

Organon Pakistan Achieves Financial Integrity with Help from Jaffer Consulting



Organon Pakistan
Karachi, Pakistan
www.organon.com.pk

Industry:

Life Sciences & Pharmaceuticals

Annual Revenue:

101 Million to 500 Million

Employees:

Fewer than 500

Oracle Partner:



Jaffer Consulting
Karachi, Pakistan
www.jaffer.com

Oracle Products & Services:

Oracle E-Business Suite Special Edition
Oracle Financials
Oracle Cash Management
Oracle Order Management

“Oracle E-Business Suite Special Edition gave us the power of big business. The speedy implementation completed by Jaffer Brothers ensured minimal impact on our operations.” – Tarek M. Khan, Managing Director, Organon Pakistan

Organon—with shared head offices in Roseland, NJ, U.S., and Oss, The Netherlands—creates, manufactures, and markets prescription medicines that improve the health and quality of human life. The company is the human health care business unit of Akzo Nobel.

Through a combination of independent growth and business partnerships, Organon strives to be the leading pharmaceutical company in each of its core therapeutic fields: reproductive medicine, psychiatry, and anesthesia. Organon products are sold in over 100 countries, of which more than 60 have an Organon subsidiary.

Organon Pakistan maintains its competitive advantage by combining the focus and entrepreneurial spirit of a decentralized business unit with the scale and power of a corporate center that provides access to global capital markets, managerial talent, and best practice management processes.

The company implemented a range of Oracle E-Business Suite Special Edition applications as the basis of a new business management platform. It hired Oracle Certified Partner Jaffer Brothers (Private) Limited to deploy the solution, a process that took just 40 days to complete.

Oracle E-Business Suite Special Edition enabled Organon to seamlessly integrate its systems across its operating units and make more informed decisions by providing insights into its business operations. The system also helped Organon to gain efficiencies, forecast demand with precision, synchronize purchasing and inventory management, and lower overall inventory holding costs.

Key Benefits:

- Achieved fastest time to value with the lowest cost of ownership with rapid implementation approach
- Strengthened financial control by providing managers with greater visibility into financial matters and access to on-demand reporting
- Improved efficiency by streamlining and automating procure-to-pay processes
- Reduced inventory costs through more efficient resource use and better production planning

Ensuring Financial Integrity

Finance and accounting staff at Organon Pakistan now use Oracle Financials and Oracle Cash Management to oversee invoicing, cash flow, budgeting, and transaction processing. All financial information is maintained in a single general ledger.

The integrated Oracle applications consolidate financial information and processes into a single system. Information is captured and stored in a single database, improving data quality and consistency and giving managers greater visibility into financial matters. Critical business decisions are made in confidence because they are based on accurate, up-to-date data.

“Oracle Financials and Oracle Cash Management helped streamline accounting processes while improving cash flow and strengthening budget planning,” said Wasif Farooq Qureshi, IT manager for Organon Pakistan. “The combination of reliable information, precise reporting, and tighter management control has given us greater financial confidence.”

Accurate and Efficient Order Management

Organon Pakistan can now monitor sales orders from beginning to end with Oracle Order Management. The software allows staff to capture every detail of an order, check stock levels against orders, and organize for the transport and shipment of finished products.

Real-time visibility into the progress of all orders improved order fulfillment times and boosted customer service. Inventory costs were reduced through more efficient resource usage and better production planning.

Future Plans

Organon Pakistan would like to give its staff the ability to perform analytic work to assist in decision-making. This may involve implementing additional Oracle modules in the future.

Why Oracle?

Organon Pakistan chose Oracle E-Business Suite Special Edition after a comprehensive evaluation of several solutions from local and international software vendors. Oracle’s complete and integrated suite of applications was selected because it helped simplify operations by streamlining critical functional processes. It could also be swiftly deployed.

“Oracle E-Business Suite Special Edition gives us enterprise-class capabilities and support within the means of our corporate resources,” said Zeeshan Mobin, director of finance and corporate services, Organon Pakistan. “The benefits we have seen from the implementation are consistent with our objectives to become more efficient and productive, and to gain greater financial control. Organon expects Oracle to be a long-term partner.”

Why Jaffer Consulting?

Jaffer Consulting was selected because of its vast experience in enterprise resource planning (ERP) system implementation and for the skills and depth of knowledge of the company’s Oracle consultants. Organon Pakistan felt reassured that the team had a good grasp of Oracle E-Business Suite applications. Jaffer Consulting was also ready to meet around-the-clock demands.

Implementation Process

Oracle E-Business Suite Special Edition comes pre-installed, pre-tested, and tuned on low-cost, high-performance hardware. It also incorporates best-practice business processes for mid-market companies and specific localization requirements for each country, such as tax and statutory reports. In addition, an efficient ‘getting started’ process captures and loads company information into the system to facilitate a quick implementation.

This enabled Organon Pakistan to go live with Oracle E-Business Suite Special Edition applications in 40 days. It was the first implementation of the software in Pakistan.

Organon develops, manufactures, and markets prescription medicines that improve the health and quality of human life. The company is the human health care business unit of Akzo Nobel.