

WHITE PAPER

NetSuite for Biopharma and Life Sciences Companies

Best-In-Class Financials to Manage Your Life Sciences Business





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Read Time: 3 minutes

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As the world becomes more connected, upgrading your software systems is no longer a way to get ahead—it's a requirement to keep pace. Biotech companies seeking to capitalize on new opportunities and scale their businesses need a financial management system that can support them. Biopharma and life sciences companies are on the cutting edge of innovation and need an agile tech environment to match.

Today's business world is constantly evolving. For life sciences companies, scaling their business requires adapting and pivoting to capture new opportunities. Outdated technology and mismanaged processes are major inhibitors in capturing those new opportunities and pivoting the business.

How Do Mismanaged Business Processes Impact the Success of Biopharma and Life Sciences Companies?

Thriving biotech companies tell us that unwieldy back-office processes and outdated technology can create a number of issues that can impact long-term success, including:

- **High operational costs and inefficiencies** – Time and money spent on manually managing business processes instead of on meeting buyer needs.
- **Manual information exchange** – Separated systems and spreadsheets that do not communicate in real-time and require manual updates.
- **Lack of visibility into key business metrics** – No ability to report on profitability by customer or product due to multiple systems and spreadsheets.

Should they fall into this trap of multiple systems and spreadsheets, biotech companies risk wasting valuable time and resources. In today's highly competitive business environment, life sciences companies need to focus more on research, sales and business strategy, and less on managing their financials with cumbersome manual processes.

With NetSuite's unified cloud business management platform, life sciences companies can stop wasting time and resources managing multiple points of data entry and leverage real-time visibility into the financial health of their business.

Successful life sciences companies recognize that upgrading their back-office technology is essential to capitalizing on new opportunities. Streamlining financial operations is crucial to success for new product development and data-driven business decisions. Having this insight can be the difference between thriving and barely surviving in today's fast-moving world.

NetSuite ERP streamlines business processes and frees up the time and resources needed to scale, drive innovation and remain competitive.

Comprehensive financial management: NetSuite Financials provide end-to-end visibility into receivables and payables. Businesses are able to automate the entire order-to-cash process and streamline the procure-to-pay and record-to-report processes. As a cloud platform, NetSuite also enables real-time views of key, pre-built, easily customized financial reports plus insights into budgeting, expense allocations and amortization. This, in addition to flexible revenue analysis, allows businesses to make informed business decisions. Finally, NetSuite provides tracking for the complete fixed asset lifecycle and reporting from acquisition to depreciation to retirement of those assets.

Multiple entity management and consolidation: NetSuite OneWorld helps pharma and biotech companies with multiple locations and subsidiaries streamline operations and provides real-time visibility at the local, regional and headquarter levels within a single system. With OneWorld, biotech companies can develop standard business processes and deploy them across their divisions and subsidiaries at the click of a button.

NetSuite for Biopharma and Life Sciences offerings:

- Role-based, customizable dashboards
- Multiple entity management and consolidation
- Real-time, industry specific KPIs
- Integrated ERP, HCM and CRM

With support for over 190 currencies, 27 languages, customer deployments in 203 countries and dependent territories, and country-specific accounting standards across the Americas, Europe, Asia, Middle East and Africa, NetSuite OneWorld enables organizations to seamlessly meet the individual needs of local operations and easily adapt to the latest accounting standards and regulations.

Customer Relationship Management (CRM): As you scale and acquire customers, NetSuite CRM provides a seamless flow of information across the entire customer lifecycle—from lead all the way through opportunity, sales order, fulfillment, renewal, upsell, cross-sell and support. In addition to delivering real-time visibility of your customers, NetSuite CRM mobility extends collaboration and productivity beyond the workplace. With intuitive tools that provide your mobile workforce with the ability to easily access and upload important data they need outside the office, they're empowered with information at their fingertips.

Human Capital Management (HCM): In such a high churn industry, having the right HR system in place is critical. NetSuite SuitePeople empowers managers and HR professionals to streamline employee information, new hires, employee onboarding, payroll, promotions and compensation changes, all from a single suite. Key features include:

- Core HR Capabilities
- Payroll
- Employee Center
- HR Analytics

A Pathway to Success

With NetSuite, life sciences companies are getting more than just financial management software—they are getting a lifelong business partner that is committed to their success. Built with industry-based leading practices derived from over 20 years of implementation experience, NetSuite is designed to deliver value on day one. Moreover, we take a consultative approach—from sales to implementation to support—to ensure continuity across your lifecycle as a customer. We have a deep understanding of the challenges life sciences companies are facing in today's market. As the pace of change accelerates, NetSuite is here to keep you on a pathway to financial success.

“NetSuite provides the critical tool to see our current sales demand, direct the orders through our seven-step assembly process, and ensure that they go out the door on time to give our customers the best delivery performance possible meeting our quality and performance objectives.” **Monobind**

