

# Sage ERP X3 | Pharmaceuticals

## Addressing the Unique and Specialized Needs of Pharmaceutical Manufacturers

FDA-registered manufacturers in industries such as pharmaceuticals and nutraceuticals are under increasing pressure to maintain their competitiveness while simultaneously complying with an increasing array of regulatory requirements. From thinning pipelines and skyrocketing operating costs to calls for lower prices and a greater regulatory burden, pharmaceutical companies are confronted with unprecedented challenges that are expected to radically transform the industry.

Fine-tuned to meet your specific industry requirements, Sage ERP X3 provides the advanced functionality you need to remain competitive in the face of these difficult challenges

### Benefit from Process-Specific Functionality

Sage ERP X3 combines advanced manufacturing, distribution, warehousing, customer relationship management (CRM), and accounting functionality with application features that address the unique and specialized needs of your company, such as:

- Formula management
- Weight calculations
- Potency management
- Full lot control and traceability
- Electronic signatures with transaction audit traceability
- Quality assurance and control
- Sophisticated pricing and contract management
- Sub-contracted operations and supply chain control
- Advanced order fulfillment and inventory allocation procedures
- Product packaging

### Comply with Government Regulations

Accessing the information required for government reporting (such as the Bioterrorism Act and 21 CFR Part II) is a time consuming labor. Sage ERP X3 helps your company comply by providing a convenient and efficient way to gather and monitor relevant process information and eliminating manual procedures throughout the manufacturing process.

## BENEFITS

### Streamlined Operations

- Singular functional integration & database
- Supports multiple manufacturing modes
- Advanced workflow engine
- Process-oriented user interface

### Increased Business Insight

- Embedded Business Intelligence engine by Business Objects™
- Real-time analytics and dashboards
- Extensive traceability and audit tools

### Enhanced Collaboration

- SOA/Web-native architecture
- Web Services (XML, UDDI, WSL, SOAP)
- MS Outlook integration
- Multi-company, multi-site
- Multi-country & language

### Reduced Costs

- Fast implementation
- No optional applications or interfaces
- Reduced training
- No technology lock-in (multi OS/DB)
- Easy administration and maintenance

### Increased Flexibility

- Multi-tier architecture scales from 10 to 1,100 users
- 4GL Integrated Development Environment
- Fast parameterization adapts to organizational changes

## Protect your business

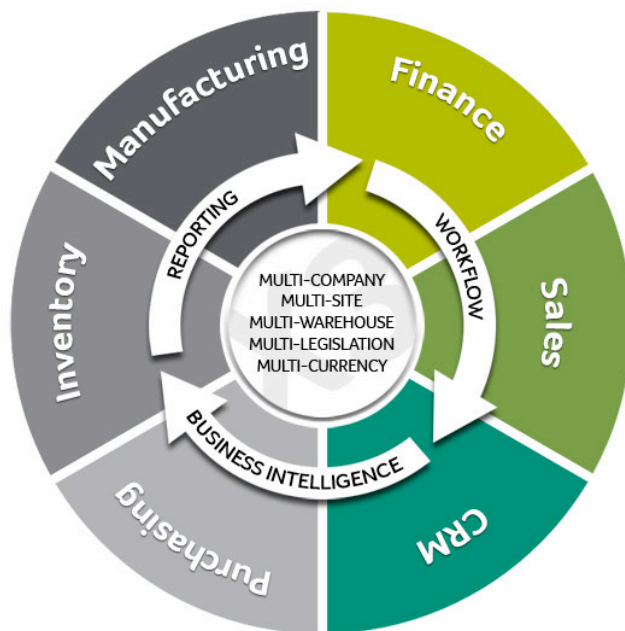
Your success depends on your ability to produce superior products. You must follow closely controlled processes to develop and manufacture products that meet the strictest quality standards. If a defect does occur, you need to take immediate action not only to prevent consumers from serious health problems or death, but also to protect the viability of your business.

In order to help minimize the risks of a product recall, Sage ERP X3 provides complete forward and backward lot traceability. A full audit trail and archive of historical transactions is maintained for multi-year periods. The fully integrated quality control process rigorously enforces inspections to assure item conformance to any required characteristics, operational tolerances or expected results.

## Achieve operational excellence

Sage ERP X3 also offers differentiating functionality that fosters cost reductions and customer service improvements – features like multi-site planning, finite capacity scheduling, user-defined workflow, real-time business intelligence and integrated automated data collection. Plus, it can be deployed as a Web and/or desktop application in Windows, Unix or Linux

### Sage ERP X3 Application Footprint



## KEY FEATURES

### Manufacturing

- Process and mixed-mode manufacturing
- Formula management
- Weighing scales (optional)
- Product packaging
- Work schedule management
- MPS/MRP
- Technical data configuration
- Costing
- Quality assurance
- Capacity planning

### Inventory

- Multi-level warehousing: location, lot and sub lot control
- Forward and backward lot traceability
- Product serialization
- Shelf life management with expiration date control
- Movements and transactions
- RF data acquisition
- Quality control
- Costing
- Physical counting
- Replenishment

### Purchasing

- Purchase requisitions
- Encumbrance accounting
- Requests for proposals
- Purchase orders
- Multi-level approval processing
- Sub-contracting
- Invoice tracking
- Sophisticated pricing and contract management
- Supplier returns

### Finance

- General ledger
- Budgeting
- Allocations
- Fixed assets
- Analytical accounting
- Project accounting
- Accounts receivable / Accounts payable

### Sales

- Open pricing
- Quotes and contracts
- Order entry
- Product configuration
- Inventory allocations
- Delivery scheduling and shipping
- Invoicing
- Customer returns
- Sales commissions

### CRM

- Marketing campaigns
- Sales force automation
- Customer support