Bion Therapeutics Streamlines Financial Accounting and Management with Triniti's *iDempiere-based* ERP Solution

Customer Name
Bion Therapeutics (I) Pvt. Ltd

Industry
Pharmaceuticals

Location
Hyderabad, India

Services
Bion develops innovative solution for the treatment of diabetic complications and improve the quality of life patients and caregivers

Website
http://www.bionindia.co.in/

Triniti's Value Add

* Standardized business processes
* Improved work flow and efficiency
* Improved visibility
* Faster access to enterprise information leading to improved decision-making process
* Enhanced user experience

Challenges

* Their business processes such as procure to pay, order to cash, financial reporting and management were dispersed and not streamlined on a single system
* Custom reports were not available
* Also, there was lack of relationship management with stakeholders in the pharmaceutical supply chain activities. There was no provision to capture information corresponding to doctors, pharmacists etc., to generate reports on sales representative activities such as sales commission, travel and so on

Solution

* Triniti rolled out *iDempiere* ERP for streamlining their financial accounting, reporting and management processes
* All business processes spanning procure to pay, purchasing, receiving, invoicing and payment have been brought onto iDempiere
* All order booking, shipments and receivables processes have also been mapped with custom reports available
* A custom module has been developed to manage relationships with stakeholders in the pharmaceutical supply chain activities. This module facilitated capturing information corresponding to doctors, pharmacists, stockists, and provide reports concerning sales representative's activities. Sales commission calculation and sales representative's travel management is also done using this application

Results

* As transactions corresponding to different departments are done using this system, there is an enhanced visibility to business process owners
* The data flow has been streamlined because of the accounting entries getting generated from purchasing and sales transactions
* With a single application managing all business activities, the customer realized reduced maintenance cost