



**I.B.I.S. Inc.**  
A Sonata Software Company



## CLIENT SUCCESS STORY: Leading Specialty Pharmaceuticals

With a global expansion around the corner, this Leading Specialty Pharmaceuticals company was in search for a technology platform that could scale with them and drive automation. Microsoft Dynamics® AX provides them the stability and scalability they need.



### Overview

#### Customer Profile

A US based specialty pharmaceutical company, 400+ strong with full knowledge and capabilities in pharmaceutical research and development, manufacturing, quality control and market commercialization.

#### Business Issue

Their former ERP solution was dated and unstable. Additionally, it was weak on the accounting side – allowing unbalanced journal entries, and speed was a major issue.

#### Solution

I.B.I.S., Inc., a Sonata Software Company, works with leading Pharmaceuticals company to deploy Microsoft Dynamics® AX.

#### Benefits

- Microsoft-Based Solution
- Process Automation
- Enhanced Reporting
- Data Analysis
- Cloud Hosted

A U.S., Southeast based specialty pharmaceutical company which markets prescription products for the cardiovascular, hospital and pediatric markets, they also have several branded prescription products in late stage development. In addition, the company has generic prescription products on the market and in various stages of development.

They believe that their strongest asset is people, and have hired industry veterans with pharmaceutical knowledge and experience across most therapeutic areas in all stages of development, manufacturing and commercialization. They have a strong emphasis on results and believe their differentiation is speed of execution in decision making and implementation.

They are proud to be a corporate sponsor of a number of nonprofit organizations in their current therapeutic areas. They believe in being a good corporate citizen by doing their part to help associations and foundations that focus on funding discovery of new medicines or helping people afflicted by diseases that their products treat. The entire growing team is dedicated to creating value for patients and shareholders by bringing improved medicines to the market with a focus on quality.



*“I.B.I.S. has been very professional and their ability to stay engaged despite the challenges and changing requirements has been very impressive. They have always made sure our needs were met,” ~ Controller*

## Situation

The pharmaceutical company was leveraging an older cloud ERP that was very unstable, wasn't properly integrating with other required solutions, and speed was a major issue as well.

Additionally, it is in a highly regulated industry and timeliness of data is absolutely critical. For example, whenever their inventory is shipped, the company receiving the inventory must receive an advanced shipping notice (ASN). If an ASN is not received before the shipment arrives, the high valued inventory can be returned to them, which could have a significant negative impact on revenues and perception in the pharmaceuticals industry.

With plans to expand internationally, they needed a solution that would not only keep up, but grow with them.

## Solution

They were looking for more process automation and in turn, a shorter closing cycle and more detailed, reliable data on which to report and make business decisions. The main drivers in their decision to go with Microsoft Dynamics® AX were: the solution is Microsoft based, hosted in the cloud to alleviate IT needs, their Controller had previous experience with the Dynamics product line, as well as Dynamics AX's international capabilities and enhanced financial reporting. They recognize that their current needs as well as future plans would be addressed best with a technology foundation of Dynamics AX in the cloud.

## Partnership

They engaged with leading Microsoft Distribution Partner I.B.I.S. early on to walk through the ERP selection process together. After selection of Dynamics AX, I.B.I.S. made key resources readily available, primarily focusing on their needs and the critical nature of the data's timeliness and accuracy, as well as offering support via their DynamicsCare<sup>SM</sup> Helpdesk.

## Benefits

They are pleased with the increased automation, enhanced reporting and data analysis. They now have a solution that is stable and scalable - will be able to grow with them as they expand their footprint domestically and overseas.

## FOR MORE INFORMATION

For more information on I.B.I.S., Inc., a Sonata Software Company products, services and Microsoft offerings call **770.882.0100** or visit **<http://ibisinc.com>** on the web.



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