

Deloitte's Pre-configured SAP service offering for Life Sciences.

Are you clear on the benefits of implementing SAP®—but afraid of taking a proposal to your management team? Are you worried about a risky, prolonged implementation that takes a long time to generate value to your business? Are you wondering why implementations take so long and are so expensive after so many years of ERP history, associated learning, and experience?

As SAP implementations have matured, companies now expect a more “industrialized” approach to implementations. That’s especially true in life sciences, where large companies are in the process of upgrading or reimplementing their SAP solutions to take advantage of global standardization opportunities and newer functionality. Meanwhile, younger life sciences companies aspiring to be large, dominant players are also looking for ways to get more from their SAP implementations faster. Both types of companies share a need for cost-effective ways of implementing SAP solutions, using a predictable, lower-risk approach that delivers solid ROI in the shortest time possible.

A new approach

Deloitte has developed a pre-configured service offering for the life sciences industry based on SAP ECC 6.0, designed to help accelerate implementations in a number of ways. For large companies, the pre-configured service offering can help jump-start the implementation and serve as a reference model through the design/blueprint phase of the project. For high-growth enterprises in the small and medium business market, the offering can be used as a solution in a box—one that can be easily adapted to a range of business challenges. The solution is built on leading business processes and includes detailed documentation covering everything from SAP configurations and associated test scripts to validation protocols, training materials, and cutover plans.

Deloitte's Pre-configured SAP service offering is certified by SAP as a Business All-in-One service offering and is being offered by Deloitte to help companies in their efforts to accelerate implementation timeframes and lower the cost of deployment.



Fast, focused, and flexible

The Deloitte Pre-configured SAP service offering for life sciences brings together a number of industry-specific components designed to improve implementation quality, help manage associated risks, and accelerate implementation timelines. Built using Deloitte's insights on what works in the industry, as well as our experience in providing services to many of the world's leaders in life sciences, the solution includes:

- Time- and client-tested implementation accelerators, tools, and services
- A pre-configured SAP system, based on SAP Life Sciences best-practice building blocks, augmented by Deloitte's experience, knowledge, and skills developed through the effective delivery of consulting services globally in the biotechnology, pharmaceutical and medical device sectors
- A prebuilt SAP Solution Manager and content repository, containing ready-to-use documentation and detailed process decomposition structures—based on leading industry practices encapsulated in Deloitte's Life Sciences IndustryPrint

This offering is designed to give life sciences companies access to quality ERP technology quickly, along with the ability to better manage implementation risk. Plus, it is designed to provide enough flexibility to better allow you to more effectively address your company's needs.

Service offering components

The technology

Deloitte's service offering includes a pre-configured SAP ECC System, which features:

- More than 150 SAP building blocks and more than 1,000 configuration objects
- SAP modules: SD, MM, WM, PP-PI, PP, QM, FI, CO, PS, SM and BW
- More than 50 ready-to-run, fully documented business scenarios, covering the categories of Material Management, Production Planning & Execution, Warehouse Management, Quality Management, Sales & Distribution, and Finance & Controlling
- Reference master data sets in Sales, Operations and Finance areas for Pharmaceuticals, Biotechnology and Medical Devices industry sectors (routers, recipes, PI sheets, equipment, serialized instruments, bill of materials, inspection catalogs, material master, etc.)
- Scenarios that include inventory management, subcontracting, repetitive manufacturing, discrete manufacturing, process orders, intercompany sales and stock transfers, batch management, serialization, product costing, and long-term planning, among others

A Pre-configured SAP solution manager

Deloitte has extensive experience in using SAP's Solution Manager in the life sciences industry. We've put this experience to work in decomposing business processes and in creating a detailed content repository that links documentation with system design, project status reporting, issue management and test management. The Pre-configured Solution Manager that is included in our service offering features:

- Scenario decomposition structures based on Deloitte's Life Sciences IndustryPrint
- Business process documents and reference templates—one for every sub-process
- Process flows with integration points
- Detailed reference-user requirements
- Detailed test scenarios/cases that are ready to run using Microsoft Excel or HP Quality Center for documentation
- Data mapping templates
- A broad master package including master data workshop materials, data mapping templates, data collection templates, and associated data migration programs for key master data objects and SAP transaction mapping
- SAP configuration object mapping and configuration guide

Reference materials

Unlike many other options on the market today, this offering includes reference materials that have been tested in numerous Life Sciences SAP implementations. These materials encompass:

- Project phases and deliverables framework
- Validation strategy and approach
- Documentation strategy and approach
- Standard roles
- Sarbanes-Oxley control framework
- Training material
- Specifications for typical technical objects (forms, reports, interfaces, conversions, enhancements)
- Basic BW, Portals, and Process Integration (PI) is available

Experienced practitioners

Having the right technology is important, but without experienced hands at the wheel, technology alone isn't enough. Our professionals bring hands-on implementation experience from working with a wide range of life sciences clients. That can make a big difference when it comes to managing cost and risk—and getting to the answers more quickly.

Validation-ready

Computer system validation is a critical component of system integration projects in the life sciences industry. The pre-configured system included in our service offering is validation-capable, and our validation methodology is supported by our process and system knowledge as well as the extensive experience of enterprise risk specialists. Based on an enhanced version of the GAMP 4 V-Model Validation, Deloitte's validation methodology is flexible enough to incorporate multiple sets of regulations as well as to provide an effective approach to system compliance.

Benefits

Deloitte's Pre-configured SAP service offering is designed to present you with a number of advantages over traditional ERP implementation service offerings:

1. *Improved ability to manage risk:* A repeatable approach can help you lower implementation risks.
2. *Avoid surprises:* Getting a good feel for the SAP system through each phase of the implementation can help you prevent end-user surprises and rework during the later stages of the project. The pre-configured approach offers you the benefit of seeing the system from the early stages of the design/blueprinting phase to a final system walk-through at the end of the "build" phase.

3. *Ease of deployment:* The pre-configured system is built to be easy to use. Technically, it is relatively simple to install. Plus, the detailed guidelines and documentation that accompany the service offering help make the system adaptable and easier to deploy.

4. *Focus on compliance:* The embedded validation and security/controls components help prepare the pre-configured system for computer system validation and assessment against Sarbanes-Oxley requirements.

5. *Jump-start the implementation:* The pre-configured business scenarios and the components in the SAP Solution Manager are ready to run, helping to jump-start your implementation activities. Deloitte's service offering can help you cut down on your implementation effort and, accordingly, allow your project resources to spend more time on strategic areas.

Deloitte also has access to a full range of complementary tax, consulting, and advisory services. These multidisciplinary services span regulatory consulting, computer system validation, international tax advisory, ERP, implementation of LIMS and document management systems, and compliance remediation, just to name a few. Our multidisciplinary approach to providing services enables us to help you examine your business challenges from several angles to better help you in your efforts to spot more opportunities for creating value.

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