



## Stallergènes Purchase Order Management

“The offer of W4 and its partners convinced us to develop the purchase order request process we needed. Our main goal was to cancel the entering of the same data more than once, to control and enhance our approval process while benefitting from a clear implementation of our enterprise resource planning software.”

*Jean-Philippe Bouillaguet, Project Manager*

### Solution Overview

#### Business sector

Pharmaceutical

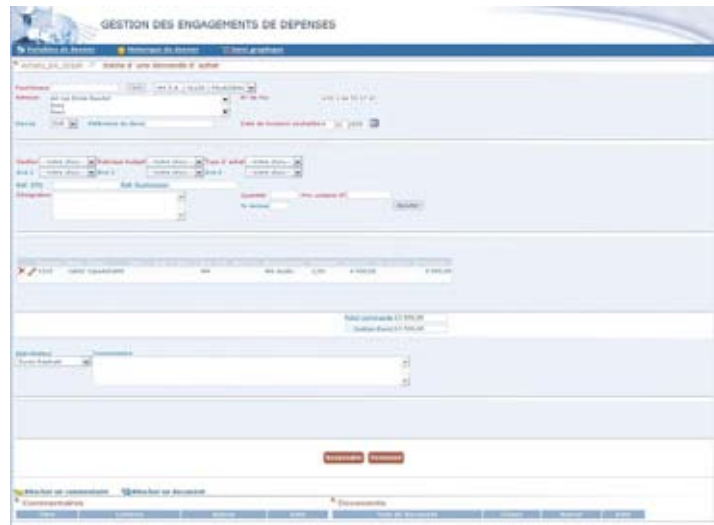
#### Project goals

- > Quality and Productivity
  - Supporting 600 paper purchase order requests implied: too much risk of loss, deadlines not respected, overloaded follow-up process, delivery delays.
- > A User-Friendly Interface
  - The original screens of the enterprise resource planning software were too complex for the end users. There was a need for an ergonomic interface via a thin client, and without rollout.
- > Implementation of the Enterprise Repository
  - It had to be clear for users providing the purchase orders that these complied with repository data and that they could be automatically registered.
- > Implementation without Interference
  - There should be minimum or no interference with the existing management systems based on AS/400.

#### Results

- > Reduced Administrative Costs
- > Transparent Use of the Repository
  - There is no interference with the enterprise resource planning software.
- > Quality and No Paper
  - A process entirely dematerialised
  - Control and respect of the procedures
  - Avoiding entering the same data more than once
  - A follow-up available at every stage of the order
  - Past and present sales history
  - Automatic traceability

To reinforce and extend the use of its ERP, Stallergènes chose the Purchase Order Management offer of W4.



### ERPs Interfaced with a Purchase Order Workflow

With more than 600 purchase order requests per month for 120 users, the orders had to be computerised.

W4 was the only software editor offering an implemented solution sticking very closely to customers' needs:

- A highly customised “Purchase order Management” ready-to-use package
- A user-friendly interface hiding the complex aspects of the enterprise resource planning software
- Extraction and injection in real time of the data between the enterprise resource planning software and the user forms
- No interference with the enterprise resource planning software
- The enterprise resource planning software keeps its repository role



## > Stallergènes : Purchase Order Management

### Choosing a Workflow Solution

In 2005, Stallergènes decided to dematerialise its purchase orders. There were 600 orders per month validated by 120 users. They rapidly realized that allowing end users to work on their complex resource planning software with no implemented workflow was inappropriate.

As a result, a call to tender was launched and W4 won thanks to its "Purchase Order Management" ready-to-use package.

**Web Solution:** It allows users to work with a simple and highly customised interface.

**Workflow Solution:** It guarantees a maximum flexibility in defining the approval process.

**Implemented Solution:** Through the enterprise repository this solution allows clear information about the purchase order request and automatic registration of the orders.

### A Ready-to-Use Package: "Purchase Order Management"

Realising that many purchase orders were processed through the Business Process Management platform, W4 decided to capitalise on its experience to offer a ready-to-use package entitled "Purchase Order Management."

In order to suit the exact requirements of the client this out-of-box model needs to be customised according to the forms, the approval processes, and to integrate the existing information system.

By referring to an existing model to distinguish his/her specific needs, the client manages to identify his/her requirements much faster.

Moreover, the presence of sophisticated implemented tools within the information system and the enterprise resource planning software, allow the company to take advantage of its repository without interfering with its users.

### Implementation : Developing and Giving Value to ERPs Implemented with W4

Nowadays enterprise resource planning softwares are essential and reliable tools for a company.

However their old-fashioned and technical or complex interfaces often discourage the occasional users of a company. Another obstacle is the support platform of the enterprise resource planning software (especially with AS/400), in which companies do not want to invest or interfere.

In this case study, the key elements that set us apart for our client were the clear implementation of our solution and the fact that there was no interference with his ERP's access.

The complex screens of the enterprise resource planning software are hidden from the user of the purchase orders. However, the information they need is extracted or injected in real time in the information system.

### Platforms and Technologies

In this case, the components included in the W4 platform are:

- The modelling tool W4 BPM Studio
- The workflow engine W4 BPM Engine
- The customised "Purchase Order Management" ready-to-use package

The implementation component "SystemFlow" included in the W4 allowed graphical descriptions of data access and changes that occurred during transfers.

Thanks to Twinsoft Convertigo software, access to AS/400 applications is not intrusive. Convertigo interfaced the ERP by usurping the role of an interactive user acting through a virtual terminal.

The interfaced packages on AS/400 that are visible on the IBM 5250 are:

- Movex from Intenia for the integrated management
- IRIS from Lefebvre Software for finances

### About Stallergènes

Leader in terms of number of patients treated and number two in terms of turnover, Stallergènes group is the European leader specialised in allergen immunotherapy.

Within forty years, Stallergènes group has become one of the most dynamic and advanced reference in terms of prevention and cure of allergies. Stallergènes invests over ten per cent of its financial turnover in Research & Development of therapeutic solutions.

Its development is centred on the French and international markets with subsidiaries in Germany, Spain, Italy, Belgium, and also resellers in Eastern Europe and Northern Africa.