

Exact Sciences Corporation, Madison, Wisconsin

MAXIMIZING SAP® INVESTMENT WITH SAP OPTIMIZATION ASSESSMENT



When we implemented SAP, we were essentially a clinical R&D company focused on bringing a regulated DNA screening test to market. After FDA approval, we needed to adapt SAP to support our commercial and operational needs. itelligence* had the combined technical expertise and thought leadership to advise and guide us through the transition.

Erik Jensen, BASIS Administrator, Exact Sciences



Challenges

- SAP investments were not being used to their full potential
- Fast business growth caused significant shifts in IT requirements
- Existing non-SAP applications required ongoing support, maintenance and IT spending



Solutions

- SAP Advisory Services
- SAP Optimization Assessment
- SAP Application Management Support (AMS)



Benefits

- Maximized value of existing SAP investments and external solutions
- Gained immediate business value through “quick hit” solutions
- Evaluated business KPIs to measure process improvement
- Enabled a pragmatic approach to upgrades and improvements



Why NTT DATA Business Solutions?

- Proven track record of SAP technical and process knowledge
- Served as a full-service partner offering SAP solutions and SAP Advisory Services
- Extensive experience driving efficiencies into SAP solutions



Company: Exact Sciences Corporation
Industry: Medical molecular diagnostics
Products: Non-invasive frontline cancer screening products
Number of employees: 800
Revenue: \$40 million (2015)
Headquarters: Madison, Wisconsin
Website: www.exactsciences.com

* Since April 1, 2021 itelligence is operating as NTT DATA Business Solutions

NTT DATA Business Solutions



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3 week assessment timeline



Evolving IT Requirements

Exact Sciences Corporation is an innovative molecular diagnostics company focused on the eradication of colorectal cancer. The fast-growing company has exclusive intellectual property protecting its non-invasive, molecular screening technology, a first of its kind which has been proven to find 92 percent of cancers.

Exact Sciences originally implemented SAP in 2011 when its main business focuses were research and development, clinical trials, and bringing its initial product to market. Since that time, the company's industry-leading product has launched and Exact Sciences' business activities have evolved, causing significant shifts in IT requirements. At the same time, Exact Sciences also began growing its internal IT staff to support the new operational needs, and was eager to explore fresh perspectives.

Maximizing the Value of Existing Solutions

New members of the Exact Sciences IT team were familiar with NTT DATA Business Solutions from previous roles and knew NTT DATA Business Solutions had the deep SAP technical process knowledge required to successfully assess the company's existing IT landscape. Exact Sciences also recognized the value of working with a full-service SAP provider that could act as a trusted partner and rationalize the vendor base.

The company had purchased multiple non-SAP applications which impacted SAP business process and required ongoing maintenance, support, and continuous spend, making their IT landscape all the more complex. In order to keep up with Exact Sciences' high growth, the NTT DATA Business Solutions team worked to pinpoint opportunities to drive more efficiency while reducing reliance on outside applications.

To assess and optimize the current technology landscape, NTT DATA Business Solutions conducted on-premise workshops and joint discovery sessions with Exact Sciences' IT and business teams. Sessions focused on multiple end-to-end processes, including order to cash, procure to pay, demand to production, record to report, and building out a roadmap for the move to SAP HANA.

The NTT DATA Business Solutions advisory team also recommended organizational strategies, including master data, demand management and role-based security, as well as systematic recommendations that included cost and value estimates. These recommendations provided Exact Sciences with a trusted outline of priority for execution. NTT DATA Business Solutions also identified numerous 'quick hit' recommendations that could be completed in under 40 hours and would drive immediate value, supporting streamlined operations, reduced manual efforts and improved overall quality.

Driving Future Value

With a prioritized plan for upgrades in place and a steady stream of improvements ahead, the Exact Sciences team is making strides with their IT environment. As the company closes current gaps in business processes, they unlock new opportunities to incorporate SAP support and further streamline functions.

"The NTT DATA Business Solutions team provided us with a roadmap that showed us the best sequence of steps to deliver the highest return on our IT investment," said Exact Sciences BASIS Administrator Erik Jensen. "We immediately executed the 'quick win' opportunities NTT DATA Business Solutions identified and are now addressing the 'high value' projects."

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