

Banco de Drogas Antineoplásicas enables non-profit expansion through reliable financial reporting.

Overview

Business challenge

A nonprofit drug-distribution company, BADAN was looking into expanding its ability to provide more affordable drugs to communities in Venezuela, but its existing IT infrastructure lacked the capacity to support such an initiative.

Solution

BADAN teamed with IBM Global Business Services (GBS) and IBM Business Partner ISF Lápiz, C.A. to create a unified sales process based on SAP software. The new SAP platform provides a highly integrated environment that supports simplified data reporting and centralized operations.

Benefits

- 25 percent increase in overall productivity
- Data is delivered in real time and is more accurate
- More timely reports and more accurate data mean that BADAN's management staff can make more informed decisions, more quickly

Industry

- Retail, Healthcare, Life Sciences



“BADAN now has a reliable, automated sales and financial reporting system to support our work. By improving efficiency, we have also lowered inventory costs – a savings that we can pass on to our clients.”

— Evelyn Navarro, BADAN

When Banco de Drogas Antineoplásicas (BADAN), a non-profit drug distribution company in Venezuela, wanted to expand its services, it realized that its IT systems and manual financial reporting processes were holding it back. By engaging with IBM Global Business Services to implement an integrated SAP sales and financial platform, BADAN was able to realize its goal of expansion. Overall productivity has increased by 25 percent, and the company's leadership now has quick, reliable access to decision-making data in real-time.

Challenge

Having steadily grown over the past several years, BADAN began looking into offering its services to patients and medical facilities across the country. But the organization's existing IT infrastructure not only lacked the capacity to support such an initiative, it was also plagued by frequent downtime.

Of additional concern, BADAN was finding its reporting processes to be problematic. To gather sales and financial information, the accounting department had been relying on individual reports from each of the foundation's other divisions. Accountants were then forced to manually organize and collate the financial data - a process that routinely took 16 hours due to the amount of time spent analyzing discrepancies between the different reports. Limited availability of timely data meant not being able to know if the company's services were getting to those most in need.

Solution

After an extensive investigation into available options, BADAN teamed with IBM Global Business Services and IBM Business Partner ISF Lápiz, C.A. to create a unified sales process based on SAP software. The Global Business Services team assumed responsibility for managing the overall project, performing an initial evaluation to identify the client's technological and business requirements. Armed with this knowledge, the IBM staff subsequently employed the IBM Global Services Method to develop a business blueprint that outlined the overall scope of the new SAP implementation, including methods, best practices and required resources.

The new SAP platform provides a highly integrated environment that supports simplified data reporting and centralized operations. With a standard interface across all 12 of its offices, the organization uses the SAP software to manage inventory levels of antineoplastic medication.



Benefits

Company staff have reported a 25 percent increase in overall productivity thanks to the automated reporting processes. Reported data is now delivered in real time and is more accurate because the system stores all financial and inventory records in a central repository. And with more timely reports and more accurate data, BADAN's management staff can make more informed decisions, helping to ensure that the company's services go to those most in need.

The SAP software itself also offered several direct advantages to the client. With better inventory controls and purchasing reports in place, the organization has been able to reduce the cost of purchased medications—savings it can pass on to patients. Centralized sales and reporting systems have also reduced management overhead. Finally, staff members are pleased with the ease-of-use of the new SAP software.

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