Infor Life Sciences

"With Infor, we've reduced complexity and increased throughput, while being able to take advantage of our existing infrastructure investments."

—Matt Ottmer, Vice President of Global Supply Chain, Biogen Idec

Transform your business

Pharmaceutical, biotech, and medical device companies like yours face a myriad of challenges in the complex and fiercely competitive life sciences industry. Not only are you faced with mounting compliance mandates, expanding competition, and expiring patents, you have to contend with pricing pressures from buying groups and variable demand that increases stock-outage risks. To ensure compliance, boost customer satisfaction, maximize profitability, and improve competitiveness, you need the right business system to transform all aspects of your business.

Successful transformation paves the way to better end-to-end value chains with global manufacturing and sourcing, stronger strategic partnerships, innovative product development and clinical processes, greater customer intimacy, and the ability to meet compliance standards and implement sales and operational planning more efficiently—while also increasing margins and growth.

To truly transform your business, you need a purpose-built suite of solutions that's developed specifically for the pharmaceutical, biotech, and medical devices industry. With Infor™ Life Sciences, you'll be able to address the unique requirements of the life sciences industry, such as potency, regulatory compliance, traceability, testing, and mixed-mode manufacturing. You'll increase speed to market, optimize production and operations planning, and simplify and expedite regulatory and customer compliance—while lowering your overall costs.

Deploy and adapt quickly

You can't meet the unique needs of the life sciences industry with generic software that treats all industries equally. At Infor, we understand that the life sciences industry isn't like all other industries. So, we've created a solution suite that's tailored to the specific needs of life sciences industries like yours.

Infor Life Sciences includes all the capabilities to manage the life sciences processes built-in—not bolted on. This means faster deployments and fewer modifications. You get up and running more quickly, with fewer disruptions to your business. Upgrades are faster, too. So you can quickly adapt your business processes to the rapid changes of the life sciences industry.

Meet your specific needs

Infor Life Sciences is built from more than 25 years of experience solving the business challenges of life sciences companies. With this complete value-chain- and compliance-oriented solution, you can better forecast demand to provide the lowest total-cost inventory plans to balance stock costs against outage risks—whether you're running a regional or global

operation. You'll assure quality, foster collaboration, improve asset performance, and increase new product success rates.

With unique, country-specific regulations and agencies—such as the US Food and Drug Administration (FDA), Health Canada, and Australia's Therapeutic Goods Administration (TGA)— it's essential to use a more scientific approach to compliance that spans an open, validated solution. By integrating and optimizing your operations with an event-driven solution, you'll reduce the time to detect changes and analyze alternatives, and be able to react in the most cost-efficient, lowest risk manner.

Whether you need to increase perfect order rates, improve asset performance, increase strategic partnerships, or lower the total cost of quality and compliance, Infor Life Sciences can help.

Some of our customers include:

- Abbott Laboratories
- AstraZeneca
- Bausch & Lomb
- Biogen Idec
- Pfizer
- Schering Plough
- Shaklee Corporation
- Takeda Ireland

Solve your business challenges

With Infor Life Sciences, you'll have the tools you need to become more agile and demand-driven. Infor Life Sciences can help you:

Optimize your supply chain around unique industry variables. Manage your unique capacity and supply chain constraints, such as attribute-based cost allocation, grading of raw materials, lot and sub-lot tracing, RFID, and managing multiple plants and distribution centers. Maximize tank utilization by intelligently sequencing your lines, taking into account elements such as tank capacity, clean-in-process, and contamination.

Infor Life Sciences allows you to:

- Respond faster to changes in customer demands.
- Maximize capacity utilization across multiple locations.
- Reduce stock outages.
- Efficiently meet regulatory and compliance mandates.
- Bring new products to market faster.

Attain operational agility. Maximize efficiency in packaging, bulk products, processes, alternate processes, tank scheduling, and more with integrated quality specification matching. Increase fill rates, improve capacity utilization, and cut total cost (while minimizing stock outages) by improving your ability to tackle complexities, such as products in multiple package options, customer-specific product specifications, and multiple units of measures (UOM). With Infor Life Sciences, you can accomplish all this even if you operate in a complex environment that includes process and discrete manufacturing.

Meet regulatory compliance. Reliably and quickly address all regulations and reporting requirements. For example, pharmaceutical manufacturers in the US can meet the Code of Federal Regulations Title 21 Part 11 (21CFR11) electronic-signature certification requirement, as well as the FDA's electronic-pedigree requirement to track and trace each prior sale, purchase, and trade of a drug. Other countries require similar documentation, so no matter where you're located, you can manage this automatically.

Also meet stringent governmental regulations for recall readiness. You can trace all elements and finished goods reliably across your entire operation. You'll easily and quickly meet changing compliance standards, and be set to perform lot/sub-lot track and trace throughout the supply chain for quick recall identification.

Gain real-time cost awareness. Get access to the right information to better measure your results using Infor Life Sciences' in-depth, attribute-level costing capability that factors in complex attributes, such as potency and market price. Continually fine-tune formulas and processes based on data collected by measuring yield and variances of all cost elements. You'll be able to better control the potential variable margins associated with manufacturing.

Improve forecast accuracy. Plan an inventory strategy that optimally balances inventory, risks, and service levels, while reducing your inventory investment and increasing cash flow and profitability. Classify items by ABC classification, plan safety stock levels and lead times by location, define risk constraints and ordering policies, and more.

Operate at peak efficiency, respond quickly and profitably to disruptive events in your supply chain, minimize workplace risks, curtail rising costs, and make the most of your precious production resources. As a result of the greater control and agility over your operations, you'll boost profitability. As you change faster than your competition, you'll find yourself in a position to capitalize on new market opportunities.

Work smarter

Infor Life Sciences is built on groundbreaking technologies that deliver new levels of usability, connectivity, and insight. Based on the latest advances from the consumer and enterprise worlds, these technologies change everything you thought you knew about business software.

Organized. Role-based dashboards and powerful personalization tools let you arrange graphs, key metrics, priority alerts, and favorite inquiries on a single screen, giving you one place to go for all the information you need to make better decisions, faster.

Mobile. Infor mobile applications put the power of your Infor solutions on your tablet or smartphone, so you can be productive anytime, from anywhere. Your sales team can stay current on orders and be of greater value to their customers, regardless of where they are. Warehouse workers can get current information on orders and react quicker to changes.

Confident. Alerts and predefined workflows deliver critical, role-based information automatically to your desktop or smartphone. Act faster with early notification of late deliveries, missed shipments, and potential recalls.

> **"Instead of spending six to eight hours per day on manual information collection and reporting, our employees now use the time they've saved to expand the business in other ways."**
>
> **—Jim Buono, IT Technical Lead, Shaklee Corporation**

Connected. With warehouse inventory in one system, work orders in another, and maintenance records in yet a third, it can be almost impossible to get a complete picture of your business. Infor's ION technology simplifies connectivity between your applications, both Infor and non-Infor. You get seamless integration and a unified user experience across all your systems.

Reliable. Infor Life Sciences provides a single, reliable source for all your reports—even when that information is drawn from multiple systems across your business. Out-of-the-box, you'll derive the benefits of powerful, role-based reports and industry-specific business measures derived from our 25+ years in the life sciences industry.

Social. Transform the way you work with social collaboration capabilities that allow your staff to work together on the same project or document in real time. Allow product development to communicate with operations in a plant as they are testing a new product or formula. Allow multiple finance managers to work on the same budget application simultaneously. Everyone in your organization will be able to work in communities of shared interests, collaborate more effectively, improve processes, act faster, be more productive, and get better results.

Accelerate and achieve

Leading manufacturers in the life sciences industry rely on Infor to drive efficiency and profitable growth. With Infor Life Sciences, you'll increase your company's agility and reduce its supply chain risks by boosting demand accuracy, accelerating new product introductions, and strengthening asset performance. You'll produce consistent quality and compliant products to allow your organization to satisfy shifting demand, adapt to volatile market dynamics, and meet your goals faster.

Infor in action

Our solution can help you solve your most pressing challenges. Take a look at some of our success stories:

Increasing production demands

A global, innovation-driven, bio-pharmaceutical company that develops, manufactures, and markets prescription medicines for serious illnesses and diseases needed to increase the production demands of a 20-year-old plant that was prone to breakdowns and had maintenance requirements that were unattainable with its existing IT systems and practices. With Infor Life Sciences, the company was able to improve its plant operations, reduce downtime by 1,500 hours, and increase production to generate an additional $2.3 million in revenue.

Streamlining workflow

A growing, European-based pharmaceutical company that manufactures prescription drugs for the European and US markets needed to ensure that it was compliant with the US FDA's 21CFR11 electronic records and electronic signatures requirements. Additionally, the company needed to implement a scalable system that would provide efficient data delivery, had plenty of room for growth, and could drive improved manufacturing practices and lean maintenance requirements.

With Infor Life Sciences in place, the company was able to eliminate 20,000 paper work orders per year through a streamlined workflow process combined with electronic approval signatures. The company also gained large improvements in technician use, saw significant reductions in the amount of time technicians spent on planned versus reactive work, and benefited from reduced administration time for the planner and technicians.

Producing better products, faster

A US-based company that sells personal care and beauty products in over 3,400 stores worldwide, with $10 billion in revenue, was looking to become more innovative. The company wanted to move to higher-margin products, share concepts across brands, improve seasonal launch rates, and minimize the time needed to add new concepts. With Infor Life Sciences, the company was able to improve its on-time launches of seasonal products, significantly increase the number of SKUs with the same resources, and release more products into multiple channels. The company was also able to considerably reduce the time needed to go from concept to shelf and improve quality and compliance, as well as add two new concepts.

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About Infor.

Infor is the world's third-largest supplier of enterprise applications and services, helping more than 70,000 large and mid-size companies improve operations and drive growth across numerous industry sectors. To learn more about Infor, please visit www.infor.com.

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