

prodware
adjust

LIFE SCIENCES

Microsoft Dynamics

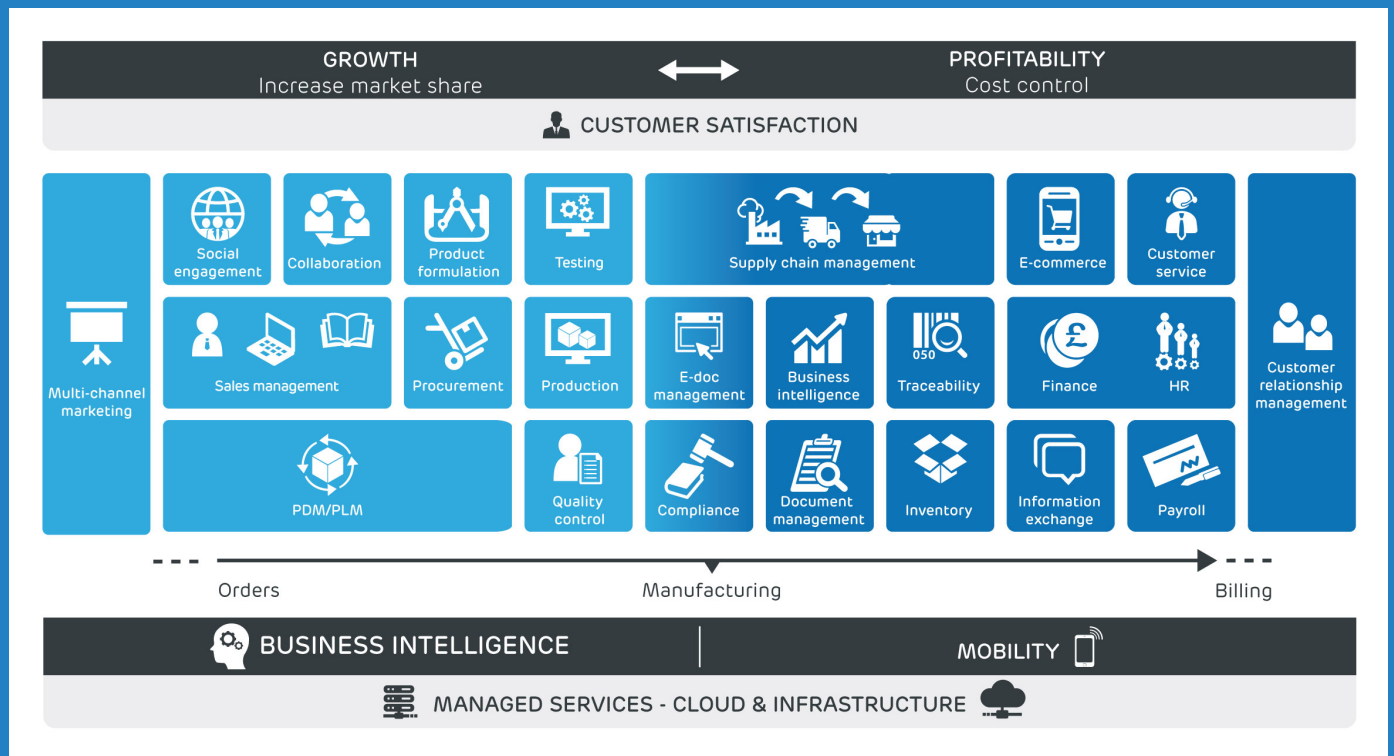
prodware^{TD}

Create and deploy
IT solutions for business

Our research and development strategy: to be the most innovative IT solutions integrator

“Prodware’s software development strategy is centred around the leading ERP platform, Microsoft Dynamics, enhancing it with innovative solutions to fulfil business requirements and the needs of specific industries.”

Alain Conrard
General Director - Prodware
CEO - Prodware Group



* ERP (Enterprise Resource Planning) or IMS (Integrated Management Software) is a software suite enabling a company to manage its whole range of operational processes, by integrating all of its systems such as commercial management, logistics, operations, sales, marketing and customer relationship management (CRM), regulations, its website and, also, human resources management, accounting and financial management.

** The solutions Certified for Microsoft Dynamics (CfMD) are subjected to rigorous testing proving their accordance with the highest standards, established by Microsoft for its partners.



Pharmaceutical and cosmetic companies have been impacted by the tightening of legislation, changes in regulation and the evolving behaviour of the market. Compliance with the Medicines & Healthcare products Regulatory Agency, FDA - 21 CFR Part 11 and the GMP trend for "natural" products are placing increased pressure on manufacturers. Suppliers operating in the life sciences industry must meet the challenges to keep pace with the market.

The challenges facing the process manufacturing industry are unique and require dedicated tools. It is vital that appropriate processes are followed in terms of mixtures, formulations and packaging.

When operating in the process industry, it is essential to have a global visibility on the whole of your activities: Cost of Work, quality, supply chain efficiency etc.

In order to increase the competitiveness of your business on the UK and international markets, you need to:

- > Minimise the costs of logistics and supply chain management
- > Automate cross-functional activities to increase the eco-efficiency rates and traceability
- > Access "real time" data
- > Constantly monitor legislation, regulations, and new developments
- > Manage quality control standards
- > Access real-time information to make informed decisions regarding product, production, resources etc.
- > Have readily available reporting of all processes

Prodware adjust rounds off Prodware's product range:

+ Core Solutions

Incorporation and adjustment of Microsoft Dynamics.

+ Innovative Solutions

Designing ground-breaking, high value-added solutions for specific trades and industries to enhance the performance of existing platforms.

+ Service Solutions

Advice and support in integrating, hosting and financing solutions with proactive management.

Your six selection criteria

To guide you towards the right solution for your business

✓ Functional Coverage

There is a wide variety of business software solutions but each company has different characteristics and needs. It is important to check that your Business Solutions partner meets your requirements through its industry solutions and industry know-how.

✓ Technology

Choosing the right platform is an important consideration. There are more choices than ever; Microsoft, Oracle, Apple and even Google/Linux. Considerations include familiarity, longevity, innovation and security.

✓ Innovation

Cloud, mobility, collaborative portals and social networks have become essential to business productivity and market penetration. They allow you to communicate with customers, suppliers, partners and employees in a simple, intuitive, seamless and secure environment.

✓ International availability

Only some ERP solutions are specifically designed with the requirements of international companies in mind. You should check that your geographical and linguistic needs are available in the packages you evaluate.

✓ Application structure and data

Application solutions vary technically in many respects. It is important to understand the principles and constraints if you want to fulfil your requirements, for example: single instance, multi legislation, multi-company.

✓ Project methodology

Recent surveys show that ERP and CRM projects generally fail; they are late, run over budget and do not achieve the users original vision. Understanding the main reasons behind the lack of success, and having a methodology that tackles those challenges head-on will ensure your project is one of the successful ones.

Prodware adjust Life Sciences

Faced with the constraints of an increasingly competitive market, manufacturers in the process industry need to be at the forefront of innovation, communication, quality, security, and responsiveness. Optimising processes and increasing productivity, accessing the right information in real time, quality management, multi-level analysis, formula management, documentation of components, and monitoring local and international legislation are among the most important issues. Prodware offers the essential solution to manage this information: a proven software package dedicated to the process manufacturing industry. **Find out the benefits of industry software, while benefiting from technology and rich functionality of an ERP leader.**

AX

Microsoft
Dynamics

NAV

Microsoft
Dynamics

Major functions

- > A differentiated offering, customised according to the specific needs of your company and industry
- > Based on a tried and tested ERP solution **Prodware adjust Life Sciences** perfectly covers the major functions of process manufacturing, administration and finance, supply chain, CRM, service management, production...
- > Multilingual and multi currency **Prodware adjust Life Sciences** provides an international field of operations
- > Comprehensive monitoring all activities: quality management, packaging management, purchasing and sales...
- > Certifications FDA CFR Part 11, GMP, ANSM

Comprehensive industry software

"All-in-one" **Prodware adjust Life Sciences** is a fully integrated solution that can manage all processes, such as the administration of batch / lots, multi-packaging options and safety standards, catalogue management (lot / receipt / pallets), storage and data management, quality management and MSDS (Material safety data Sheets).

With **Prodware adjust Life Sciences**, you get a complete industry solution that enables you to overcome all the challenges of the process industry and make your daily work much more efficient.

Powerful, flexible, easy to use, and integrates seamlessly with your information system.

ebusiness

suite by prodware

Flexible, wide-ranging, adaptable and natively integrated into ERP, **eBusiness Suite** is a single solution which meets all the requirements of B2B and B2C trading.

- > Native ERP connectors
- > Dedicated tool for upgrading product-marketing information
- > Simple, intuitive administration
- > Sustainability of a solution based on Microsoft standards
- > Profile and identification management
- > Research management and navigation universe
- > Shopping basket and preference list management
- > Monitoring of orders, history and budgets

eBusiness suite is an all-encompassing solution which allows you to create an e-commerce website, connected to your enterprise resource planning (ERP) business management solution. This means both you and your customers have real time data about inventory levels and allows for greater accuracy in reporting, enabling effective decision making.

business intelligence

suite by prodware

The ability to respond quickly to the changing environment is what gives a business their competitive advantage. The Business Intelligence solution by Prodware gives organisational wide reporting and analysis to support the key decision making process.

Using the Business Intelligence and reporting suite, managers can access information securely and in real-time. Notifications can be configured to alert management when margins and sales targets or other KPI's fall out of predetermined variables, allowing them to respond immediately to adverse trends.

WMS

suite by prodware

Comprehensive physical management solution for logistical flows integrated natively into your ERP.

WMS Suite is a module which physically manages logistical flows in the warehouse and is multi-company, multi-depot and multilingual.

From delivery to storage, from order preparation to dispatch, **WMS Suite** manages and optimises locations and siting and enhances traceability by radio.

WMS Suite uses barcode printers, embedded computing and EDI.

mobility

suite by prodware



The perfect add-on to your Information System, **Mobility Suite** enables you to optimise your flows, increase your productivity and reduce the number of recalls by equipping your mobile workforce effectively and intuitively.

Designed to equip your delivery workers, your service technicians or your salespeople, **Mobility Suite** enables you to supply your workforce with all the information needed for the management of field sales calls or maintenance visits.

Mobility Suite improves productivity and enhances customer service by avoiding duplication of tasks and improves accuracy by eliminating the need for double entry or waiting until the field worker returns to the office. Flexible and easy to use, the mobile solution is available across multiple platforms both online and offline with instant server synchronisation.

Collaboration



Companies are constantly changing in accordance with developments in quality standards, distribution and consumption, pricing modes. They therefore need to be proactive and flexible.

- > Collaborative intranet
- > Web browser
- > Portal
- > Workflow
- > Process automation
- > Project Quality and dematerialisation
- > Document Management - EDM

The services we offer

Implementation methodologies adapted to your requirements



USE PROVEN BUSINESS APPLICATIONS
OPTIMISE COSTS AND IMPLEMENTATION
TIMESCALES



Business Applications
Deployment Methodology



DEPLOY A CUSTOMISED SOLUTION
BASED ON YOUR INDUSTRY'S BEST PRACTICES



Project Deployment
Methodology



DEPLOY BUSINESS SOFTWARE INTERNATIONALLY
CONSOLIDATING YOUR INFORMATION AND
KNOW-HOW



International Deployment
Methodology



SIMPLIFY YOUR UPGRADE AND BENEFIT
FROM THE LATEST FEATURES TO INCREASE
YOUR PRODUCTIVITY



Upgrade
Methodology

Choose the help, training and service levels which suit you

✓ **Training and Help** to make your workforce more productive and support their skill development - Online or on site.

✓ **Managed Services for Applications and Infrastructure** to review the management of both your hardware infrastructure and your business applications, Prodware have skills for managing middleware and databases, network infrastructures, cloud, mobility and security.

✓ **Financing**
Prodware offers you tailored financing contracts to assist organisations in overcoming financial obstacles or constraints.

Traditional infrastructure or Cloud deployment

Our expertise in infrastructure management, integration and hosting enables us to deliver the complete range of application solutions in order to support your growth no matter what your company's strategy and requirements are:

- **Traditional** solutions deployed on premise
- **EasyCloud** solutions hosted on a shared platform
- **CustomCloud** solutions hosted on a dedicated platform



APPROACH	Traditional	EasyCloud	CustomCloud
FINANCE	Investment	Pay-per-use	Pay-per-use
CORE & INNOVATIVE SOLUTIONS	Leased or perpetual licence	Included	Leased or perpetual licence
SERVICE LEVELS	Customised	Standard	Customised
RESOURCE LOCALISATION	Customer	Prodware Datacentre	Prodware Datacentre
TECHNICAL SUPPORT	Service contract	Included	Included
SECURITY	***	**	***

TYPES OF ACCESS ADAPTED TO YOUR FINANCIAL AND TECHNOLOGICAL OBJECTIVES:

IT MANAGERS

- A customised solution: from the traditional approach to Cloud models, our options fit your IT strategy
- Business requirements taken into account: our expertise in Infrastructure ensures that we can customise our offerings and guarantee you the high availability levels expected
- Gain the benefits of new technologies: Prodware has the right certifications for leading hardware and software platforms

DECISION MAKERS

- A market-leading range of offerings from an experienced systems integrator
- On-premise solutions: the traditional mode of deployment, customisable to fit your strategic requirements
- Cloud Adjust solutions: a pay-per-use fee without hidden costs with SLAs

Some of our Prodware adjust Life Sciences customers

AJINOMOTO

Producer and distributor of glucose synthesis, Ajinomoto was the first world producer of amino acids. A Japanese company based in Tokyo, Ajinomoto produces 1,500 tons of aspartame per year, with 50 plants and 3,700 employees and 3 production sites in France with more than 200 employees.

3i nature

LBS PHARMA is one of four entities of the 3i nature group, and about 70 people with an annual production capacity of 25 million sales units. LBS PHARMA are a traditional pharmaceutical business and has approval from AFSSAPS.

3i nature

LPH is another entity of the group 3i nature. Specialising in the development, manufacturing and packaging of food and nutraceutical supplements in dry forms (capsules, tablets, sachets, sticks) and liquid (single dose, bottles, sticks), In June 2011, LPH received the ISO 22000 and ISO / TS 22002-1.

**WELEDA**

The Laboratory WELEDA France is one of 17 subsidiaries of WELEDA group producing medicines and Bio cosmetics. Headquartered in Switzerland, WELEDA products are available in 50 countries.

**SAKATA**

Japanese company, Sakata has over 100 years of experience in the research and sale of vegetables and plant seeds in more than 130 countries worldwide.

**NUXE**
PARIS

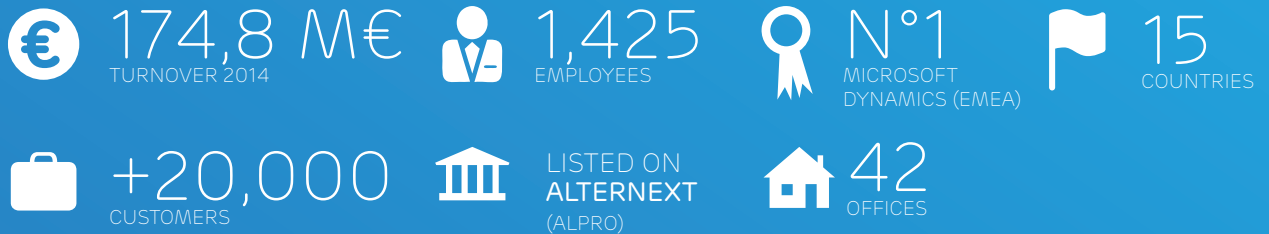
NUXE has become the natural cosmetic brand that combines performance and pleasure. Since its inception, NUXE has developed its own integrated R & D laboratory. Today, already 32 patents have been filed and others are under consideration.

**LABONORD**

Labonord has been a faithful partner of anatomy and cytology laboratories, research laboratories and pharmaceutical industries worldwide, since 1966.



Prodware in figures



Since being founded in 1989, Prodware has developed, deployed, integrated and hosted IT solutions for businesses. A Microsoft Gold Partner and a key player in the installation and management of global IT solutions and applications, Prodware specialise in Microsoft Dynamics CRM and Microsoft Dynamics ERP solutions and currently serve more than 20,000 active customers, offering industry designed solutions.

Prodware's expertise and strategic partner alliances has enabled them to become Europe's largest Microsoft Dynamics partner and one of the leading software and IT solutions providers in the UK.

Prodware's global coverage



www.prodware.co.uk

UK Information : +44 (0) 161 705 6000
International Information : +33 (0) 979 999 795



Prodware (UK) Limited

Prodware House, Waterfold Business Park, Bury,
Lancashire, BL9 7BR - info@prodware.co.uk

