

Columbus® | Once you  
know how...

# Columbus Healthcare and Life Sciences

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# Healthcare and Life Sciences

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Every Healthcare and Life Sciences company has its unique processes and practices. As a technology provider with 20 years of experience in this industry, Columbus helps to implement best practices that are unique for each organization.

## Challenges:

- The Healthcare and Life Sciences industry is unique in many ways, mainly because it evolves as companies go through the lifecycle from pre-clinical to market.

## Ideal Solution:

- Companies need solutions and partners to disrupt existing processes and establish new opportunities by adopting an agile strategy, digitize core business, derive meaningful insights from data, scale up capabilities, create a differentiated ecosystem, and establish disruptive products and services.

## Desired Outcomes:

- Solve key challenges such as regulatory compliance, managing 3rd party payer relationships, collaboration across the supply chain, managing a dispersed workforce, product complications and recalls, improved financial insights

# Life Sciences Life Cycle – System Challenges



# Columbus Healthcare and Life Sciences

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## What we offer

### Rapid Value

Columbus uses the Rapid Value business process modeling suite combined with our extensive library of documented best practices for addressing business scenarios at pharmaceutical, healthcare, and medical device manufacturers

### Industry Accelerators

Columbus has developed life sciences-specific accelerators using Microsoft's Power Platform. These tools provide additional functionality beyond that of core ERP, to aid in compliance, traceability, cost management, and commercialization readiness

### Azure tools

By leveraging Microsoft Azure tools for Machine Learning, Intelligent Analytics, AI, and IoT, Columbus has built cost-effective advanced analytical tools for pre-empting quality events, increasing traceability, and improving regulatory compliance.

### Industry experience

The team of professionals at Columbus has extensive experience deploying business systems at life sciences companies, as well as experience working in the industry. Our team understands the priorities and challenges specific to life sciences.

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# Columbus Healthcare and Life Sciences

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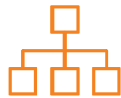
## A single source of truth

We'll bring your core business processes onto a centralized location so you can benefit from real-time analytics in one place, not multiple disparate systems.



## Years and years of experience

We've successfully rolled out over 3,000 implementation projects in the manufacturing space and have been doing it for more than 30 years.



## Industry-developed process mapping

Our implementation processes are backed with sector-specific best practices to help migrate risk and maximise your output and ROI.



## Access to the latest tech

Our close working relationships with leasing hardware and software vendors that give us access to the latest tech.



## Leaders in global manufacturing

Our leading status in global manufacturing (with clients including Mazak, Maersk and more) means not only do we know what we're doing but we're recognised for it.



## You gain access to 24/7 support

Access our global support services as and when you need them with Columbus Care.

# Columbus Healthcare and Life Sciences + Microsoft Dynamics 365

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## Compliance

When the FDA is in charge of the market in which you're launching your new Life Sciences product, patient and customer safety extends far beyond company guidelines. The FDA sets the standard for thresholds and validation of your business systems, which include security, manufacturing, quality controls, audit trails and overall Good Informatics Practices.

## Traceability

You hope the day never comes where your product has quality issues or has some adverse effects. To avoid or minimize that scenario, you can take precautions to ensure you have the right tools to reduce the impact on patients or customers. It also makes good business sense to understand the quality of products that are going to the customer to make improvements to future products.

## Real-time access to information

There are few industries outside of Life Sciences where change is so rapid and control of "spend" is so critical. You need a solution that can give you the right information at the right time using robust reporting tools.

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# Columbus Healthcare and Life Sciences + Microsoft Dynamics 365

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## Cost management

Access to funds isn't quite as easy as it once was and a significant amount of funding is needed to support R&D efforts for the creation of the next big drug or device. Therefore, you need a system that can monitor the 'spend' to vendors and provide visibility into daily expenses.

## Commercialization support

The big day comes with the approval of your new drug or device. Now you need to ramp up sales, production and fulfillment. The urgency of this situation can be supported by a solution that can manage multiple processes. These processes related to the product going to market will include manufacturing (or integration to manufacturer), 3PL integration, sales and marketing, production planning and quality management.





"We are really excited about the opportunity we have at Mach Medical to make a significant impact on the cost, quality and performance of orthopedic implants in the U.S. and around the world. The partnership with Columbus U.S., leveraging Microsoft technologies and Industry 4.0 cutting-edge technologies, will support Mach Medical's plans to deploy a proprietary high velocity, single-piece flow manufacturing approach"

- Steve Rozow, General Manager, Mach Medical

## Life Sciences contract manufacturer revolutionizes the orthopedic supply chain with Microsoft Dynamics 365.

Mach Medical was established to revolutionize the orthopedic supply chain by creating a contract manufacturing operation capable of building the highest quality joint replacement implants from a patient's pre-operative surgical plan and supplying that product in time for their surgery. The company will employ cutting-edge Industry 4.0 methods as well as proprietary technologies in its high velocity, single-piece flow manufacturing approach to trim per-part manufacturing costs by 30%, decrease inventory holding cost by 80% and cut time-to-market for new products by 1-2 years.

### Outcomes:

- Mach Medical plans to leverage Microsoft Dynamics 365 Finance and Supply Chain Management and Azure Machine Learning to create advanced analytical models that will be central to its goal of lowering inventory levels, trimming per-part manufacturing costs, and cutting time-to-market. Mach Medical also plans to expand Dynamics 365 with a portal accessible by physicians or OEMs for tracking the status of devices required for procedures.



#### PRODUCTS AND SERVICES

Microsoft Dynamics 365 Finance,  
Microsoft Dynamics 365 Supply Chain Management  
Azure Machine Learning

#### ORGANIZATION SIZE

Medium

#### INDUSTRY

Life Sciences Manufacturing

#### COUNTRY

USA



“Revance will increase revenue with this solution through better sales analytics and improved response times to their customers; Revance will also gain operational and cost efficiencies by improving inventory planning.”

- Matthew Boese, Vice President Digital Advisory, Columbus

**Life Sciences company adopts an advanced AI and reporting solution across multiple data sources to help them in the commercialization business process.**

Revance is a biotechnology pioneer establishing a new category of long-lasting neuromodulators. By fusing cutting-edge science with the entrepreneurial spirit of Silicon Valley, they introduced aesthetic and therapeutic treatments that meaningfully transform patient experiences. As the company moves to establish a B2B commerce strategy, the sales reporting from their 3PL service providers is key to success, and Columbus was their partner to achieve these results.

#### Project scope

- The implementation project started with a Design phase, using an Agile approach enabling Columbus to deliver value in a short time
- Design on Azure AI to ingest data into a Data Lake ODS for sales, supply and inventory planning
- Normalize the data models to allow integration and refine the Metadata
- Build Dashboards and Reports using Power BI and Power Apps
- Rollout of the solution for Sales reporting for Commercial B2B Products
- Advanced Analytics environment on Databricks to allow What-if scenarios analysis
- Post go-live Support



#### PRODUCTS AND SERVICES

3PL, Microsoft Dynamics 365 Finance, Microsoft Dynamics 365 Supply Chain Management, Power Apps, Power BI, Azure AI, Azure ML, third party CRM

#### ORGANIZATION SIZE

Medium (50-999 employees)

#### INDUSTRY

Life Sciences

#### COUNTRY

USA



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“Every Healthcare and Life Sciences company has its unique processes and practices. As a technology provider with 20 years of experience in this industry, it’s exciting to see how Columbus can help to implement best practices that are unique for organizations such as Pediatric Associates.”

- Matt Boese, Vice President Digital Advisory, Columbus U.S.

## Pediatric Associates implements Life Sciences best practices with the help of Columbus and Microsoft Dynamics 365.

Founded in 1987, Pediatric Associates is a 1,500 employee company with 35 pediatric primary care facilities located throughout Florida. Pediatric Associates is focused exclusively on providing care to children and leverage advanced technologies and techniques to maximize patient outcomes.

### Business Challenges

- Replace legacy Sage Platform with modern and flexible solution to meet current and future business needs
- Incomplete business processes – much of the key work done outside of the solution.
- High need for efficiency around AP and AR processing & workflow.

### Why Columbus:

- Articulated value of moving to modern solution using implementation best practices. Executive sponsors: Chief Strategy Officer, Chief Accounting Officer, Chief Information Officer.
- Proven project delivery and support.
- Invested in Sales Cycle to Offer Unique Configuration Items to Meet Requirements without customization.



#### PRODUCTS AND SERVICES

Microsoft Dynamics 365 Finance, Microsoft Dynamics 365 Supply Chain Management, PowerApps Analytics, Azure ML

#### ORGANIZATION SIZE

Large (1500 employees)

#### INDUSTRY

Life Sciences

#### COUNTRY

USA

# Request an envisioning workshop today!

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- Call for more information: 888-209-3342
- Ask a question via email: [us-marketing@columbusglobal.com](mailto:us-marketing@columbusglobal.com)
- Learn more: [www.columbusglobal.com/en-us](http://www.columbusglobal.com/en-us)

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