



# PHARMACEUTICAL MANUFACTURER NETSUITE IMPLEMENTATION CASE STUDY

## Company Objectives

A leading pharmaceutical manufacturer (the Company) focused on providing solutions to clients that involve the production of non-sterile pharmaceutical products, implemented NetSuite in approximately three months to manage financials, reporting, order to cash, procure to pay, and inventory, adding customization to track complex AR processes. Ease of use, access to real-time, valuable information, and scalability of the platform were important factors to consider for this client's needs.

## Challenges

Our Client, situated in the Midwest, began as a part of an incubator for startup ventures. In its infancy, our Client was able to utilize the information systems provided by its facilitator which included a legacy on-premise ERP application. The leading pharmaceutical manufacturer:

- **Desired to improve their current labor-intensive manual data management system and poor data visibility**
- **Sought to modernize its business management systems to improve its end-to-end efficiency and effectiveness**
- **Searched for an ERP solution that would enable growth and scalability at the same pace**

## Solutions

With the growth and success of this leading pharmaceutical manufacturer, in 2018, they looked to Prophet One and NetSuite to migrate its ERP from the legacy on-premise solution provided by its facilitator to a fully integrated cloud-based SaaS solution in NetSuite. In approximately three months from implementation kickoff, the Company was up and running on NetSuite processing customer invoices, vendor bills, and facilitating period end close and reporting. The Company achieved:

- **A system in NetSuite that offers a wide array of continuously expanding options that help scale its business as they grow**
- **Customization capabilities in NetSuite to tailor the ERP application to unique business processes**
- **A consolidated, unified real-time view of business performance**

In addition to implementation services, Prophet One provided customized NetSuite training and support to Company users.

## Outcomes

In taking the time to understand their business, careful planning and design in the application of this understanding to NetSuite, and providing responsiveness to the needs of our Client, Prophet One was able to provide the most optimal solution for implementing and utilizing NetSuite. As a result, the leading pharmaceutical manufacturer has experienced many benefits such as:

- **A full SaaS solution. NetSuite allowed for increased ease of use and accessibility over the previous on-premise ERP solution. Anywhere, anytime NetSuite access heightens collaboration and execution across all stakeholders within the Company.**
- **Data visibility and the precision it needs to run the business. The Global Search feature in NetSuite has allowed the Company users to easily and quickly find records and page locations**
- **Increased velocity of financial reporting, shortened the learning curve for users of NetSuite, and utilized the ease of customization to optimize functionality in NetSuite**
- **Scaling its business in the future by seamlessly facilitating new business lines, product growth, and accommodating new business processes through added integrated module solutions**