



LABORATORIOS FARMASA

FORMULA FOR NEW PROCESS CONTROL AND BUSINESS VISIBILITY

QUICK FACTS

Industry

Life sciences – pharmaceuticals

Revenue

US\$30 million

Employees

235

Headquarters

Karlsruhe, Germany

Web Site

www.schwabe.com.mx

SAP® Solutions and Services

Crystalis Pharma RX, a qualified SAP® Business All-in-One partner solution from Crystalis Consulting México

Implementation Partner

Crystalis Consulting México

Laboratorios Farmasa S.A. de C.V. is a leading producer and distributor of phytopharmaceuticals in Mexico. With growing demand for its products, Farmasa needed a business system that could enable enhanced operational control and product traceability. By deploying Crystalis Pharma RX, a qualified SAP® Business All-in-One partner solution from Crystalis Consulting México, Farmasa quickly improved business process efficiency and operational visibility.

Key Challenges

- Run all business processes on a common technology solution
- Deploy a centralized software solution that provides easy access to business information
- Standardize core business and administrative processes, enhancing control
- Improve operational visibility to support rapid, efficient decision making
- Support continued business growth

Implementation Best Practices

- Clearly defined project scope
- Gained support from company executives throughout the business
- Deployed preconfigured SAP® Business All-in-One solution, reducing implementation time
- Adapted business processes to SAP standards for enhanced efficiency
- Reorganized specific processes to minimize software customization

Financial and Strategic Benefits

- Increased business process visibility
- Enhanced business process control by aligning financial processes with operations
- Improved knowledge generation to support business decision making
- Supported better execution through process reorganization
- Enhanced ability to track business activities and improve product traceability
- Enabled operational growth without expanding organization
- Increased awareness of spending

Why SAP Was Selected

- Leading provider of business software
- Reputation for reliability
- Support for industry best practices
- Ability to integrate all business areas, from production planning to finance
- Tested business software that supports growth
- Features to support communication with supply chain partners

Low Total Cost of Ownership

- Rapid implementation in just 20 weeks
- Focus on key processes, with priority on production planning, materials management, sales and distribution, and financials
- Minimal software customization, limited to essential changes only

Operational Benefits

Key Performance Indicator	Impact
Availability of financial statements	+100%
Availability of real-time inventory and related cost data	+100%
Inventory on hand	-10%
Inventory control	+30%
Financial closing process	-80%
Production waste	-30%
Production control	+50%

“Understanding operations in all product phases is vital. With our qualified SAP Business All-in-One partner solution from Crystalis, we now have the product traceability that is essential to our continued success.”

Eliás Castro Cortez, Finance and Administration Director, Laboratorios Farmasa S.A. de C.V.

www.sap.com/contactsap

Pharmaceuticals based on botanicals have been essential to healthcare for centuries. But as the clinical benefits become well accepted in Western medicine, the business of phytopharmaceutical manufacturing and distribution companies such as Laboratorios Farmasa S.A. de C.V. has begun flowering.

Farmasa, with offices located in Mexico City, develops and trades pharmaceuticals for human health needs. The company is the leading producer and distributor of phytopharmaceuticals in Mexico, and it holds a small market share for products exported to the United States.

To support its growing business, Farmasa needed to replace its legacy systems with an integrated technology solution that would link disconnected manufacturing, sales, and operations areas. Decision makers wanted easy access to business information, and executives required greater visibility into sales forecasts. What's more, the company wanted to enhance control by standardizing its core business and administrative processes and enabling new product traceability features.

“We realized that we needed a well-integrated company to continue growing,” says Eliás Castro Cortez, finance and administration director for Farmasa. “Our executive management championed the idea of deploying an integrated enterprise resource planning solution.”

Healthy Improvements

The Farmasa team searched for a proven enterprise resource planning (ERP) solution that offered not only technical power but also reliability and support for industry best practices. The company quickly chose Crystalis Pharma RX, a qualified SAP® Business All-in-One partner solution from Crystalis Consulting México.

“We evaluated several ERP systems, including PeopleSoft and JD Edwards from Oracle and MBA Software, but SAP always seemed to provide the best solution for our current and future needs,” says Castro.

Deploying the preconfigured software helped Farmasa complete the implementation within budget in just 20 weeks. To maximize the value of the application and enhance efficiency, the company adapted its business processes to SAP standards and reorganized specific processes to minimize software customization.

“Crystalis Consulting helped us realize that there are better ways to perform our jobs and structure our processes,” says Castro. “The consultants offered process clarity and showed us how to adopt the industry knowledge that SAP builds into its software, so we could maximize our benefits.”

Prescription for Success

Since the deployment, Farmasa has realized significant benefits, including increased business process visibility and control, enhanced business-activity tracking, and

improved product traceability functions. Rapidly available data has enhanced decision making and operational execution. In addition, the company has successfully reduced inventory on hand and increased inventory control, decreased production waste and enhanced production control, and streamlined the financial closing process.

“Information no longer takes days to generate,” says Castro. “We can get some data in just hours. These changes helped us more effectively support our clients and also enabled new collaboration within our own operations.”

Looking ahead, Farmasa plans to continue gaining maximum advantage from its SAP application. “We are excited to face the future, knowing that our SAP Business All-in-One software is helping us gain new control,” says Castro. “For Farmasa, this is just the start.”

Implementation Partner

Crystalis Consulting México provides technological, strategic, and organizational solutions and consulting services to companies in a range of industries. Based on a trusted relationship with clients, Crystalis helps them improve their competitiveness.



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