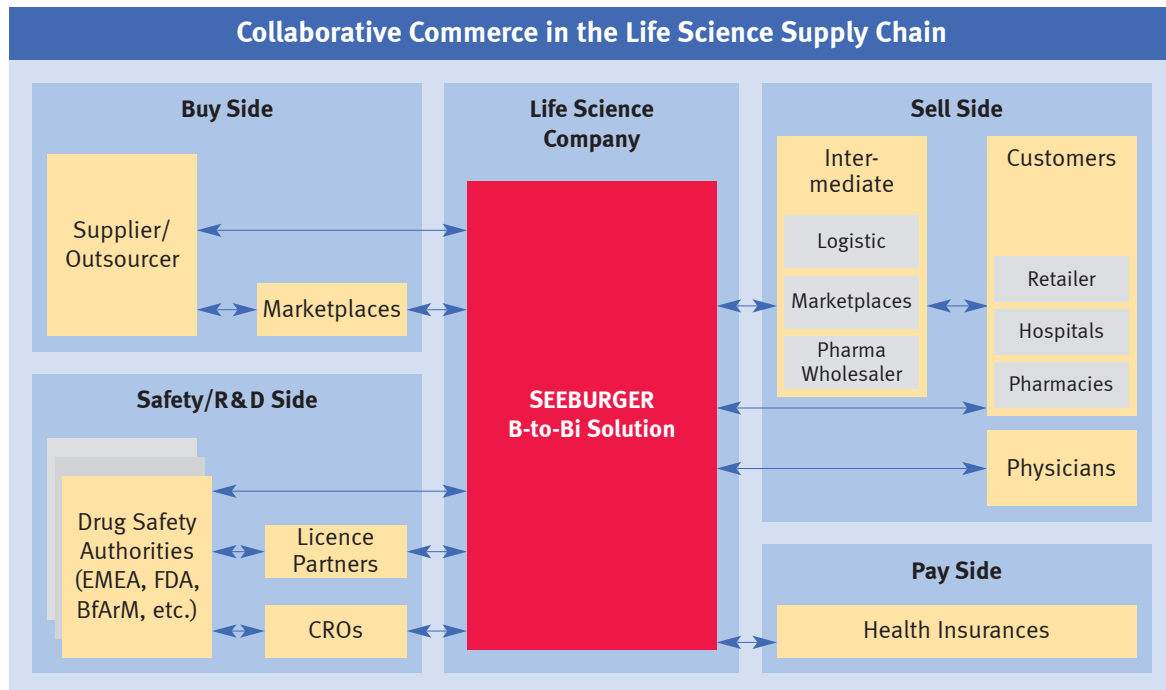


# Collaborative Commerce for Life Science:

## Healthy Profits without Adverse Reactions



### ■ The Challenge for Life Science Organisations

Life Science Organisations are facing increasing costs and regulation policies and practices. Successful companies have solved this challenge through business partner integration along the whole of the supply chain thereby reducing costs and increasing their competitiveness.

### ■ The Solutions

SEEBURGER is the only vendor that achieves 100% business partner integration with its broad spectrum of integration technologies in the Life Science arena: from regulating authorities, CROs and licence partners, suppliers, health insu-

rance companies and physicians through to customers, logistics partners and market places. All of this is available on a single central platform or can be delivered as a dedicated outsourced service. SEEBURGER solutions run also in SAP XI.

### ■ The benefits

- Protection of your investment by the deployment of a broad range of integration technologies to reach ALL trading partners; from classic EDI standards such as EDIFACT, PHOENIX, etc. to the latest real-time process driven B-to-B technologies like RFID and Paper-to-ERP

- Reduction of human resources by consolidating IT integration knowledge on one technology platform instead of widespread and therefore isolated knowledge silos
- Centralised setup and monitoring of all interfaces
- The lowest TCO
- Minimisation of hardware costs
- Deep SEEBURGER integration and B-to-B expertise reduces project risk and maximises value
- All functionality can be made available under either a licence or outsourcing model

# Collaborative Commerce for Life Science:

## Healthy Profits without Adverse Reactions

- High SEEBURGER expertise within regard to vertical industries
- 21 CFR Part 11 compliance
- SEEBURGER fully supports RFID requirements through its RFID Workbench solution: from project definition and simulation, through prototyping and pilot testing and all the way to full application integration

### ■ SEEBURGER's Solution for Drug Safety/R & D

Information interchange within Life Science companies is both time intensive and cost expensive in all phases of research and development with regard to regulating regarding authorities, life science partners and CROs. By implementing SEEBURGER's solutions, organisations reduce their costs (e. g. data entry) by connecting their partners automatically.

The Drug Safety Solution

- Is based on the Business Integration Server (BIS) and can be extended to any further integration requirements.
- Supports not only the required communication protocol EDIINT AS1, but also EDIINT AS2, e-mail, fax, ftp, VANs, and many more. This enables an organisation to get connected with every one of its business partners and CROs.

- Can be implemented on **every** integration platform regardless of technology and size of enterprise, thereby reducing TCO (Total Cost of Ownership)
- Connects any further internal enterprise application (e. g. Clinical Trials) and supports individual business processes.

**More information about the Drug Safety Solution is available in the dedicated brochure.**

### ■ SEEBURGER's Solution for Supplier Integration (Buy Side)

The reinforced cooperation with outsourcer and suppliers requires seamless integration regarding the supply chain. SEEBURGER fully supports supplier connectivity from marketplaces (e. g. Elemica) to integration through classic EDI to B-to-B standards like CIDX.

All business processes like Order-to-Cash or VMI (Vendor Managed Inventory) can be supported with business templates.

Suppliers without own integration tools can be integrated through web based portal solutions like WebEDI. Another possibility for cost reduction is Paper-to-ERP: SEEBURGER's solution for the automated processing of incoming paper invoices that integrates supplier bills directly into every ERP system.

### ■ SEEBURGER's Solution for Customer Integration (Sell Side)

Life Science organisations typically do their main businesses with hospitals and pharmacies through large distribution channels such as wholesalers, market places and logistic services. SEEBURGER's Sell Side solution can considerably reduce distribution costs within these channels through electronic information interchange: wholesale orders can be processed via EDI using e. g. the PHOENIX standard, orders from hospitals can be processed by Order-to-Cash or VMI (Vendor Managed Inventory), marketplace connections to GHX, Medicaforma and Medical Columbus can all be implemented for monitoring of Order-to-Cash processes with hospitals.

In addition, the Paper-to-ERP 4order solution allows the removal of labour intensive and error-prone manual processing costs by integration of incoming orders (via post or fax) in the ERP system.