Sage ERP X3 | Case Study

Pharmaceutical Distributor Supports Future Growth with Sage ERP X3

Eurodep, a subsidiary of CERP Rouen, is one of the largest cooperatives of pharmacists in France. Formed to serve as a pharmaceutical distribution cooperative, the company sells and ships supplies to a diverse customer base that primarily consists of clinical pharmacists, hospitals, export companies and wholesale distributors.

Eurodep required a fully integrated distribution and accounting system that was especially strong in the customer order fulfillment and invoicing areas. The company also wanted the pharmacists, laboratories and medical representatives to place orders conveniently over the Internet and to be able to check the current status of both available inventory and open orders.

After a thorough evaluation, Sage ERP X3 was selected for its ability to accommodate these value-added services:

- Real-time stock replenishment recommendations
- Sales order acceptance by mail, phone, fax, EDI, Intranet and Internet
- Order picking in the warehouse via radio frequency (RF) and bar code readers
- Shipping and logistics management
- Invoicing
- Real-time business intelligence on total sales by customer category, product and channel
- Export management

"Sage ERP X3 was functionally complete for our needs and we were comfortable that the software was being used in other pharmaceutical companies," explained Joel Mégard of Eurodep. "Sage ERP X3 also had a unique approach to handling our business-to-business Web commerce requirements with Sage Xtend."

The implementation was completed in just four months. Eurodep also combines the Internet and intranet capabilities with Sage ERP X3's intrinsic workflow management. This process creates automatic information flows to customers each time a key event is triggered, such as an order shipment.

The results of the first year of activity were outstanding. Eurodep quickly achieved nearly $50M in revenues with 2000 order lines shipped per day to 25,000 customers … and it plans to double these volumes during the second year of operation.

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- Joel Mégard
Eurodep

Headquarters
Paris, France

Industry
Pharmaceuticals

Revenues
$50M

Employees
80

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