



QAD DYNASYS IN  
LIFE SCIENCES





# LIFE SCIENCES



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The global Life Sciences industry is in the midst of unprecedented change. Tightening global regulations, historic healthcare reform and an increasing merger and acquisitions activity force Life Sciences manufacturers to change the way they go to market and manage supply chains, operations and distribution. To remain competitive and profitable, Life Sciences manufacturers must create additional value by controlling logistics costs, improving forecast reliability and reducing cycle time from R&D through delivery.

QAD DynaSys Demand & Supply Chain Planning (DSCP) for Life Sciences is integrated, flexible, enables enhanced planning and optimization of complex global supply chains and improves supply chain visibility and governance.

### CHALLENGES AND OPPORTUNITIES IN THE LIFE SCIENCES INDUSTRY

The pharmaceutical industry faces intense competition, expanding regulations and changing market dynamics. The market for over the counter (OTC) and generic drugs continue to grow rapidly. Similarly, an increasing quantity of medicines are

now being sold through large pharmacy chains and retailers which has a profound impact on distribution. Responding effectively to these shifts in the marketplace is an opportunity for life science companies to improve profitability.

Manufacturers of medical devices are experiencing a decrease in the length of product life cycles,

increased demand for product customization, which leads to a wider product portfolio. These challenges make accurate sales forecasting more difficult and places increased pressure on distribution margins.

The supply chains for life science manufacturers grow more complex each year. New market opportunities and increased M&A activity are making device supply chains longer and more difficult to manage, while track and trace regulations around the world require greater visibility and control.

On the distribution side of life sciences, the logistics network is growing more complex which translates into higher transportation and warehousing costs. Consolidation of sales forecasts and better control of inventory are critical for the industry. An optimal solution effectively balances productivity, inventory and transportation costs, while controlling service rates. Changing global distribution networks are forcing organizations to work with an ever-growing list of master distributors, 3PLs and virtual inventory to ensure that the right product arrives at the right place, at the right time with the right quantity.



DEMAND & SUPPLY CHAIN PLANNING

## LIFE SCIENCES

COLLABORATE | REDUCE  
EFFECTIVELY | COSTS

IMPROVE  
PROFITABILITY

IMPROVE TURNOVER  
& PROFIT MARGIN

ANTICIPATE  
PRODUCTION & PROCUREMENT  
REQUIREMENTS

PLAN, SIMULATE, OPTIMIZE  
YOUR GLOBAL SUPPLY CHAIN



## BENEFITS

QAD DynaSys has offered DSCP since 1985. By using DSCP, customers in life sciences are able to:

- Improve customer service by shortening delivery times, better managing the product portfolio, reducing stock-outs, improving product availability and reacting more quickly to demand changes
- Increase margins by reducing distribution, production, procurement and logistics costs, better controlling inventory, minimizing obsolescence and eliminating lost sales
- Improve efficiency through more timely visibility into and control of the supply chain, ensure internal and external collaboration and better anticipating production and procurement requirements

## KEY FEATURES

Though DSCP offers a complete suite of demand and supply chain planning capabilities, it is also flexible and customizable. It covers the breadth of

collaborative planning including sales forecasts, distribution, production, procurement and factory capacities. The DSCP solution enables Life Sciences companies to optimize their global supply chains via the following key capabilities:

- Creating more accurate demand forecasts at relevant levels (distributors, countries, continents etc.)
- Managing the collaborative forecast workflow with internal and external stakeholders
- Taking external factors into account for calculating sales forecasts, such as legislation and epidemiology
- Managing OTC promotional activities
- Planning and optimizing distribution by maintaining the right stock level in the network, managing obsolescence and quarantine periods.
- Managing production resources, like machines and labor, at finite capacity
- Synchronizing plans for different bill of material levels and lead times
- Anticipating the launch of new products and the network of resources necessary to support them
- Procurement calculation and optimization including several planning strategies ranging from a simple requirement calculation to cost based optimization (inventory cost, shortage cost, procurement cost etc.)

## INTEGRATION

The DSCP solution easily integrates with a long list of corporate applications, including ERP from QAD,

SAP, Sage, JDE, Oracle, Infor and Microsoft. It also includes a built-in integration tool to develop custom integrations). DSCP uses a “Data Hub” approach to exchange and synchronize Supply Chain Planning information.

## CLOUD

DSCP runs on the QAD Cloud, which uses ISO certified data centers that carry SSAE16 SOC I Type II certification. QAD Cloud includes built-in business continuity and offers other disaster recovery options.



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