

CASE STUDY

PHARMACEUTICAL INDUSTRY NEWS



KALBE GROUP INTERNATIONAL DIVISION (KGID)

THE COMPANY & DIVISION

Kalbe was established in 1966. While it has remained consistently focused on achieving its mission, it has undergone significant changes throughout its period of operation in order to continue to serve the evolving and developing needs of Indonesian consumers.

Kalbe places a strong degree of emphasis on strict adherence to internationally established standards, both in terms of production quality and management practices. Kalbe's commitment to such standards has been recognized by a number of certifying agencies through their numerous awards.

In particular, while it continues to develop a broad range of Over-The-Counter (OTC) drugs, it has placed increasingly greater emphasis on its ability to provide a more extensive array of value-added generic and licensed drugs. It is also placing increasing emphasis on its role as an innovator, developing new drugs and chemical entities either by itself or in alliance with strategic partners internationally.

Kalbe Group International Division (KGID) was created to develop the international market. Products marketed by KGID include specialties from many companies within the Kalbe Group, like Kalbe Farma, Dankos Laboratories, Bintang Toejoe, Sanghiang Perkasa, Saka Farma, dan Hexpharm Jaya.



“Orlansoft delivers a rapidly-implemented and integrated Business System for KGID”

IT General Manager PT. KALBE FARMA, Tbk

THE CHALLENGES

A rapid growth in business necessitates an application software that integrates KGID business process. The ideal software should also adopt Industry Best Practice, include complete modules and components to support an export business, and a comprehensive set of financial features.

Implementing a software is not only a matter of installation and training, but of creating a system that streamlines the company’s business process, providing easy control, and making available wide-ranging online information.

A secondary requirement involves a standardization of various formats of Order Confirmations, Proforma Invoices, Packing Lists & Commercial Invoices issued by distributors. Previously these were created using spreadsheets and numerous one-of-a-kind formats were maintained to comply with customs clearance regulations of each destination countries to which the distributors are assigned. It is mandatory that the process to replace the previous spreadsheet tools to go on without a hitch on the operational level. Aside from replacing the spreadsheets in the Order Processing business process, the designated application software should also integrates all KGID business processes from sales estimation, order processing, AR Control, Cash Management to Income Statement Analysis.

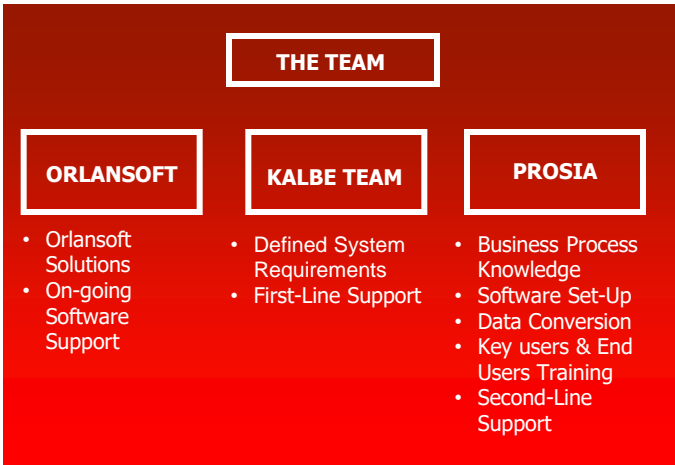
Equally important to the integration process is the support of experienced software implementation consultants, who have to fit into a 6-month maximum schedule to complete the entire implementation.

Other additional requirements are as follows :

- An easy-to-understand database structure to assist the consolidation of data from all entities in the future.
- Easy Report Customization.
- Income Statement Analysis by Principal, Country, Line of Business and Product (especially for OTC)

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ORLANSOFT SOLUTIONS

After reviewing Orlansoft Solution, KGID chose the software because only Orlansoft could provide a solution that was easiest to implement in integrating KGID’s business processes.

The FormSet Feature accommodated every unique document formats for Proforma Invoice, Packing List, and Commercial Invoice for each country distributor, thereby providing smooth and painless migration from spreadsheet usage.

PROSIA’s long experience in distribution industry business process assists KGID team to downsize standardized document formats to less than 15 from more than 50 previously, while strict compliance to customs clearance of individual countries were always observed.

ORLANSOFT SOLUTIONS continued

Orlansoft Distribution Industry Solution has a strong suite of features to manage order processing along with across-the board accounts receivable control management.

Orlansoft Financial Feature is flexible enough to allow KGID to generate various financial analysis by cost centers, such as Principals, Countries, LOB and Products.

Orlansoft database structure has English-like table and field names, which when complemented with the use of Crystal Reports® as a report generator, provides an unmatched flexibility in report customization. The clean and clear layout of the database structure contributes to the ease of conversion to external systems and data warehousing requirements in the future.

THE RESULTS

Within 4 months, PROSIA team completed the implementation of Orlansoft ERP. Order processing and financial report processing, which previously relied on spreadsheets and a legacy accounting system respectively, were successfully integrated into a single new enterprise business system.

Orlansoft ERP also improved the generation of analysis reports required by the management, such as sales analysis and income statements (down to Contribution Margin) by country, LOB, Principal, Brand, and Product

In addition, Orlansoft also help users in monitoring Order and inventory for day-to-day operation, while at accounting period end, the process of Monthly Financial Closing was significantly improved for the KGID Financial-Accounting Department.

HIGHLIGHTS

Company Name	PT. Kalbe Farma Tbk. Kalbe Group International Division	COMPANY
Industry	Pharmaceutical	

ORLANSOFT Solutions	Orlansoft ERP - Core Enterprise Edition (Sales, Purchase, Inventory, AR, AP, Cash, and GL)	SOLUTION
Sites	Multi-site: Pulo Gadung & Cempaka Putih	
Implementation Time	Phase 1 – Sales, Purchase, Inventory Management, Cash Management, General Ledger in 4 month (Sept-Dec 2004)	
Platform	HP PC Server using Microsoft Windows 2003 Server	
Environment	Sybase SQL Studio 8.0.3 database, Microsoft Windows XP -OS	

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| <ul style="list-style-type: none"> • Replace spreadsheets in order processing and legacy accounting system and integrate into a single enterprise business system in 4 months • Comprehensive Sales & Contribution Margin Reports • Easy to monitor Order & Inventory Status • Faster Financial Period Closing | RESULTS |
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