

ERP Vendor Selection for a Clinical Stage Biotech

This client is a clinical-stage biotechnology company dedicated to the discovery, development, and commercialization of biotherapeutics focused on the treatment of cancers. Their pipeline included several robust wholly-owned and partnered therapeutics that they were planning to bring to market in the coming years. Their science was rewarded with an FDA breakthrough designation and fast tracks in several regulatory agencies.

The company recognized the differences between a pre-clinical and commercial biotech company and understood the importance of an ERP system can play in that future. While their current system had supported growth to date, there were doubts that it could support a fully commercial and global business into the future.

To address this, the client engaged with Clarkston Consulting to advise on their ERP ecosystem and ultimately lead an objective selection process to choose a new tier-one ERP system that met their current and future needs.

Life Sciences Case Study

PROJECT OVERVIEW

INDUSTRY:



Biotechnology

PRODUCTS AND SERVICES :



Develops therapeutics for the treatment of cancer, autoimmune, and inflammatory diseases.

PRIMARY OBJECTIVES:

- Drive a selection process to identify a scalable ERP software platform to support business objectives and account for future growth
- Develop an RFP that provides possible software vendors with specific information to describe how their solution would fit the client's needs
- Curate vendor demos and align teams around a single choice to move forward
- Utilize the learnings throughout the vendor selection process to maximize organizational readiness to support an ERP implementation

RESOLUTION:

- Followed the Clarkston vendor selection methodology to collect critical information about client's ERP needs (current and future) and the capabilities of each software vendor and their key differences as they pertained to the client's business processes
- Identified and agreed on key project principles which facilitated team engagement to keep the focus on the project objectives, while providing objective and measurable results
- Interviewed key client executives and functional representatives of core processes to gather critical business requirements
- Engaged with leading ERP software providers, providing them with standard and unique client requirements in an effort to align the software with business needs
- Worked with the ERP software providers to demonstrate clear and objective process solutions to the client project team

KEY BENEFITS:

- Alignment among client business process owners around process needs both current and future
- Demonstration of clear and objective ERP software capabilities as they pertained to the client's business
- Confident selection of an ERP platform that meets all of the client's current and future business needs
- Provided the client with an implementation roadmap to help guide beyond the vendor selection

CLARKSTON CONSULTING



Documentation of business requirements to support selection process



Execution of demos and aligned selection of future ERP vendor



Acceleration of client's process into ERP implementation

