

## ERP BUILT FOR BIOTECHNOLOGY ORGANIZATIONS – CONCENTRATION TO EXPANSION

A single system built to support and scale with the unique needs of Life Sciences



Biotechnology Organizations come to Navigator Business Solutions looking for a complete solution to break free of the limiting and disconnected business systems that hold them back from achieving their true growth potential. The Biotech Industry continues to rapidly change as rapidly as the science in the fields of genetics, biochemistry, molecular biology and is having meaningful impacts in the fields of medicine, agriculture and industry.

Biotechnology Organizations partner with Navigator to implement solutions that meet them where they are today, with a purpose-built, suite-in-a-box business software solution able to take them from discovery to and through full commercial operations. The solution is built on the SAP Business ByDesign platform enhanced with industry vertical content and functionality that enable Biotech companies to organize and automate their financials, manage their cash, comply with business and regulatory requirements (FDA, SEC, etc.), improve forecast accuracy, optimize their supply chain, support multi-country growth, and drive overall operational efficiency with a system that scales.

Simply put, the solution delivers the tools needed for employees throughout the company (science, warehouse, finance, and sales), to have the right compounds, supplies and related products, at the right place, at the right time, at the right costs - enabling them to meet the ever-changing scientific and market demands today's environment requires.

### CHALLENGES FACED

Today's Biotech companies, big and small, are at the center of a continuing global technology revolution providing a critical link that connects research/discovery, clinical trial, commercialization and scale for solutions that improve lives. They are balancing the challenges of a dramatic increase in demand, rapidly changing expectations and increasing competition from opportunistic start-ups looking to capture market share and large firms looking to maintain dominance.

To support these more complex demands, companies need to adopt a right-sized ERP (Enterprise Resource Planning) solution to streamline business processes starting with what they need to run their organization today while having the ability to expand within the system to support future needs such as supply chain, logistics, inventory, projects, financials (domestic and multi-country), analytics, Quality Management, and Process Validation.

### LOOKING INTO THE FUTURE

Organizations will continue to look for a more robust range of business software solutions that support complexity from basic to intricate. Customers are increasing the pressure on their partners to offer a wider array of services not limited to discovery and research.

As competition increases companies and investors will expect ever increasing transparency throughout their operations (internal as well as back through their suppliers) with the ability to track beyond the number of units completed to include work-in-progress, the quality status of those orders in process along with the ability to provide data based forecasting and analytics.

In a continually expanding global marketplace with increasingly complex regulatory requirements Biotechnology companies will have the continuing need to make operational efficiency, flexibility, and scalability their dominant focus.





## ESSENTIALS FOR KEY DECISION MAKERS

**Owners/Presidents** need to ensure their company is agile enough to execute rapidly on key decisions – this impacts every aspect of the organization, people, processes, practices, partners, and solutions. Constantly balancing the science with the business - this leader will continually need to balance innovation with cost, risk, and investment.

**Chief Financial Officers** face the demands of implementing proper controls (possibly supporting SOX compliance), gaining a single view of business critical data including forecasting and cash flow while balancing the needs of stakeholders across the enterprise. In Biotechnology, the demands for capital in servicing those stakeholder's needs are intense and often times it needs to be balanced with Investor relations be it on the Public Markets or Private Equity investors.

**Directors of Operations** face the pressures to implement state-of-the-art processes and advanced technologies for digital transformation. These include applying Manufacturing Execution Systems (MES), Lab Information Management Systems (LIMS) and automated Packaging/Filling systems that improve execution, quality, and on-time delivery while lowering incorrect shipments and avoiding recalls. Operations executives need a comprehensive platform upon which to develop and deploy connected solutions and services.

**IT Directors** are at the heart of the required digital transformation and are required to move from old, unsustainable, insecure systems or their start up platforms, to best practice based solutions that will help their organization rapidly adapt to changing business models and readily navigate a turbulent external environment. As a cloud-based system SAP Business ByDesign allows company resources and people to focus on the company's needs without substantial investments in IT infrastructure.

**The Head of Quality** must become a more strategic partner to the business, moving from a research and development perspective to viewing and managing the complete supply chain, by improving visibility and applying best practices all while supporting the enterprises regulatory compliance.



## HOW WILL NAVIGATOR HELP?

SAP has been a trusted solution partner to Biotech and Life Sciences companies for decades. Navigator Business Solutions uses SAP Business ByDesign (built specifically for Small to Mid-Sized organizations) as an ERP platform along with an innovative implementation approach that facilitate FDA Validation with best practices Standard Operating Procedures (SOP's) that enables customers to go-live quickly and achieve full GMP on a timeline oftentimes exceeds their expectations. These solutions afford Biotechnology organizations with access to SAP technology at a price they can afford and at a speed that enables them to perform a digital transformation with minimal disruption.

SAP Business ByDesign, delivered by Navigator Business Solutions, provides a comprehensive yet flexible solution for local and global Biotechnology Organizations, supporting the unique needs of each company and offering excellent business processes fit, out of the box.

SAP's Small to Mid-Sized ERP platforms provide the out of the box business processes that can be quickly and easily adapted to a company's unique needs using its comprehensive configurability, built in usability tools and ready to integrate open web services architecture. The concept of "click not code" eliminates the needs for expensive and difficult to maintain customizations. SAP's continuous product innovation virtually future proofs the application platform for organizations of any size and life stage.

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