



**All-in-One
SAP Mid-Market Solutions**

SAP FAST-START FOR HEALTHCARE

**A FULLY INTEGRATED FRONT AND BACK
OFFICE WHOLESALE & DISTRIBUTION
SOLUTION**

BENEFITS

As a result of its highly focused functionality, SAP Fast-Start for Healthcare enables you to:

- ❖ standardise on industry best practices throughout your entire organisation
- ❖ reduce costs, by improving sales, procurement and warehousing processes
- ❖ gain unique insights into the profitability of product lines and customers
- ❖ improve delivery times through better warehouse management
- ❖ reduce stock-outs and improve inventory management
- ❖ improve traceability and quality control, decreasing the risk of defective products being supplied to your customers
- ❖ save time and effort in the event of manufacturer product recalls
- ❖ improve the storage and handling of diverse products
- ❖ increase the effectiveness of sample and literature distribution.

Right across the Wholesale & Distribution sector companies have a unique set of business imperatives to manage - large stocks of inventory, a large and diverse customer base, tight delivery targets, aggressive pricing and discounting for example. But, even within the industry, there are significant differences. For companies working with healthcare products capabilities such as traceability, product recall, storage management, product handling and quality control can be particularly important.

So, when it comes to choosing a business solution, it follows that a one-size-fits-all system just won't do, even if it is for the Wholesale & Distribution industry. Such systems simply will not deliver the specific functionality and, more importantly, the detailed insight into their business that healthcare product distributors need.

DESIGNED FOR YOUR BUSINESS

SAP Fast-Start for Healthcare, on the other hand, has been specifically designed to meet your needs. Based on their extensive knowledge of the sector and how it works, Chelford have taken the relevant functionality and best practices from SAP's unrivalled business solutions and configured them to address your precise requirements.

A BROAD RANGE OF CORE MODULES

Like other solutions in the range, SAP Fast-Start for Healthcare is built on a broad range of core modules from SAP's market leading business suite. These include Enterprise Management, Financial and Management Accounting, Customer Relationship Management, Sales Cycle Management, Supply Chain Management and Stock & Warehouse Control. Together these modules form the backbone of a company-wide, integrated system that will start achieving a return on your initial investment quickly.

This backbone can then be supplemented by a range of fixed scope value packs, for Human Resources, Payroll, Manufacturing or electronic sales for example, to ensure the final implementation is personalised to your individual environment.

SAP Fast-Start for Healthcare, one of a unique set of SAP All-in-One Wholesale & Distribution solutions, delivers a fully integrated, front and back office SAP system, straight out-of-the-box.

Based on Chelford's extensive industry experience it incorporates preconfigured functionality which meets the specific needs of Healthcare product distributors and ensures a rapid time to benefit.



SUPPLEMENTED BY SPECIFIC CAPABILITIES

SAP Fast-Start for Healthcare goes one step further than a business system, because it is specifically configured to provide the capabilities distributors of Healthcare products require.

Traceability

With the ability to create lot and batch records, a full audit trail and expiry date control, SAP Fast-Start for Healthcare gives you complete visibility of every transaction related to a product, both internally and externally.

Product recall

Product recalls can be particularly onerous. SAP simplifies the process by enabling you to identify products and batches which meet certain criteria, automatically generating call-off lists and letters to customers and providing the ability to 'quarantine' products or batches, by assigning them a particular status.

Storage and product handling

The storage and distribution of short shelf-life products, sophisticated equipment, controlled or temperature sensitive items will all be different. SAP Fast-Start for Healthcare ensures these can all be accommodated by providing the ability to assign different handling and storage criteria to products. This, in turn, leads to separate picking and packing lists, full warehouse location control, for multiple areas, and ensures the right documentation is generated for each type of product.

Quality control

With SAP Fast-Start for Healthcare standards, rules and tests can be linked to processes, for example goods receiving. Consequently sampling requirements and tolerance levels, both qualitative and quantitative, are automatically advised to personnel at the relevant process points and the status of products is always known, ensuring the highest standards of quality control.

Sample and literature distribution

Catalogues, promotions, point of sale materials, data sheets and samples - all these have to be managed for maximum business benefit. SAP Fast-Start for Healthcare includes sophisticated

capabilities to support, record, manage, measure and follow up customer requests for promotional items, as well as prompting for proof of delivery and/or return, as appropriate.



IMPLEMENTATION STRAIGHT OUT-OF-THE-BOX

Chelford's attention to detail has not only been put into the functionality of SAP Fast-Start for Healthcare. It has also been used to develop automated implementation procedures and a standard Train & Go implementation methodology. Consequently SAP Fast-Start for Healthcare can be implemented out-of-the-box. As a result deployment times are reduced substantially, as are the associated risks, ensuring you gain the fastest possible time to benefit. Configure and price your new software solution online in minutes at www.chelfordsolutions/configurator

FOR COMPANIES LIKE YOURS , IF YOUR COMPANY:

- ❖ is primarily a distributor with little or no manufacturing
- ❖ is generally dealing with large numbers of suppliers and customers
- ❖ has a variety of customers, ranging from individual professionals to large retailers and small shops, large NHS trusts and hospitals to small local practices
- ❖ has suppliers who are typically the manufacturers and who vary from large to small
- ❖ has its own label products, as well as branded goods
- ❖ often deals with very large inventories and need to manage large stock levels
- ❖ deals with very short delivery times and for whom customer service is vital
- ❖ needs accurate margin visibility because pricing and discounting is critical
- ❖ has a sales and marketing focus, often running a series of campaigns to promote their products
- ❖ needs flexible profitability reporting and sales analyses to highlight profitable lines and customers easily

then SAP Fast-Start for Healthcare has been designed specifically for you.

HEALTHCARE LOGISTICS

Founded in 1976, Healthcare Logistics Ltd now delivers around 40% of the UK's medicines through its extensive transport system. Working from a network of depots it provides overnight and timed deliveries to wholesalers, hospitals, GPs, high street pharmacists and other healthcare outlets throughout the UK.

Selected in December 2002, its SAP Fast-Start for Healthcare solution covers finance, sales and distribution. The initial design phase was so successful, having been completed on time and within budget, that the company decided to roll out the sales and distribution functionality to multiple clients in 2003.

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