



Rapid Global SAP Implementation

Rollouts Built for Life



HCL

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Today's Challenges

Life sciences companies are under increasing pressure to react quickly in order to respond to changes in patient and therapeutic evolution and ever-changing regulation, whilst maintaining customer loyalty, satisfaction and repeat business on a global scale.

To succeed in the current climate, organizations are adopting technologies which enable process standardization, business scalability and flexibility. Implementing such technologies demands IT functions to operate globally, providing the business-intimacy needed to adopt change, and the ability to maintain a lower total cost of ownership.

How Can HCL Help?

HCL brings together 35 years of experience in the life sciences and healthcare industries 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. We work in close collaboration with our clients to improve operations and drive growth within their IT organization.

Renowned for our innovative approach, HCL combines leading technologies with deep industry domain expertise from within the life sciences market by offering end-to-end consulting services including **Assessment, Implementation, Development** and comprehensive 24/7 **Support**.



Our Proposition...

HCL's SAP Life Sciences template, combined with the expertise of our industry driven consultants, provides a highly effective and cost efficient methodology in order to accelerate the roll-out of SAP implementations on a global scale.

'Built for Life' Assessment

We are offering a complimentary assessment tailored around your specific requirements to establish the operational and cost savings your company could make, should you be considering deploying SAP product(s) throughout the worldwide locations of your company.

The assessment has been designed to:

- Conduct a high-level assessment of your current IT landscape
- Work with you and your key business stakeholders to establish the potential savings that could be made through a global company SAP deployment
- Supply a detailed report to summarize the main focal points, including a list of recommendations, action items, risks and potential barriers.

As part of this exploratory exercise HCL will evaluate your current IT infrastructure and advise the most effective ways in which to achieve your strategic objectives.

The HCL Difference

Life Sciences Domain Knowledge

HCL provides over 1000 SAP experts globally with life sciences experience, delivering SAP global implementations. Through our unique combination of both onshore and offshore of industry expertise, HCL has considerable strength and experience in the life sciences industry, with an increasing number of global brands turning towards us to help them consolidate their IT capabilities

Out of the Box Template

HCL's Life Sciences template allows companies to adopt low-cost and repeatable processes covering the core processes of a life sciences company. The template is built around SAP's life sciences best-practices (ECC 6) which includes documents such as; Process Design Documents (PDD), test scripts, data load, plus a corresponding SAP life sciences best-practices application. Being a custom built industrialized framework, HCL's Life Sciences template offers a combination of key benefits including:

1. Quick implementation
2. Repeatable processes
3. Predictable results, and
4. A rapid return on investment.

Robust, Cost Effective, and Proven

HCL's global footprint, both on-site and offshore, enables a true industrialized SAP rollout, enabling; cost effectiveness, access to global talent, scalability, and customer-intimacy.

Value-Driven

Our global rollout project 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 benefits by focusing on specific business outcomes 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 been able to expand 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

Due to the customer's highly acquisitive nature and its resulting growth in terms of increased complexity, the company demanded a flexible SAP toolkit that was required to ensure the future needs of the company were met.

The customer was implementing a global operating policy geared towards streamlining its operational model and to consolidate their IT platform. HCL was engaged to build a global process blueprint, drive a truly efficient process and rapidly deliver the business benefits using SAP best practices in order to achieve their goals.

How HCL Helped

The main reasons why the customer selected HCL was our proven ability to manage the complexity of the project, coupled with our extensive industry expertise.

HCL deployed a highly experienced but cost optimized team that utilized our world-class methodologies and unique life sciences template to implement the global project, comprising fourteen implementations over a fourteen month period.

The global project led to a considerable improvement in business performance primarily through streamlining its processes and regional replenishment methods. Furthermore, the company now had the ability to integrate the entities it had acquired into its existing supply chain and reporting models.

The Benefits

Improved Business Results

The implementation of the global SAP system, through use of HCL's Life Sciences template is standardizing and driving efficiencies throughout the company's IT infrastructure and reducing overall operating costs

Acquisition Integration

Once the global project went live, the company had the ability to rapidly deploy acquired entities into its existing supply chain and IT infrastructure. This led to reports being consolidated faster in a consistent format, allowing problem areas to be identified and acted upon earlier.



The Next Step

HCL invites you to undertake our free **Built for Life Assessment** to evaluate your current IT strategy and investigate whether our Life Sciences template can offer an increase into your operational efficiencies and a reduction in your overall IT investment.

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 & 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 SAP 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 & IDC. We are regularly ranked #1 for client satisfaction.



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

www.hcltech.com

HCL

\$6.3
BILLION 

31
COUNTRIES 

90000
PEOPLE 

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