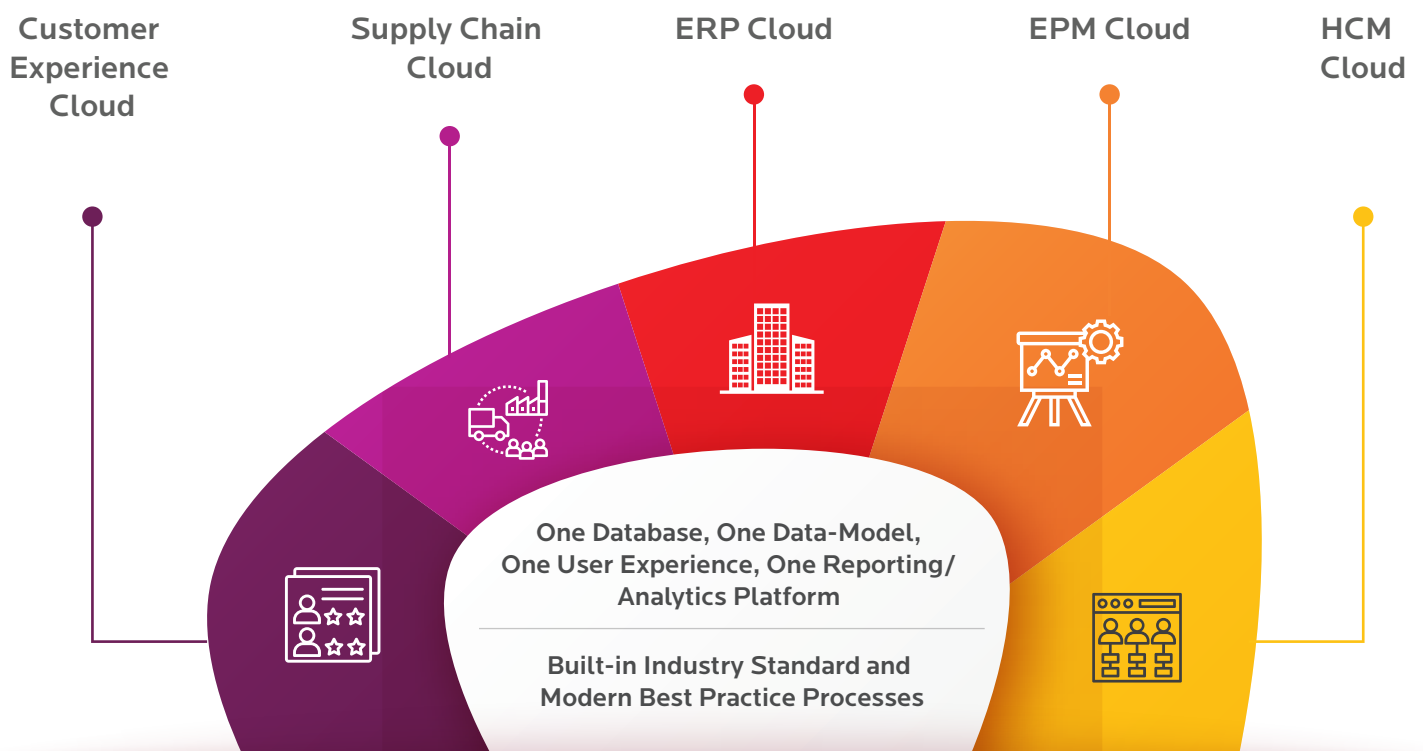| Extensive quality checks & assurance | Multiple regulatory compliances need to be met | Royalty agreements and payouts | Unique reporting needs depending on drug classification |
| --- | --- | --- | --- |

Our Oracle Cloud based solution provides accelerated deployment to meet the core ERP functionality for companies across the pharmaceutical industry including in-house manufacturers, virtual manufacturers, contract research/development/manufacturing organizations.

The solution supports core business processes such as finance, order-to-cash, procure-to-pay, project and portfolio management, as well as unique requirements across revenue recognition, contract manufacturing, make-to-order, serialization, 3PL integration, and track & trace (recalls, genealogy).

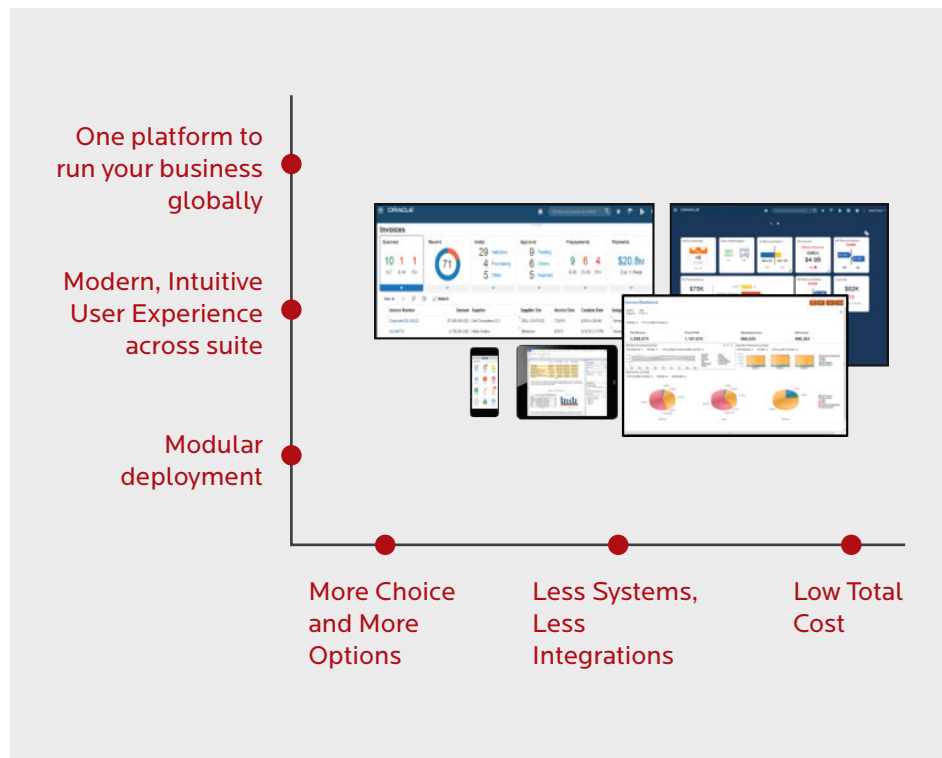# Comprehensive and Integrated Solution for Biopharma Industry

Our integrated solution offers a seamless single pane of glass to run the entire business globally using a single homogenous platform. It provides simple and cost-efficient process model. Being a specialized solution, it natively addresses recipe & formulation management and integrates your operations with suppliers and partners to provide complete product traceability. This way, our solution helps manufacturers streamline their entire operations and take proactive, informed decisions to adapt quickly in an increasingly competitive global market.

Customer Experience Cloud        Supply Chain Cloud        ERP Cloud        EPM Cloud        HCM Cloud



One Database, One Data-Model, One User Experience, One Reporting/ Analytics Platform

Built-in Industry Standard and Modern Best Practice Processes

The solution is specifically designed to enhance the quality, consistency, and speed to deliver drugs to market. It ensures that the costs are under check through reduced wastage, optimum material utilization and inventory management. Best practices are embedded in the solution so that the manufacturers ensure absolute compliance to the stringent regulations. In addition, elimination of risk by delivering safer products of superior quality at the right price and right time has been given paramount importance in our solution.
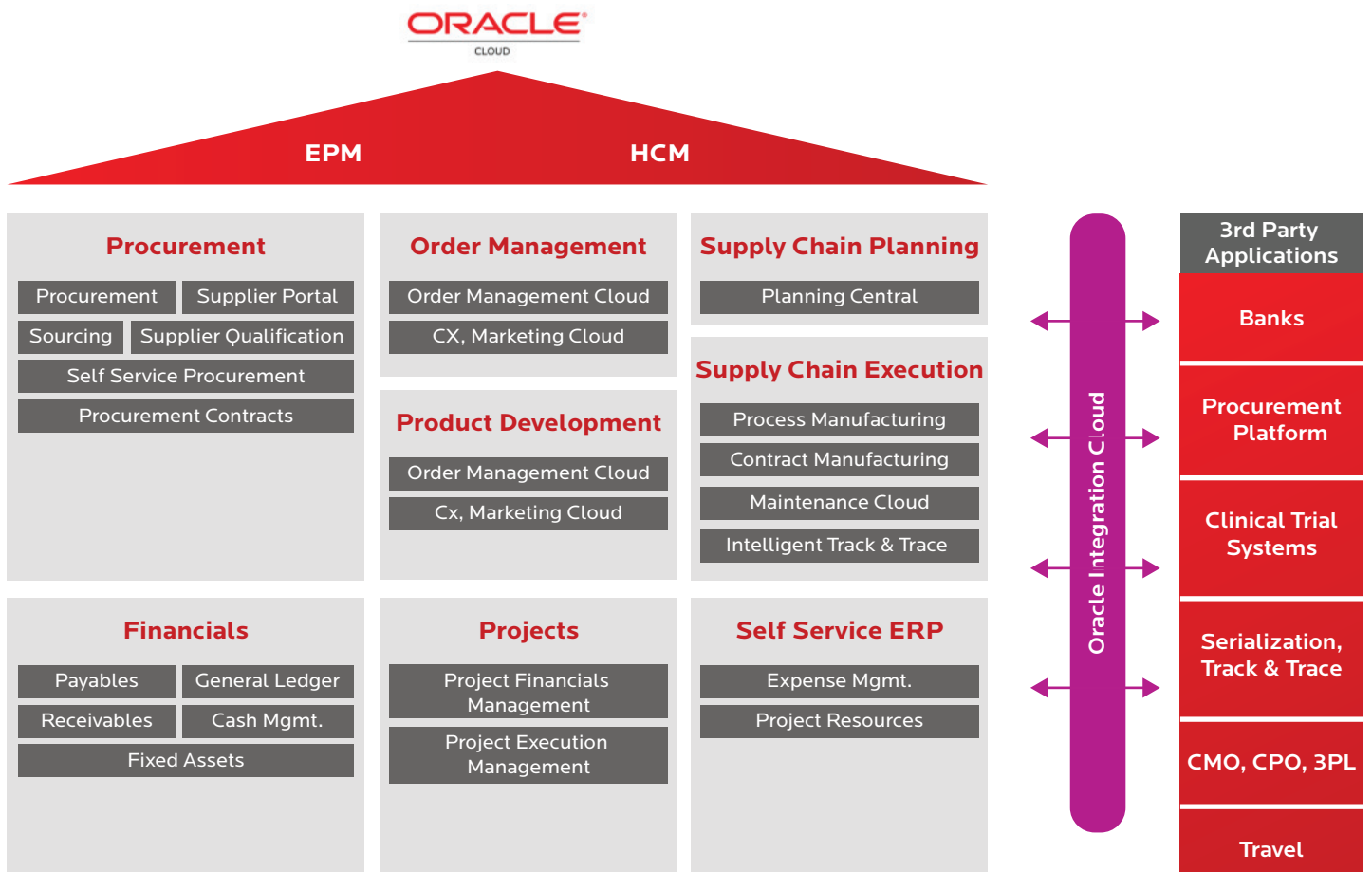
With the Oracle solution, new products can be introduced to market faster and quicker corrective actions can be taken to avoid adverse quality and cost implications. It also enables real-time batch monitoring to make accurate business decisions while ensuring recipe security from potential IP thefts.

With the modernized systems, pharma companies can now respond quickly to customer demands by smoothing operational process flow to enhance profits. The solution provides graphical bi-directional lot genealogy views to quickly identify the scope and source of material issues from raw material through to customer shipments.
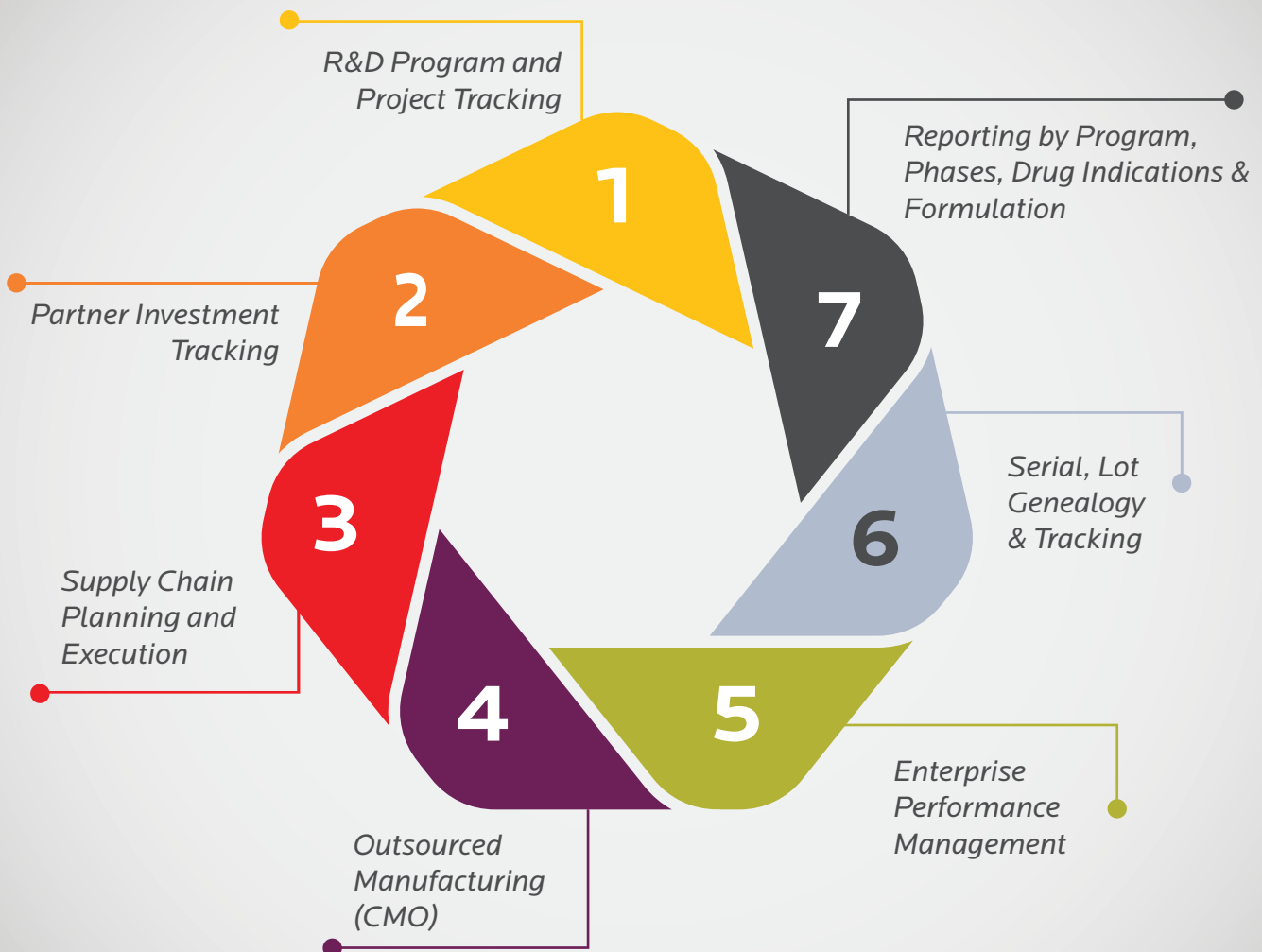
One platform to run your business globally

Modern, Intuitive User Experience across suite

Modular deployment

More Choice and More Options

Less Systems, Less Integrations

Low Total Cost

# Oracle ERP Cloud for Biopharma Industry

## Oracle ERP Cloud: A Modern & Integrated Solution

ORACLE®
CLOUD

EPM                    HCM

### Procurement
| Procurement | Supplier Portal |
| Sourcing | Supplier Qualification |
| Self Service Procurement | |
| Procurement Contracts | |

### Order Management
Order Management Cloud
CX, Marketing Cloud

### Product Development
Order Management Cloud
Cx, Marketing Cloud

### Supply Chain Planning
Planning Central

### Supply Chain Execution
Process Manufacturing
Contract Manufacturing
Maintenance Cloud
Intelligent Track & Trace

### Financials
| Payables | General Ledger |
| Receivables | Cash Mgmt. |
| Fixed Assets | |

### Projects
Project Financials Management
Project Execution Management

### Self Service ERP
Expense Mgmt.
Project Resources

Oracle Integration Cloud

### 3rd Party Applications
Banks

Procurement Platform

Clinical Trial Systems

Serialization, Track & Trace

CMO, CPO, 3PL

Travel

# Key Solution Features

Our solution supports all of the core business processes in a pharmaceutical company such as finance, order-to-cash, procure-to-pay etc. It also factors-in the unique requirements across revenue recognition, contract manufacturing, make-to-order, serialization, 3PL integration, and track & trace (recalls, genealogy) and more.

1. R&D Program and Project Tracking
2. Partner Investment Tracking
3. Supply Chain Planning and Execution
4. Outsourced Manufacturing (CMO)
5. Enterprise Performance Management
6. Serial, Lot Genealogy & Tracking
7. Reporting by Program, Phases, Drug Indications & Formulation

# Case Studies

## Multiple Life Sciences Companies Have Chosen Oracle ERP Cloud and Birlasoft

### Biopharma Company in North America

**Leading Biopharma company in North America achieves high operational efficiencies and accelerated time to market**

- Global taxonomy and global processes with single source of truth for Item
- Reusable objects and repeatable process for on-boarding new legacy systems.
- Data governance & business rules
- Interface to JD Edwards and SAP ERP using Birlasoft iLink adapter
- High operational efficiencies achieved with batch imports, rules, workflows etc.
- Accelerated time to market by Streamlining on-boarding of items using workflows
- Reduced cycle time for on-boarding new companies item data during M&A

### Biopharma Company in Europe

**Biopharma Company in Belgium integrates multiple 3rd party systems and digitizes end to end operations**

- End to end visibility to operations including extended supply chain covering CMO, CPO and 3PL
- Regulatory compliance and necessary digital records for CFR Part 11/EMA
- Digitization of budgets and spend tracking against R&D activities
- Application footprint – Oracle ERP Cloud (finance & projects), procurement, order management, product development,  supply chain execution, supply chain planning cloud
- Integration of multiple 3rd party systems including serialization, track & trace, CMO, CPO and 3PL through Oracle Integration Cloud

## Biopharma Company in Asia Pacific

**Leading APAC Biopharma company builds a single source of truth for data with 360 degree view**

- Central repository of products data providing 360 degree view
- Global taxonomy and global processes with single source of truth for item
- Best practices, data governance & business rules
- Interface to Sales Force Automation (SFA) and Configure Price Quote (CPQ) through Integration Cloud Service (ICS)
- Automated data migration from SAP to MDM
- Integrated with Digital Sales Solution (DSS) systems i.e. SFA and CPQ through ICS
- Additional business attributes defined in CDH using custom objects and custom fields which were not available out of box

## Biopharma Company in India

**Large Indian Biopharma company standardizes and automates processes**

- Standardized and automated process using advance container/truck booking and tracking, shipment document upload and checklist maintenance, ad-hoc cost approval
- Centralized system to manage shipments
- Ad-hoc cost - approval mechanism
- Bulk document upload
- EBS packing list to order conversation, shipping document management, cost allocation of the shipment having orders from different business unit to respective GLs only

# Beyond Oracle Cloud Solution | A Smarter Digital Pharma Business

## Our Value Proposition

Our solution comprises of a suite of proprietary tools and accelerators that enable an aspiring modern Pharmaceutical company to keep evolving further into the digital space to grow business by streamlining operations, increasing customer satisfaction, achieving operational efficiencies and yet be compliant with the best practices, standards and regulations.

## Service

Touchless Adverse Event Processing, Realtime Service Excellence, Service 360, SmartGlass Enabled AR Field Service

## Manufacturing & Quality

MES, eBR, Industry 4.0 The Connected Plant, Predictive Maintenance, SaaS computer software assurance (GxP validation), Augmented Reality Shop Floor Collaboration, Bi-Directional Lot Genealogy, Potency Management,

## Supply Chain

KwikPick™ SmartGlass AR Picking Solution, Global Trade & Transportation Management, Pharma Serialization, Track & Trace, Value Chain Collaboration, DaaS Enterprise Data Quality, Supplier Risk Assessment

## VALUE Proposition

## Research & Development

Big data analytics to improve clinical trial performance, Product development, G&C, Global Product Registration, PLM Consolidation, AKOYA Strategic Sourcing, Pharmacovigilance (Adverse Event Signal Detection and Reporting), Application Lifecycle Management

## Sales & Marketing

Wearable Apps for Patient Monitoring, Customer Experience Analysis, Tru360 Digital Maturity Assessment, TruCX, CRM Partnerships

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## 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-dollar diversified The CK Birla Group, Birlasoft with its 10,000 engineers, is committed to continuing our 158-year heritage of building sustainable communities.