CASE STUDY

INTEGRATING SEPARATE DIVISIONS WITHIN SAP® ECC FOR INCREASED EFFICIENCY

> itelligence* combines its expertise in SAP technologies with its knowledge of the pharmaceutical world, providing a comprehensive solution that meets stringent European and American regulations.

Rogier van den Braak, Corporate Controller, Sanquin

Challenges

- Improve the quality and efficiency of administrative processes
- Centralize financial divisions

Solution

- SAP® ECC

Benefits

- Up to 10,000 fewer internal invoices per year
- Five accounts payable reduced to just one, rendering 75% of records obsolete
- Blood Bank's financial administration reduced from 16 to 8 FTEs
- Compliance with all legal requirements
- Data exchange between SAP and Blood Bank IT systems reduced from three hours to eight minutes

Why NTT DATA Business Solutions?

- Awareness of stringent pharmaceutical regulations
- Proven expertise in the pharmaceutical industry
- Industry best practices included in solutions
- Dedicated team of SAP experts

Company: Sanquin
Industry: Life Sciences
Products: Blood products
Number of employees: 3000
Turnover: €357m approx. (2010)
Headquarters: Amsterdam, Netherlands
Website: http://www.sanquin.nl/

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

NTT DATA Business Solutions

SAP Platinum Partner

NTT DATA
Trusted Global Innovator

Yearly savings of up to € 350,000

Vital Integration for a Vital Cause

Sanquin provides blood resources to the people of the Netherlands, and uses its research to advise hospitals and clinicians. With such a huge responsibility to its country, there is no room for inefficiency anywhere in the organization.

Yet Sanquin's existing ERP system lacked integration. All of the company's divisions were using the same system, but its Blood Bank always had to submit a separate financial report to the government. Because of this, Sanquin had two administrations set up in SAP: one for the Blood Bank and one for the other departments. The enterprise sought to combine them to improve efficiency.

Sanquin turned to NTT DATA Business Solutions consultants for support, as they had already served the company for many years and were already familiar with the organization. Sanquin's decision was further influenced by their close partnership with SAP and their awareness of the pharmaceutical industry's stringent regulations. NTT DATA Business Solutions integrated Sanquin's separate administrations within SAP ECC through a validated SAP company code migration.

"A Positive" Outcome

Collaboration between the two companies brought the migration project to a successful conclusion within the specified timeframe of nine months and within budget. According to Rogier van den Braak, Corporate Controller at Sanquin, the project was "well thoughtout, thoroughly tested, and clearly communicated to all departments affected by the consequences."

Reduced Workload. Improved Efficiency.

By combining two administrations, Sanquin has united four financial departments under one roof – at the head office in Amsterdam. The organization is still able to fulfill its legal requirement to file separate financial reports, but this now takes less time and effort. Costs and charted accounts are shared across its support services – including HR, maintenance, and IT – saving the company up to 10,000 internal invoices a year. And with all systems now running in English, Sanquin can report internationally and with greater efficiency.

Furthermore, the integration project has eliminated 45,000 redundant records and 100,000 obsolete rules from across the financial departments. This cleansing operation has made the company's administrative processes considerably more efficient. Data exchange between SAP and the Blood Bank's IT systems now takes eight minutes instead of the three hours it used to take. Overall, the project could yield savings of up to €350,000 per year.

With NTT DATA Business Solutions's support, Sanquin has already benefitted a great deal. But the room for improvement is what really excites Van den Braak: "We obviously want to make the most of the advanced options offered by SAP ERP. Should we want to add modules, we no longer have to do so for two different administrations. This reduces the costs and time necessary for implementation by at least half."

> We do not know the exact return on investment in advance, but it is clear that Sanquin works much more efficiently since both SAP administrations have been so smoothly merged.

Rogier van den Braak, Corporate Controller, Sanquin

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