

# Effective Global SAP Deployment Programs in Life Sciences



**HCL**

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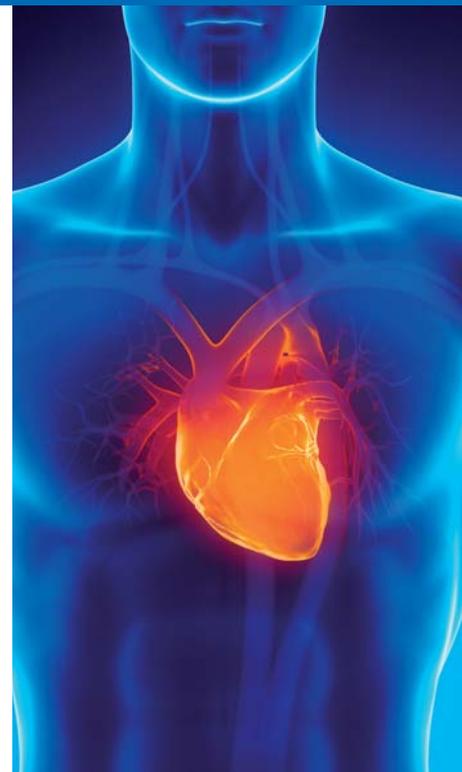
## Today's Challenges

Life sciences companies are facing multiple pressures, including patent expiry, the time and cost of bringing new products to market, and increased competition from generics who are scaling and, or, specializing. Technology is of even greater importance to successful life sciences companies, driving speed and flexibility while reducing operational cost.

## How Can HCL Help?

HCL has 35 years of experience in life sciences with over 1,200 consultants dedicated to this sector. Our customers include 7 out of the top 10 medical devices companies and 9 of the top 15 global pharmaceuticals companies.

HCL helps its customers improve across the life science's value chain – from preclinical trials to payer – and across the complete technology lifecycle – from strategy to operations. Reducing supply chain cost and increasing flexibility is a priority of many of our customers. To achieve this, we design and deploy global systems – and accelerate the timescales to maximize the business benefits and also minimize risk.



## Our Proposition...

Many of our new customers were either analyzing a multi-national SAP program, or analyzing how to keep the project on track. Therefore we have developed an assessment process to support such analysis.

### 'Effective Global Deployment' Assessment

We are offering a complimentary assessment tailored around your specific requirements to effectively deploy SAP and achieve the expected business benefits.

The assessment has been designed to:

- Start with your business and IT objectives, and the issues and risks you see
- Bring HCL's experience of multi-national SAP deployment to identify options to achieve your objectives
- Provide a management-level summary of the options and recommendations, key actions and risks. For many customers an outline business case is also provided.

The assessment will be discussed and customized around your requirements to ensure it focuses on your specific challenges and questions, and your company achieves maximum value from the process.

## The HCL Difference

HCL has the experience, tools and accelerators to deliver rapid business improvements. For example:

### Life Sciences Domain Knowledge

HCL provides over 1,000 SAP experts globally with life sciences experience, delivering SAP global implementations. Uniquely, we bring deep expertise to work locally with the customer supported by an integrated offshore delivery model.

### Life Sciences Template

HCL's Life Sciences template includes the core business process of a life sciences company. Taking a template-based approach reduces project timescales, costs and risks. This template is built on the latest version of SAP, exploiting the latest functionality from SAP.

### Industrialized Deployment

HCL's unique approach to structuring a deployment reduces the timescales, cost and risk of large deployment programs. This leading approach has been proven with multiple life sciences companies.

### Value-Driven

Our methodology is built around value realization which enables customers to define a true business-case, achieve the maximum value of their technology investment benefit, and demonstrate tangible outcomes by focusing on specific business challenges identified and agreed from the project outset.

# Case Study

## Global Diagnostic Enterprise

### The Client

The customer is an amalgamation of several leading diagnostic and health management companies with expertise in more than 100 different disease categories with annual turnover exceeding \$2bn.

Following a series of strategic acquisitions the customer has expanded into additional medical areas and now manages an impressive product portfolio. These products and service offerings range from lab-based diagnostics to in-home monitoring solutions.

### The Problem

The customer had grown rapidly by acquisition and this had created an increasingly complex and fragmented operating model. This was driving up cost and reducing agility. To achieve a step-change in performance, SAP was to be globally deployed to ensure globally consistent and simpler ways of working.

### How HCL Helped

HCL was the prime contractor for the program, and took broad responsibility for the deployment of the comprehensive solution which was built round SAP but included Oracle, MES applications, PLM, collaboration tools and databases. HCL was involved in all aspects of the program, from program management to build & test, from change & training to application support.

HCL's accelerated deployment approach was adopted to deploy to more countries in shorter timescales. A key part of this was a "Factory Assessment" phase ahead of factory deployment to ensure that there was streamline integration during the deployment. Also, there was significant data standardization due to the new manufacturing models.

### The Benefits

The rapid deployment and roll-out of the integrated SAP solution to 12 manufacturing sites globally in 18 months was to time and budget.

This was a major enabler of benefits for the business, including: shared services; supply chain rationalization; tax efficient supply chain model; leveraging product / customer synergies in co-marketing, pricing and promotion; and improved performance reporting and comparisons of factory efficiency.

Looking forward, this is then a platform for effective integration of future acquisitions into the existing supply chain and IT infrastructure.



## The Next Step

HCL invites you to undertake our free *Effective Global Deployment Assessment* to help your analysis of the right approach for multi-national deployments in your company.

# About HCL

HCL is a leading technology organization with revenues of \$6.3bn and 90,000 employees operating from 31 countries around the world.

HCL's Enterprise Application Services (EAS) division helps clients transform, sustain and evolve their businesses through the effective deployment of enterprise technology. Focused on creating best run businesses, EAS primarily utilizes SAP, Oracle and Microsoft technology in achieving these goals.

HCL's EAS practice is a leader in disruptive enterprise technologies including cloud, mobility, social media, big data and analytics, and engineered systems.

## True Global Delivery

HCL operates as a single global organization allowing us to deploy consulting teams which leverage proven industry and solution best practices from our offices and delivery centers around the world.

## HCL and SAP

HCL has been a certified partner in the SAP Ecosystem for over 15 years. The HCL and SAP relationship delivers value to our customers through industry focused excellence, innovation, and orchestrated innovation through diverse resources.

Our global delivery team of 5,500 SAP experts is recognized as having the most experienced consultants in the market and combines the best local SAP business transformation expertise with world class offshore SAP factory services.

HCL is ranked in the top 4 SAP SI's by Forrester, Gartner and IDC. We are regularly ranked #1 for client satisfaction.



**\$6.3**  
BILLION



**31**  
COUNTRIES



**90000**  
PEOPLE



HCL is the leader in accelerating the value of your SAP investments.

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