



LifeSciencesPath: Accelerating the SAP journey

Market trends and challenges

Life-sciences companies are facing an increasingly complex business landscape with new risks and opportunities, and a need for better digital end-to-end solutions to take advantage of the prospects while managing the hazards.

These risks and opportunities arise from factors such as:

- The shift to consumer-facing sales and increasing patient demand for product information, making a great customer experience a business requirement
- The lack of visibility and transparency during clinical trials and throughout commercial operations, which creates inefficiencies and risks in the drug commercialization, business planning, and sales processes
- Market stress from generics and non-traditional emerging competitors, creating business uncertainty and putting pressure on investments in innovation
- A dynamically evolving regulatory environment requiring increased knowledge and insights-based decision making to improve activity tracking through the value chain.

Companies that want to address these issues need to employ reliable end-to-end digital solutions.

How Intelligent Path aims to address challenges

LifeSciencesPath is Capgemini's SAP-certified SAP S/4HANA® packaged solution that is preconfigured with validation artifacts for accelerated implementation. It enables life-sciences companies to streamline operations, providing greater visibility and control of core business processes.

It is the best choice for companies that want to adopt industry-leading practices for standardization, simplification, and scalability of business operations. LifeSciencesPath helps companies embarking on a greenfield SAP journey as it can serve as the foundational system upon which the extended value chain can be built. It can also be used for companies with existing SAP implementations (brownfield) that are looking to expand their business-process footprint or to enhance existing processes by focusing on the latest leading industry and SAP practices.



Solution overview

LifeSciencesPath provides a vast collection of tools, templates, resources, and guides that have delivered acceleration in past implementations. Examples include:

- A master list of pre-configured reference business-process solutions
- Process documentation and flows
- Tested example data and integration test scripts
- Business-process procedures: transaction-level work instructions (training material)
- GAMP® validation deliverables templates (e.g. master validation plan, user and functional-requirements specification, design specification, test script, and traceability matrix templates).

The solution also provides extensive integration capabilities with other systems (social, mobility, analytical, IoT, blockchain, cloud, EDI) that are driven by business needs. It can be quickly provisioned and deployed both on premises and in the cloud to provide flexibility, speed, and a path to further business innovation.

The LifeSciencesPath SAP S/4HANA solution has pre-configured, out-of-the-box integrated end-to-end business processes that were designed specifically for life-sciences companies, dramatically reducing the work needed to start getting real value from the SAP solution.

The business scenarios built into LifeSciencesPath provide a broad scope of leading practices to address common challenges within medical device, pharmaceutical, biotech, biomedical tech, and cosmeceutical companies, and ultimately delivers business value

through technology enablement of business processes. It empowers companies to focus design efforts on the 20 percent of business processes that drive 80 percent of the business value. LifeSciencesPath includes the following value streams:

- Finance-to-manage – integrated finance across all operations
- Procure-to-pay – procurement and inventory management process with supplier quality, batch, and serial-number traceability
- Order-to-cash – frictionless customer processing to increase loyalty and profitability
- Demand-to-supply – multi-mode manufacturing, product expiration management, contract manufacturing, and quality-management processes.

Intelligent Path to Renewable Enterprise

Moving from traditional SAP architectures to SAP S/4HANA is more than an upgrade. It means creating a new Digital Core – a next-generation platform that's simple and comprehensive and will evolve with your growing needs. It enables you to become a Renewable Enterprise. These are agile companies with SAP S/4HANA at the core which anticipate market conditions and customer needs and continuously transform to deliver even better business performance by exploiting intelligent technologies.

We manage the technology in layers called the Digital Core and the Intelligent Enterprise. The Digital Core is the foundational layer that runs the company, and we help you keep it clean and simple. The Intelligent Enterprise

is the innovation layer, and we use technologies like the Internet of Things (IoT), artificial intelligence (AI), machine learning, blockchain, and Robotic Process Automation (RPA) to transform your business for the future.

Why Capgemini?

LifeSciencesPath is a ready-made solution that allows life-sciences companies to get a running start with SAP implementations. Capgemini has a long history of successful collaboration with SAP and leading companies in the life-sciences industry, making us a partner of choice for our clients. We always look forward to playing a part in their success.

Capgemini and SAP

Capgemini has been a leading SAP Global Integration Partner since 1993, helping our clients navigate the most complex SAP transformations in the world. Capgemini is one of the largest SAP systems integrators, with approximately 20,000 practitioners and more than 1,300 clients worldwide.

About Capgemini

Capgemini is a global leader in consulting, digital transformation, technology, and engineering services. The Group is at the forefront of innovation to address the entire breadth of clients' opportunities in the evolving world of cloud, digital and platforms. Building on its strong 50-year heritage and deep industry-specific expertise, Capgemini enables organizations to realize their business ambitions through an array of services from strategy to operations. A responsible and multicultural company of 265,000 people in nearly 50 countries, Capgemini's purpose is to unleash human energy through technology for an inclusive and sustainable future. With Altran, the Group reported 2019 combined global revenues of €17 billion.

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