#### QAD Cloud ERP Customer Success



# CHALLENGES

- Highly regulated operating environment
- Acquired European plants with inferior ERP systems
- Implemented common business practices across new acquisition locations quickly and cost-efficiently

# RESULTS

 Cloud allowed for standardization of financial, and quality processes across sites resulting in standardized, compliant operation What I appreciate most about the QAD folks that we've dealt with in particular, is their honesty and integrity."

-Rick L. Seibert, Senior Vice President, Innovation and Technology Services, Sharp Packaging Services



# How to scale from Prototype to Production

How do you accelerate the production and delivery of high quality Life Sciences solutions that improve patient lives?

Peter Jones MBA, CPIM, CSCP, SFEDI. QAD Business Consultant

## **QAD** Corporate Overview





Offices 18 Countries



Revenue \$336m (FY22)



**Employees** 1,777



**Customer Sites** 7000+



#### 500 Life Sciences Customer Sites in 63 Countries



Building an Adaptive Manufacturing Enterprise Products Manufactured by QAD Customers



### How to Scale from Prototype to Production

## Agenda

- Life Sciences Trends
- Are you prepared to grasp opportunities?
- What are the issues facing growing businesses?
- How do LS manufacturers grow and mitigate risk?
- Key Takeaways



# Today our world is one of disruption



# Life Sciences Trends & Challenges





# Cell & Gene Therapy Market +20% by 2030

- Oncology
- Rare Diseases
- Cardiovascular
- Neurological
- Infectious Diseases
- COE gene therapy centers given complexity
- CMS funding, accelerated regulatory approvals



Source: www.precedenceresearch.com

# With the REAN question to prepare for?

Satisfy demand

Many ger any appropriate constant of the second seco

Scale your business effectively and efficiently





# Quality & Make



## Quality as a driver for sustainability & profit



# Quality System Maturity – driving efficiency & sustainability

Quality is integral to every business function with common workflows, central view of the data during production, planning, and inmarket.



Improve Performance

Reduce costs

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# Automated Workflows Improve Efficiency & Quality



# **Digitized Transactions – Receive to Dispatch**



# Digital Manufacturing and Supply Chain

How to Scale form Prototype to Production Efficiency

Effective Customer Service Agility

Resilience

Scaling from Prototype to Production **Key Takeaways** 

Disruption in the World – its massive – it's here to stay

BUT - massive Opportunities

Cloud, Digital Manufacturing, Quality, Supply Chain

Start off in the right way – it's better than changing later

Next-Generation cloud solutions for Manufacturing **Supply Chain** Businesses

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QAD

# QAD Production Execution Customer Success

# CHALLENGES

- Over dependence on spreadsheets
- Finance-centric existing systems underserved manufacturing
- Suspect accuracy of the data

# RESULTS

- Consensus around single version of the truth
- Automation delivered dramatic reduction of shipping to invoicing timeframe
- Optimize resources, improve SLA's and reduce inventory costs

Another benefit is the enhanced capture of production data from the plant floor through the implementation of **QAD Production Execution**. We address every step of our operating process and as a result, we now have real-time data reported at every step of the operation."



# www.qad.com

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