



**ARION ERP CASE STUDY  
HEALTHCARE PHARMACEUTICAL  
INDUSTRY**

## Client Overview

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The client is a renowned company in the field of healthcare products and has vast experience in the pharmaceutical industry. The client manufactures and sells over the counter, generic and ethical drugs. The client's product range includes tablets, capsules, liquid orals, ointments, eye/ear drops and dry syrups. The company also exports its products to international markets. The company is dedicated to improving the quality of life, by providing best quality healthcare solutions to people.



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## What Issues Did Client Face?

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The client's business operates on a large scale. Their business strategy includes further expanding its operations by establishing a wide-reaching marketing and distribution network across the world. However, their present legacy ERP software system and financial software were not sufficient enough to support this strategy. The legacy software system was not even enough for their current, entire business needs. The client faced various issues and challenges in different areas like inventory, purchase, finance and accounting & planning and scheduling. There were discrepancies between the actual inventory and the inventory on paper. The legacy ERP system did not support lot traceability. The system did not have any module for planning and scheduling. The legacy system did not have feature to restrict receiving of items more than ordered and at a different cost. The legacy ERP system did not have finance software integrated into it meaning that information regarding inventory, production and sales had to be entered manually for accounting.

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## How Did We Resolve These Issues?

ArionERP studied the client's extensive and complex work operations and developed a thorough understanding of the same. ArionERP decided that the client needed a system that provides precise and clear real-time information of all the business processes so that the client can make well-informed decisions at any given time. ArionERP devised a solution that can easily handle the magnitude of the client's business operations. The ArionERP solution offers the advantage of scalability meaning that the client could implement the solution with a smaller number of users in the start and add more users later as the business progressed. Other features of the solution are inventory management including lot traceability, planning and scheduling module and finance & accounting module.

## Key Points Of Our Solution

With ArionERP solution, the client now has real time information about the actual inventory in the repository. Their procurement operation is now streamlined as the GRPO values can't exceed PO value and system does not allow to receive items without PO. The solution has synchronized inventory with accounting therefore, inventory accounting reports are real time. This has made generating general ledger, balances and many other accounting reports very easy

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## How Did The Solution Benefit Client?

ArionERP solution has helped in providing a strong IT foundation for the company. The client has found the solution very productive and believes that it is indeed a cutting-edge ERP solution for the pharmaceutical industry.

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