Central Pharma Customer Story

Central Pharma - a pharmaceutical packing business handled with Sage X3

Central Pharma is a global, pharmaceutical packing company based in Bedford, UK, providing contracted packing solutions to healthcare organisations in over 50 countries worldwide.

Established in the 1940s, it supplies an extensive range of solutions to meet specific requirements, such as processing bulk stock into saleable products and providing regulatory and consulting services. The company's "track and trace" technology and expertise in 2D Data Matrix barcode and serialisation technology ensure client supply chain processes are safe-guarded.

Previous system

Central Pharma used different systems for managing their business functions:

- Exact Alliance manufacturing and distribution software handled the stock management and production functions.

- Sage MMS managed the sales, billing and financial functions.

Project driver

Central Pharma was at a stage where more was being asked of its existing business system. As this system was no longer due to be supported, investigations began into other business system options.

Internal system requirements were collated from all departments and compared to various solutions in the market.

Central Pharma Packing Ltd

United Kingdom

www.central-pharma.com

Industry: Pharmaceutical Packaging

Solution: Sage X3

Core Modules:
- Financial Management
- Fixed Asset Management
- Sales Management
- Purchasing Management
- Inventory Management
- Manufacturing Management
- Reporting

Sage X3 was deemed to tick the majority of boxes.

Project challenges

- A number of data migrations were needed, which the Inixion team helped carry out.

- Learning a new system presented a significant challenge to many existing and new users, but a structured training plan quickly overcame this.

- Central Pharma required a specific costing model to be deployed which Inixion enabled using Sage X3 standard functionality and key configuration.

- Problems were experienced with the previous systems in respect of surplus stock issued to specific jobs. Sage X3 provided standard functionality to overcome these problems and an Inixion enhancement further enabled the process.

Solution

Central Pharma wanted to implement Sage X3 in two staged phases to minimise business disruption and make the internal change control process more manageable.

Phase 1 was the replacement of the existing manufacturing and distribution system with the Sage X3 manufacturing and distribution functionality (excluding invoicing). This encompassed purchasing up to receipt, inventory management, sales order management up to despatch, manufacturing order management and production tracking and business reporting.

Phase 2 was the replacement of Central Pharma's Sage MMS billing and financial accounting system with the Sage X3 financial modules and sales and purchase invoicing. This included the activation of the Sage X3 inventory and manufacturing accounting interfaces from the Sage X3 distribution and manufacturing modules implemented in Phase 1.

Results

Central Pharma's Project Manager had a deep understanding of all areas of the business. This, along with key involvement of the Financial Director and close collaboration with the Inixion Project Manager and consultancy team, helped ensure the project ran smoothly.

This Project Team enabled structured scoping, the identification and provision of training needs and adherence to a manageable critical path, thus making certain that the project was delivered on time, on budget and with zero downtime.