



CASE STUDY SCHWARZ PHARMA, INC.

Schwarz Pharma Inc., the North American affiliate of Schwarz Pharma AG, is a leader in international specialty pharmaceuticals, focused on drug development and distribution in key markets. Today, Schwarz Pharma has approximately 1,400 registered products in more than 70 countries, and employs more than 3,000 professionals worldwide.

SCHWARZ P H A R M A

THE BUSINESS CHALLENGE

Schwarz Pharma identified a need to provide corporate operating information to various professionals within their complex and growing organization. Prior to teaming up with Vanguard, Schwarz distributed many printed reports, which were coded with RPG. An important product requirement, therefore, was to reduce the amount of time and effort required to develop complex and flexible reports. It was also critical that the solution reduce the reporting interval and provide timely electronic distribution. Other major requirements were compatibility with existing software applications, accurate and timely data retrieval, easy meta-data management, and a user friendly interface.

“Vanguard GPS provides a unique situation, wherein the Business Intelligence tool is pre-integrated with our ERP system. The ability to use the product ‘out of the box’ drove the selection of GPS.”

THE VANGUARD SOLUTION

Schwarz utilizes the Prism enterprise resource planning system integrated with J.D. Edwards Financials. Vanguard GPS’ pre-built integration to these applications was a critical factor in the selection of GPS, and enabled rapid system implementation. Vanguard implemented their Sales, Materials, Manufacturing, and Financial modules, with integrated data from both the Prism and J.D. Edwards systems. Vanguard’s implementation consultants provided installation, data validation, customization and training for Schwarz’s IT and Power Users, who then rolled out the solution and trained the general user community.

“GPS has provided the ability to produce and distribute standard reports to Sales Management. Prior to GPS these reports were not readily available. Sales Management has utilized these reports in coaching Pharmaceutical Sales Representatives and District Managers with enhanced territory sales management.”

BUSINESS VALUE DELIVERED

The primary benefit to Schwarz Pharma has been the increased ability to access timely, accurate business information that had been previously unavailable. This information has enabled the organization to improve inventory management and sales analysis. Additional benefits include improved product forecasting, accurate sales performance measurements, and enhanced accounting reports. The overall effect of the availability of this information has been improved decision-making throughout the organization.

Schwarz Pharma recently conducted a survey of GPS users to assess the effect GPS has had on productivity. The survey found that the organization had realized hundreds of hours in recurring and one-time savings, as well as significant improvements in overall efficiency. Specific examples include:

- ◆ **The time required to create and distribute sales reports to field personnel was reduced by 20% per inventory quarter.**
- ◆ **Development time for monthly financial performance reports was reduced by twenty hours per month.**
- ◆ **The process of developing and reviewing production schedules was reduced by twenty hours per month.**

Schwarz Pharma plans to further extend their Vanguard GPS software to other departments within the organization this year.