

Infor Life Sciences Essentials



➔ Leading companies in the life sciences community rely on Infor to achieve better bottom-line results through continual business process improvements.

Do business better.

Branded, generic, biotech, and medical device companies in the complex and fiercely competitive life sciences community have their share of issues. When it's not mounting compliance mandates, generic competition, or expiring patents, it's probably pricing pressures associated with buying groups or stock outage risks. To ensure compliance, boost customer satisfaction, maximize profitability, and improve competitiveness, life sciences companies require the right information technology to help transform all aspects of their business.

Successful transformation paves the way to better end-to-end value chains with global manufacturing and sourcing, stronger strategic partnerships, innovative product development and clinical processes, greater customer intimacy, and the ability to meet compliance standards and implement sales and operational planning more efficiently.

INFOR[™]
channel partner

Industry Profile

Companies capable of truly transforming their business and becoming more demand-driven not only strengthen perfect order performance, ensure compliance, and enhance asset performance, but also increase their margins and sustain growth.

Leverage experience.

For over 25 years, Infor™ has provided business-specific solutions to support the life sciences community. Our proven, integrated set of solutions—Infor Life Sciences Essentials—has industry experience built in, which lowers our customers' total cost of ownership. These complete value chain- and compliance-oriented solutions optimize demand profitability, support lean initiatives, and provide the lowest total cost inventory plans that balance stock costs against outage risks. They also assure quality, enable collaboration, and improve asset performance and new product success rates.

With emerging regulations like ePedigree and a more scientific approach to compliance spanning the value chain, open, validated solutions are essential. Moreover, by integrating and optimizing your operations with event-driven solutions, you'll trim the time to detect changes, analyze alternatives, and react in the most cost-efficient, lowest risk manner—today and for the long haul.

Whether you need to improve perfect order rates or asset performance, increase strategic partnerships, or lower the

total cost of quality and compliance, Infor Life Sciences Essentials can help. You'll also realize better top- and bottom-line results through continual improvements.

Get business specific.

A complete concept-to-customer offering, Infor Life Sciences Essentials enables you to become more agile and demand-driven. You can deploy the entire Infor Life Sciences Essentials solution at once or add components in stages as needed for maximum flexibility. Included are:

Enterprise Resource Planning

At the heart of Infor Life Sciences Essentials, you'll find an easy-to-use, functionally robust, validated and open enterprise resource planning (ERP) system. This system enables you to run an efficient, end-to-end operation—from sales, production, quality, and procurement to innovation, compliance, scheduling, and accounting. With integrated quality and specification management and compliance support for Good Manufacturing Practices (GMP) and FDA 21 CFR Part 11, you'll not only minimize the total cost of quality and service and ensure regulatory compliance, but also boost productivity and your bottom line by strengthening departmental efficiencies.

Demand Planning

Infor SCM Demand Planning delivers pinpoint demand/forecast accuracy and visibility to help you consistently realize measurable improvements in service, while balancing inventory without the risk of stock outages. You'll also use your manufacturing and distribution assets more efficiently. The management of multiple channels, the growing power of government or buying groups, fluctuating demand, and increasing partnerships require a solution that enables you to quickly identify obstacles or opportunities. You also need to reduce lead time, generate multiple alternatives for trade-off analysis, and capitalize on integration to inventory planning to validate your plan's feasibility, while minimizing risks. Whether stand-alone or part of an integrated sales and operations planning solution, Demand Planning provides everything you need to accomplish this.



Advanced Planner

Visibility into ever-changing demand and supply risks, coupled with the ability to understand the total cost to service customers, impacts true profitability. Infor SCM Advanced Planner delivers the tools and optimizes the techniques that help you plan an inventory strategy that optimally balances inventory, risks, and service levels, while reducing your inventory investment and increasing cash flow and profitability. You can classify items by type ABC Classification, plan safety stock levels and lead times by location, define risk constraints and ordering policies, and more. In fact, research shows that most companies can meet customer service level agreements with less finished goods inventory—and without unacceptable risk—when using inventory optimization strategies.

Advanced Scheduler

Every day, successful companies boost their bottom line by using Infor SCM Advanced Scheduler to execute the most lucrative schedule based on demand, available materials, and capacity. The ability to sequence from packaging to materials minimizes changeovers, while the ability to integrate constraints like QA lead times and demand improves perfect orders rates and asset performance.

Enterprise Asset Management

A good enterprise asset management (EAM) solution provides tools to monitor and manage deployment, performance, and maintenance of a company's assets, helping prevent operational surprises and uncover hidden profits. Infor EAM ensures higher perfect order rates by improving your equipment availability and reliability. You can implement it at the plant or enterprise level to gain global visibility into asset performance, spare parts inventory, and purchasing. You'll not only assure product quality and trim inventory costs, but also meet compliance mandates, while cutting compliance costs.

Customer Relationship Management

With multiple levels of relationships influencing demand, you need innovative tools to help handle these important connections. Infor CRM allows you to manage relationships with physicians, customers, distributors, and key influencers, helping you better understand demand and strengthen relationships.

“ We have now full visibility of the pipeline and are able to anticipate any demand and supply fluctuations; this has enabled us to reduce our inventories by 25 percent and increase our delivery reliability. ”

JOHN KOELINK, EXECUTIVE DIRECTOR
SUPPLY CHAIN MANAGEMENT
ORGANON

Event and Performance Management

Infor SCM Event Management supports cross-solution and departmental processes with integrated processes, process visibility, and timely issue and risk mitigation to minimize the time to detect and profitably respond to issues. Infor SCM Performance Management helps you improve transparency and decision-making through dashboards and key performance indicators.

Supply Chain Execution

No matter what type of value chain you have, it's critical to meet revenue and profit expectations. Infor provides a set of supply chain execution components—including Infor SCM Warehouse Management and Infor SCM Transportation and Logistics—that can be implemented modularly. Included are yard management, network design, radio frequency identification (RFID), etc. As your supply chain grows, outsourcing or partnerships increase, and compliance issues multiply, Infor enables you to focus on areas with the most risk or shortest ROI—and incrementally add components or modules where they make the most sense.

Product Lifecycle Management

Infor PLM enables you to dramatically improve margins, reduce compliance risk, eliminate waste, boost product success rates, drive efficiency across your enterprise, and turn product development into a competitive advantage. Whether in pre-clinical, clinical, scale up, or production, you'll manage process and product data in a compliant manner. You'll do all this by improving productivity, cutting new/changed product time to market, trimming new product introduction costs, meeting quality and compliance mandates including label production, and averting new product failures.

Industry Profile

Compliance

Integrating compliance into your processes and product design can minimize costs and risks. Compliance spans multiple Infor solutions from PLM to ERP and EAM into the supply chain and can include multiple regulations like GMP, Quality System Regulation (QSR), and 21 CFR Part 11. Leveraging a RFID platform, you can develop and sustain the complete chain of custody and ePedigree support. And with support at the process level, you'll meet today's and tomorrow's compliance mandates, while reducing your total cost of quality and compliance.

Talent Management

Increasing compliance requirements and an aging global workforce dictate a cost-effective solution to shorten the time to train new employees and maintain employee certifications. Infor HCM Talent Management introduces best practice workforce development capabilities related to learning management, employee performance management, recruitment, competency management, and succession planning needed in a regulated environment. These capabilities help maintain compliance with the least amount of time, cost, and compliance risk.

See results now.

Forward-thinking companies in the competitive life sciences community rely on the robust and validated components of Infor Life Sciences Essentials to boost their bottom line, while better managing their risks. Infor solutions not only extend the value of their ERP investment, but also deliver value to all aspects of their business and supply chain. Life sciences companies can also leverage Infor's Framework of Excellence consulting process to identify value drivers, opportunities, strategies, and initiatives to ensure value—from strategy to results. And since Infor solutions implement quickly, these companies can be up and running faster and start seeing impressive returns on their investment sooner.

By joining our Infor Life Sciences Essentials community of users, you'll:

- Improve demand accuracy
- Minimize inventory without significant increases in risks
- Meet compliance mandates at the lowest possible cost
- Reduce the total cost of quality
- Increase perfect order rates and customer satisfaction
- Optimize asset performance and strategic partnerships

There is a better way.

At Infor, we work with a core belief. We believe in the customer. We believe that the customer is seeking a better, more collaborative relationship with its business software provider. And a new breed of business software: created for evolution, not revolution. Software that's simple to buy, easy to deploy and convenient to manage. Our 70,000 customers in more than 100 countries and 8,000+ employees stand with us. We look forward to your sharing in the results of our belief. There is a better way.



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