

## Laboratorios Maver

### The Customer

- National leader in the pharmaceutical industry with 79 years of experience in Chile.
- Leader in distribution of over-the-counter products.
- Represents other international products in addition to manufacturing own products.
- From its Chilean office, exports to South and Central American countries through distribution partners.
- Approximately \$20 million in sales each year.
- Between 250 and 300 full-time employees.

### JD Edwards EnterpriseOne Solutions

- Foundation
- Manufacturing
- Financial Management
- Logistics/Distribution

### Environment/Database

Compaq, Intel, Microsoft SQL Server

"With JD Edwards EnterpriseOne, we meet our customers' demands. We better manage our inventories and track the history of our customer price ranges, so we can more quickly respond to any of their inquiries."

### Mario Faundez

Technical Support Manager

### Laboratorios Maver Relies on ERP Solution to Optimize Its Management Systems

Looking to integrate all areas of the company and in an effort to replace former software that was somewhat fragmented, Laboratorios Maver chose Oracle's JD Edwards EnterpriseOne Enterprise Resource Planning (ERP).

"We needed to improve our processes and their accuracy. We also needed to guarantee quality and integration in providing information across all areas of the company. We focused on finding software that could provide world-class ERP features and a presence in Chile through a company that we could trust," says Mario Faundez, Technical Support manager.

The new software was fully operational and delivering high integration at Laboratorios Maver. According to Faundez, the company also had the security and peace of mind that comes from knowing that a global company would support its product with continuous investment in the product and new solutions in the future for the benefit of the Maver company.

### Business Drivers: Improve Processes and Integrate Business Areas

- Integration of all business areas.
- Enhanced and accurate operation processes.
- High-quality information.
- Broad presence in Chile.
- Posture as a global company with an excellent reputation and support all over the world.

### Improved Information and Decision Making

In brief, the quality of information improved considerably once JD Edwards EnterpriseOne was implemented. The information accuracy and quality improved once Maver began using the JD Edwards EnterpriseOne-generated database as a repository together with other business intelligence tools. The data provided by this application "has been very useful," says Faundez.

"We have definitely accomplished the enhancements we were looking for. We now have a large volume of more accurate information. We have also improved data management, and in doing so, in my opinion, we have met our goals," says Faundez.

“These days we manage much more information than in the past, and the accuracy of this information allows us to react better. All these features translate into better decision making at the executive level,” says Faundez.

### Results

- Improved information.
- Database functioning as a repository.
- Data management orderliness.
- Improved decision making.

### How Laboratorios Maver Got There: JD Edwards EnterpriseOne Collaborative Enterprise Solutions

Even though Laboratorios Maver had never used any JD Edwards EnterpriseOne software in the past, the decision to go with JD Edwards EnterpriseOne was made based on its experience, which Maver felt would guarantee the support it needed to back its decision. “The software would have to have significant integration features. These features would provide us with the security and peace of mind that can only come from a software company willing to continue to invest in its product, adding new features, new versions, and further upgrades down the road,” says Faundez.

“Besides JD Edwards EnterpriseOne, we invited Baan, SAP, Visual Manufacturing, and Escala to the selection process. Ultimately, we decided that JD Edwards EnterpriseOne could be implemented more effectively in the areas of manufacturing, finance, distribution, and logistics. In short, it could be used throughout the company,” says Faundez.

### The Future: Maximize the Use of the Software

Laboratorios Maver’s goal for the future is to implement JD Edwards EnterpriseOne in all areas of the company. “We want to use the software to its full potential by working with each of the modules we purchased. However, not all of the modules are fully operational. The quality control module, for example, is not 100 percent ready. Bottom line — we look forward to maximizing the use of the software,” says Faundez.