Columbus®

Innovate, Comply, and Grow with Columbus ERP Solutions

Purpose-built for the Life Sciences Community

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30 Years of Digital Advisory

Full-Service Provider with Proven Experience in Life Sciences

Columbus has delivered tailored life science solutions and global customer success for more than 30 years. Our team of **1,600+ digital advisors** are experts in the development, deployment, enhancement, and support of digital solutions for enterprise-scale and large SMB customers in the life science industry. With **more than 9,000 implementations of business-critical applications and 5,000+ customers,** our team combines the advantages of localized service with the power of global resources.

Proven Experience

1,7000+
Consultant Hours Annually

24/7/365
Support & Managed Services

80,000+
Cases Solved Annually

20+
Strategic Vendor Partnerships

45+
Countries with Clients

9
Languages for Support

Core Services

Cloud ERP Solutions

Data & AI

Business & Application Integration

Strategy & Change

Compliance & Security

Operational Excellence

Application Management

Customer Experience & Engagement
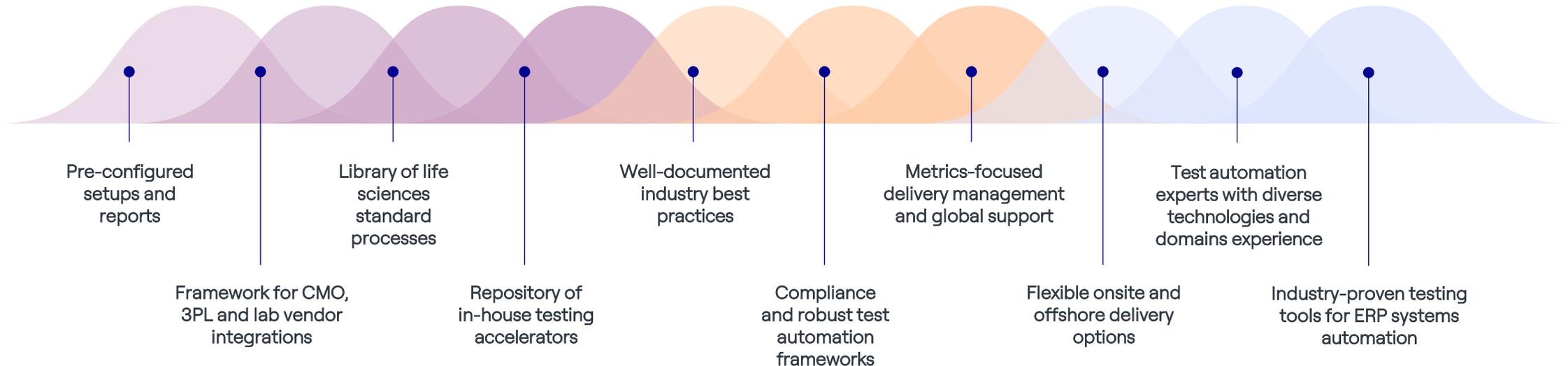
Industry Focused

Pharmaceuticals

Biotechnology

Medical Device

Contract Research / Manufacturing

Nutraceuticals

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What Makes Our Life Science Offering Different

Pre-defined configurations, processes, reports, workflows, validation templates built through extensive life sciences expertise:

Pre-configured setups and reports

Framework for CMO, 3PL and lab vendor integrations

Library of life sciences standard processes

Repository of in-house testing accelerators

Well-documented industry best practices

Compliance and robust test automation frameworks

Metrics-focused delivery management and global support

Flexible onsite and offshore delivery options

Test automation experts with diverse technologies and domains experience

Industry-proven testing tools for ERP systems automation

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Columbus and Dynamics 365 Finance & Supply Chain
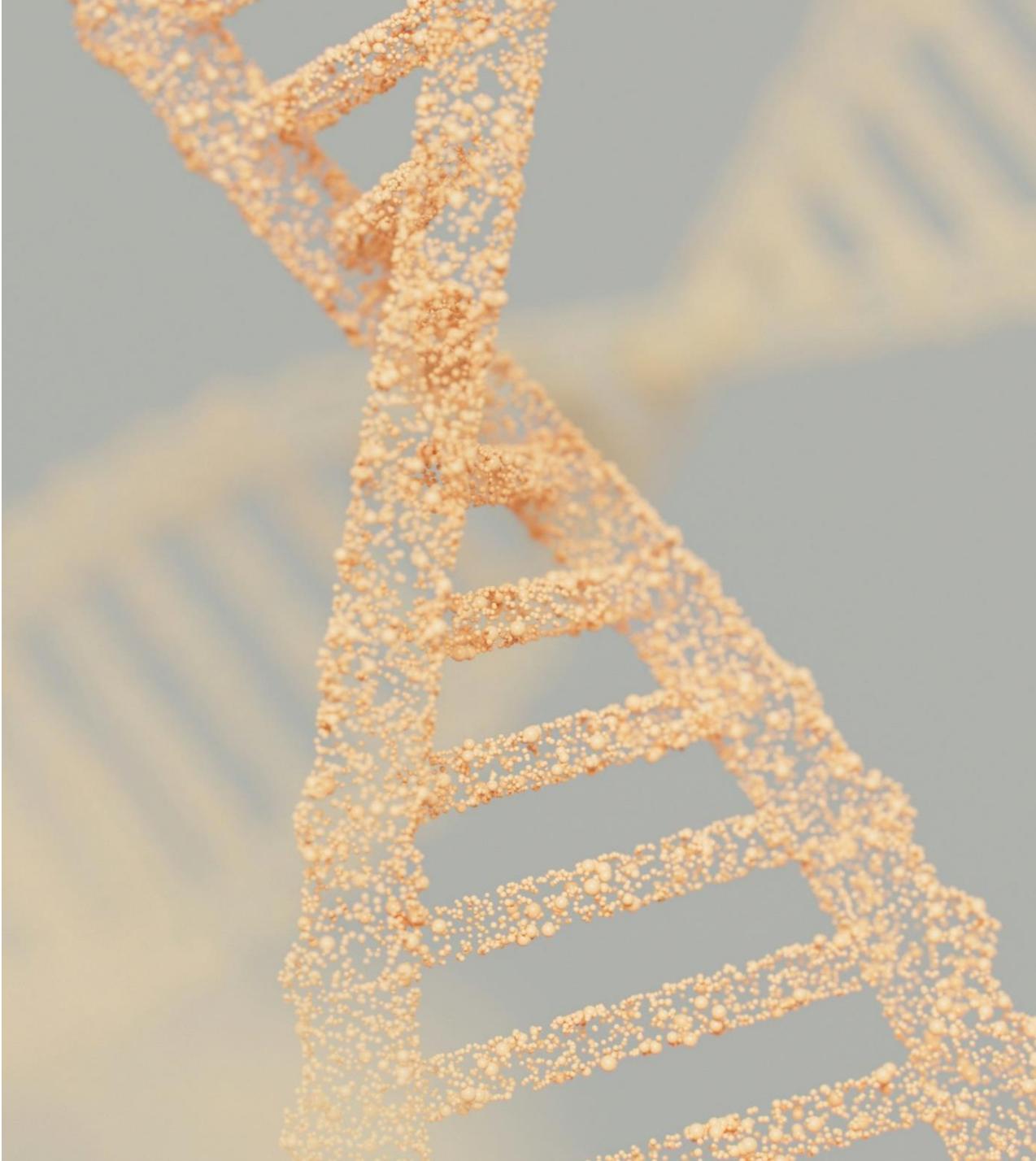
• Tailored ERP for Life Sciences

ERP solution designed specifically for life sciences companies addresses unique industry challenges comprehensively.

Lifecycle Support

Supports all stages from research and clinical trials to commercialization and global expansion effectively.

Compliance and Agility

Ensures adherence to FDA regulations while providing agility and actionable insights to accelerate innovation.

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Industry Challenges

Integrated Operational Solutions

Integrated systems and partners (3PLs) to streamline processes, ensuring financial, inventory, and compliance management.

Complex Regulatory Environment

Life sciences companies face stringent regulations requiring strict compliance and data integrity to operate effectively.

Managing Research and Clinical Trials

Efficient management of research grants and clinical trials is critical to advancing innovation and patient outcomes.

Scaling Manufacturing and Supply Chain Operations

Manufacturing must scale while maintaining quality control and traceability to meet increasing demand whether through partner relationships (CMOs) or in-house.

Dynamics 365 Value Proposition

• Comprehensive Life Sciences Solution

Dynamics 365 is designed specifically for pharmaceutical and biotech companies, supporting growth from startup to enterprise.

• Regulatory Compliance

The platform ensures compliance with critical regulations such as SOX, FDA, EMA, and GMP for life sciences.

• Cloud-Based Agility and Security

Built on Microsoft's cloud infrastructure, it delivers strong security with flexible and scalable operations.

• Advanced Analytics and AI

Incorporates AI and automation to provide real-time insights and predictive analytics for smarter decisions.

ERP Journey Overview

Tier 1:
Preclinical and Clinical ERP

Focuses on financials, budgeting, procurement, and lab inventory management for early-stage operations.

Tier 2:
Pre-Commercial ERP

Supports R&D production, quality control, traceability, and audit readiness for pre-commercial stages.

Tier 3:
Commercialization Support

Enables advanced financials, multi-entity operations, and integration with logistics and contract manufacturers.

Tier 4:
Enterprise Transformation

Offers global supply chain management, engineering change control, and compliance with international regulations.

Tier 1: Pre-Clinical & Clinical ERP

Core ERP Functionalities

Includes financial management, budgeting, procurement, and lab supplies inventory for early research.

Clinical Trial Tracking

Features detailed budgeting, expense monitoring, and analytics for clinical trials management.

Regulatory Compliance

Ensures SOX and FDA-ready security protocols for compliance in clinical and research processes.

Value for Early-stage Companies

Helps control R&D costs and streamline laboratory operations for life sciences growth.

Tier 2: Pre-Commercial ERP

Enhanced R&D and Production

Tier 2 incorporates research and development along with production and quality control capabilities to support late-stage trials.

Inventory Traceability

Inventory management includes traceability of APIs, raw materials, and finished goods for better operational control.

Regulatory Compliance

Integrated compliance features like audit trails ensure readiness for FDA and SOX regulations, supporting safe product launch.

Scalable Go-to-Market Foundation

Tier 2 provides a robust foundation for scalability, managing operational complexity for successful product launch.

Tier 3: Commercialization ERP

Advanced Financial Capabilities

Supports multi-entity and multi-currency operations crucial for scaling companies expanding globally.

Manufacturing and Order Fulfillment

Includes production planning, scheduling, and efficient order fulfillment to streamline manufacturing processes.

Quality and Compliance Management

Manages CAPAs, audits, deviations, and regulatory reporting to ensure product quality and compliance.

Global Distribution Readiness

Integrates with 3PL and CMO for smooth product launches and global market distribution readiness.

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Tier 4: Enterprise Transformation ERP

Comprehensive Enterprise Management

Tier 4 provides enterprise-wide financial management and product lifecycle management for global organizations.

Advanced Manufacturing Capabilities

Supports in-house production planning, scheduling, and compliance with GMP and GAMP standards.

Global Expansion & Compliance

Facilitates multi-country operations with adherence to GDPR, FDA, and EMA regulations.

Operational Efficiency and Growth

Optimizes processes and enables innovation for mature organizations seeking strategic growth.

Chart Your Transformation

Product and Quality

- Ensure compliance with automated quality management systems, CAPA, validation & testing protocols
- Streamline the product development lifecycle through rigorous approval stages and documentation control
- Manage product release and ensure that products are available only for approved and controlled purposes
- Enable a unified commerce strategy to centralize customer and product data, while driving sales growth and improving customer relationships

Data management, Analytics and AI

- Establish a unified data strategy, security, governance, culture, ethics and literacy
- Enable actionable insights and real-time analytics
- Process data with the help of AI and ML to identify patterns and correlations, predict demand and ensure early fault detection
- Connect data and ensure seamless integrations between your tech stack, data quality testing and validation

End-to-End Compliance, Data and Supply Chain Excellence

Manufacturing and Supply Chain

- Control manufacturing processes using validated resources and controlled material release
- Ensure full supply chain traceability through serial number, batch, and sub-batch inventory controls
- Enhance management of suppliers' and sub-contractors' qualification and approval to drive efficiency and maintain traceability
- Deliver efficiencies in asset management through controlled preventative maintenance and calibration activities

Compliance and Security

- Measure security posture to protect your digital assets from cyber attacks
- Strengthen Identity and Access Management to ensure secure, context-based access internally and externally
- Meet applicable compliance requirements for ISO, GMP, & FDA 21 CFR standards with complete data audit trails, digital signatures, security audits and risk assessments
- Align cybersecurity with user experience to ensure protection without workflow disruption

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Life Science Functionality Overview Utilizing Dynamics 365

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Dataverse · PowerApps · Power Automate · Power Pages · Power BI · Power Virtual Agents

Azure Active Directory

Microsoft 365

Dynamics Lifecycles Service

Dynamics 365 Finance & Supply Chain

Dynamics 365 Extensions

General ledger	Organizational structures	Product Information management	Inventory management	Punchout to Lab Vendors	Customer Relationship Management	Retail and Commerce	Human Resources	Computer Software Validation
Accounts Payable	Accounts Receivable	Sales and marketing	Retail and Commerce	Landed cost	Sales planning / Forecasting	B2B and EDI	Expense Management	Validation Toolkit
Cost management	Procurement	Warehouse management	SOX	Instrument Calibration	Customer Service	B2C eCommerce	Time and Attendance	Electric Signatures
Cash & bank management	Fixed Assets	Production control	Raw Materials Purchasing (API)	Price management	Planning Optimization	Certificates of Analysis	Quality Management	Weighing & Dispensing
Consolidations	Tax	Master planning	Cost Allocations	Vendor Collaboration	Security and compliance	Research Grants	Questionnaire	CAPA
Project accounting	Budgeting	Demand forecasting	Service Management	R&D Production	Material Planning	Fraud Prevention	Electronic Signatures	AP Automation

Dataverse and DMF

Azure Integration Services

Veeva
Sunshine Act
SAP Concur
Quality Management System
LIM Systems
CMO
3PL
Pramata
Integrichain
Tracelink
Thermo Fisher, VWR, etc

Azure platform

Dynamics 365 applications/modules · External Systems · ISV Solutions

Strong Partnership with Microsoft Worldwide

Columbus

☑ Member of Inner Circle for 20+ years

☑ Core strategic Microsoft specializations as a prove of deep tech expertise

☑ 800+ Dynamics 365 certified experts globally

☑ Access to FastTrack for all customers

🌾 **9x** 🌾 Winner of Business Applications Microsoft partner of the year award

Full-service partner of Microsoft

Microsoft Solutions Partner
Microsoft Cloud

Microsoft Solutions Partner
Business Applications

Microsoft Solutions Partner
Security

Microsoft Solutions Partner
Modern Work

Microsoft Solutions Partner
Digital & App Innovation
Azure

Microsoft Solutions Partner
Data & AI
Azure

Microsoft Solutions Partner
Infrastructure
Azure

24 | 25
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FOR MICROSOFT BUSINESS APPLICATIONS

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Contact Us Today to Learn more