birlasoft

Future Ready Enterprise Technology

Comprehensive SAP-based Solution
for the Medical Device Industry

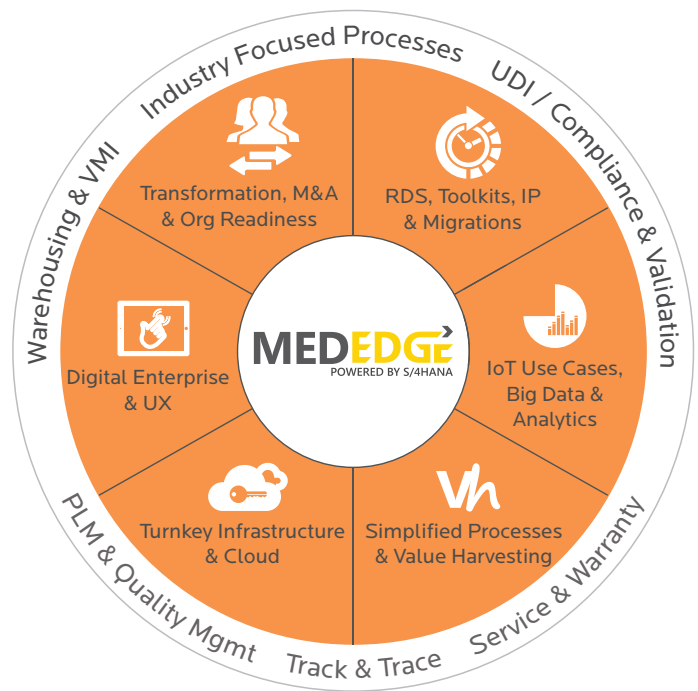# Future Ready Enterprise Technology MedEDGE

Business Overview

For over the Years Birlasoft has been at the forefront in driving business innovation with cutting edge technology. Our business strategies allow organizations to adapt to today's ever changing and connected IT landscape. Our strategy demonstrates our completeness of vision, product life cycle management, clubbed with support for maximum sustainability and future growth. Our approach lies within co-creating best-in-class solutions that meet all your business needs.

If you are dealing with products, devices or medical components for the Healthcare, Life Sciences and Pharmaceuticals industries, then can equip you with the world's most robust portfolio of business processes and technology applications to operate better and make more insightful, data-driven decisions. **MedEDGE** automates the core processes that drive your business every day. It launches products faster, streamlines quotes and orders, optimizes your supply chain, improves service management processes and achieves financial excellence on a single integrated platform.

MedEDGE provides built-in best practices across Opportunity to Cash, Record to Report, Product Lifecycle Management, Service Management, Procure to Pay, Supply to Market and much more so you can accelerate speed to value

MedEDGE can help you synchronize production with customer requirements, bring just-in-time principles to operations, reduce costs, lower inventory and gain control of manufacturing support functions including compliance, reporting and quality assurance.

Business Benefits of MedEDGE

Electronic Devices & Components

Products for Healthcare, Life Sciences & Pharma

Medical Device Manufacturers

Medical Device Distributors & Vendors

Medical Device Product Companies

CGMP and Complaince companies

Enhanced operational performance and accountability with Supply Chain visibility and control

- Contract manufacturing processes integrated to internal supply chain
- Multi-tiered inventory visibility and component visibility
- Fulfillment tracking through 3PL connections and drop shipment capabilities
- Robust Complaints & Returns management
- Comprehensive Batch Geneology & Recall
- Integrated CGMP & federal reporting process

Increase revenue and customer satisfaction with collaborative sales processes and rapid demand response

- Real-time capable-to-promise (CTP) system and backlog management
- Revenue Recognition with bundled hardware and software sales
- Project driven sales win and collaborative sales processes
- Service order, deployment, Warranty and contract integration
- Returns & Sample management Service Notification through Repairs process

Automated, real-time financial and order processes to increase efficiency

- Robust automated revenue recognition infrastructure
- Out-of-the-box deferred revenue calculations tied to orders, projects, or VSOE bundling
- Management of contracts, pricing, licensing and service terms Configuration management

Proactive Management of risk and compliance

- Visibility and monitoring of compliance – SOX, VSOE, IFRS
- Visibility to Birlasoft performance at all levels
- Reduced cost of compliance/audits
- Validation

Big Data Ready

- Cut data processing time from weeks to minutes with SAP HANA

Completely Mobile

- Mobile infrastructure – pre-configured business apps for all platforms and centralized device management capabilities

A Turnkey, Rapid & Fully Featured ERP That Works The Way You Do

BI and Dashboards
· Comprehensive methodware with components including SAP BW, SAP
  Business Objects, SAP Business Objects Planning and Consolidation and GRC solutions.
· Custom Dashboards for multiple - users (C-suite & business leadership)
· Personalized, drag-and-drop functionality, interactive gauges, charts, and widgets for instant access to clear, understandable metrics.

Birlasoft Simple: SAP Hybris eCommerce & CPQ
· B2B Accelerators RDS
· Dealer Portal & Guided Selling
· (CPQ)- Configure Price & Quote, (VC) Variant Configuration
· UX Design/Usability

SuccessFactors (SFSF)
Leverage Birlasoft's multi-certified consultants and experience with over 900 SFSF projects to optimize your HCM solution across Employee Central, eBIZ modules, Benefits and Payroll.

Organizational Change Readiness
· OCM Program Planning
· Organizational Readiness/Risk Analysis
· Attrition Risk Assessment
· Staff Skills & Competencies Assessment
· Integrated Training & Development Programs

StratosM&A Approach: Birlasoft M&A Value Driven Integration Approach
· Birlasoft's M&A Delivery Methodology
· Org Readiness for M&A
· Birlasoft IP, Tools, Templates, Accelerators
· Risk Management & Governance Approach
· Heat Map Process Analysis for various LOB's

Tools for Lean Mftg- Sample List
· Product Attributes based Mass Scheduling
· Shopfloor Sequencing
· Work Center work Dashboard

Transformational AMS
Birlasoft Managed Services encompasses traditional AMS to transform and drive value in the busines. We offer a mature yet flexible delivery model that provides average TCO savings of 30 – 40% over the life of the engagement.

MEDEDGE
POWERED BY S/4HANA

| THIN CLIENT | OFFICE | FORMS | PORTAL | MOBILE |

Opportunity to Cash
Account Mgmt. | Global Trade Services
Marketing
Opportunity Mgmt. | Order Processing

Record to Report
Asset Accounting | Cost Mgmt. | Enterprise
Performance Mgmt. | Financial Closing &
Consolidation | Financial Supply Chain

Product Lifecycle Mgmt.
Product Development
Strategy | Manage Innovation
Program Management

Service Management
Customer Service
Service Delivery
Service Sales & Marketing

Procure to Pay
Contact Mgmt. | Operational
Procurement | Strategic Sourcing
Supplier Management

Supply to Market
Inventory Optimization | Logistic Execution | Operations Execution | Operations

Accounting, Logistics & HR

Reports for Accounting & Logistics

SAP ERP Central Component

SAP Business Objects

Telecom & Network Appliances

Semicon & Fabless

Embedded Software

Electronics & Components

| HANA | BW & Suite on HANA • HANA Live • Sybase • HANA Apps • Non-SAP/Text Data/Hadoop |

| Implement | Upgrade • Global Rollout • Migration • M&A &D • AMS |

POWERED BY SAP NetWeaver™

| SOA Management | MDM | Portal / Content Management | Business Warehouse |
| Integration Management | Security & Identity Management | Business Process Management | Mobile Infrastructure |

Left sidebar

Mobility & UX
Fiori

Custom
Applications

• SRM
• SNC
• FSCM
• PLM
• Fiori
Cloud

StratosCollaborate
• Customer
• Ariba
• Hybris
• Social

StratosCRM

SuccessFactors

SCM - APO

SAP S/4HANA

As a recognized HANA leader, Birlasoft's S/4HANA experience, with multiple customers, certified HANA experts and proven tools can help you transform your busines and execute the S/4 HANA roadmap. Whether for ECC, S/4, Migrations, HANA EDW reporting or HANA Apps to manage Non-SAP and Unstructured Data with Hadoop integration.

Vh- Value Harvesting™

· Simplify and gain more value from current Enterprise Systems
· Identify KPI's and utilize Birlasoft monitoring tools to analyze business process with Industry Standards/guidelines
· Build Processes/Solutions to achieve target KPI's

Data Manager Tool

· Migrate JDE to SAP, Oracle to SAP, QAD to SAP) Powerful data profiling engine
· Identify duplicate records
· Real time address validation powered by Google
· Onscreen and batch data validation
· Option for real time data load simulation

ERP

· Best-of-breed processes for Product Lifecycle Management, Supply to market, Record-to-report, Opportunity-to-cash, Procure-to-pay, Quality Management , Plant Maintenance and Revenue Recognition with bundled HW/SW sales
· Contract manufacturing processes integrated to internal supply chain
· Diverse Mix of Channels, CM, 3PL, OEMs
· Multi-tiered Inventory visibility and Price Protection
· Supports flexible manufacturing processes including make-to-stock, make-to-order, configure-to-order, or engineer-to-order
· Fulfillment tracking through 3PL connections and drop shipment capabilities
· Service Management (Repairs, Returns, Claims and Warranty) capabilities
· Configurable roles, processes and applications
· Improved usability - using SAP's NetWeaver Business Client (NWBC) as standard front-end
· Over 70 Pre-developed deliverable templates
· Implementation accelerators: 95+ SAP Best Practice Scenarios and over 60 additional value added scenarios configured
· Turn Key and Rapid Deployment ready
· Deployable on-premise, private cloud, public cloud or hybrid environments
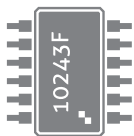
Rapid Deployment Solutions (RDS)

MedEDGE can be rapidly deployed as an on-premise solution in as little as 12-24 weeks or can be creatively financed through a hybrid or pure cloud SaaS model in our Tier-1 data centers. Birlasoft's deep SAP and industry domain expertise offers proven tools and proprietary integration accelerators to ensure a rapid and smooth deployment. MedEDGE comes "ready-to-run" on day one.

DEPLOY FASTER

· Birlasoft Workbench
· Estimation Tool
· Track Tool
· Smart Convert Tool
· Analyzer Tool
· Master Data Templates
· Complexity Mapper

birlasoft
Rapid Deployment Solutions

Industry Use Cases

Process Innovation & HANAtization

· Industry: Life Sciences / Medical Devices

· Company Size: $2.8B Global Leader

· Products: Security and Inspection, Oncology and X-Ray Systems

· Solution: Optimize & Hanatized Real time Revenue Forecasting Reduction in TCO (Oracle Database replaced) Process Innovation, HANA Live Enhanced Revenue Recognition using SAP FARR SoH, GUDID Road mapping & Implementation SAP CRM, PLM, SCM, BPC, GRC, Personas, Fiori, BW, BOBJ, SolMan

Profitability & Service Analytics

· Industry: Life Sciences / Medical Devices

· Company Size: $250M

· Products: Specialty surgical table and patient positioning & Imaging Tables

· Solution: Optimized product labelling & tracking, Streamlined Collections & Dispute Management Warranty & Claims management, Warranty, Service & Predictive Analytics, Integrated RMA & Returns, SAP ECC, CRM APO

Value Harvesting & Value Delivery with Stratos M&A

· Industry: Life Sciences / Medical Devices

· Company Size: $400M Market Leader

· Products: Critical Care therapeutics

· Solution: Stratos M&A roadmap & implementation, Value Harvesting SAP S4HANA & HANA Enablement Optimized key functions in Finance, Marketing, Sales, Contracting & Pricing, Tech Support, Customer Care, RSC – Distribution, Quality and Manufacturing, SAP AMS

Opportunity & Lead Mgmt with Enterprise Business Warehouse on HANA

· Industry: Life Sciences / Medical Devices

· Company Size: $2.1B Market Innovator

· Products: Robotic surgical systems

· Solution: Enterprise Business Warehouse Trend Analysis & Opportunity indicators EDW on SAP HANA HANA Modelling & SFDC integration Tableau & BOBJ Reporting

Discover more **Birlasoft** use cases

Discover MedEDGE in 3 Easy Steps...

1

Expert Virtual Roundtable
Your team gathers every week to discuss key issues. Invite Birlasoft experts to your call. We'll offer valuable insight into best practices, research and how other companies have gone from "good to great".

2

Value Harvesting Workshop
Birlasoft will come on-site with experienced experts to deliver a free value assessment workshop. We'll provide a roadmap and solution scope using your data. You may find out that partnering with us can pay for itself in just a few months.

3

Delivery Proposal
Birlasoft will provide a no-obligation proposal to get you up and running in as little as 8-16 weeks with minimal upfront cost.

1900+ SAP Consultants	Serviced Over 300 SAP Customers	Customers Across 25+ Countries	7 Global Delivery Centers & 34 Offices

CMMI **ISO 9001 Registered**

{ Awards & Recognition
SAP Impact Award Winner
Top 10 SAP Ranked Partner

Gartner
Top 20 SAP Implementation Providers

IDC
Marketscape HANA Leader-Utilities 2015 Manufacturing 2016

hybris
Hybris Award 2015 Newcomer of the Year

SAP Gold Partner

HYBRIS SILVER PARTNER

successfactors
An SAP Company
CONSULTING PARTNER

RESOURCES | SAP@birlasoft.com | birlasoft.com

Enterprise to the Power of Digital™

Birlasoft combines the power of domain, enterprise and digital technologies to reimagine business processes for customers and their ecosystem. Its consultative and design thinking approach makes societies more productive by helping customers run businesses. As part of the multibillion diversified CK Birla Group, Birlasoft with its 10,000 engineers, is committed to continuing our 150 year heritage of building sustainable communities.