

Smart Strategy. Monumental SAP Advantage.



Whether you are simply considering SAP, about to embark on an SAP implementation, or looking to add new functionality, one thing is certain. You want to streamline operations, contain costs, and optimize the investment as soon as possible. All with the least possible disruption to your business.

Not only are these reasonable goals, they're also realistic. SAP is one of the most robust and effective technologies available. With strategy and foresight, it can far exceed your expectations. Ask Gen-Probe, who expects benefits of \$13.5M over 5 years and a 63% return on their SAP investment. Or Mylan who may achieve \$300 million in cost savings within just 3 years. Or Alexion, who successfully simultaneously launched SAP and their new drug, all without a single delay.

We believe in SAP and its proven ability to drive business benefits. We also believe that what you get out of it is contingent on what you put into it. It's about whether

you've identified the right areas of your business to focus on and concentrated your efforts accordingly. Determine how SAP can help you get your product to market in the fastest, safest, and most-efficient way...and it will. Better yet, you'll also realize an impressive and sizable return on your investment.

SAP and Life Sciences

Whether you are a pharmaceutical, biotech or medical device manufacturer, you are faced with challenges SAP can readily and easily solve – boosting productivity, cutting costs, mitigating risk, managing complexity, facilitating compliance. The common denominator is data. Often it's redundant data, inaccurate data, inconsistent data, inaccessible data, vast amounts of data across multiple product groups and manufacturing facilities. The result? A critical lack of visibility throughout clinical development and across your entire supply chain.

SAP can help. But while SAP can provide the view you need, the right SAP implementation partner can make it clearer and more rewarding than you ever thought possible. After all, technology is not a solution. You can't buy it, plug it in and expect it to do what you intend it to do. Beyond an integrated IT framework, you need processes that make the most sense for your business, a change management program so your people understand how the new system and processes benefit them, and comprehensive training so they become effective hands-on users.

Realistic *and* achievable. But only if you keep your budget in check and focus on exactly how and where you expect SAP to grow your business – making sure you prioritize nice-to-have functionality against short-term and long-term business accelerators.

But how do you accomplish it all with a smooth transition that doesn't impact your current operations?

A Gartner analyst said, for successful SAP implementations, you should study the lessons learned from your vertical industry peers. The quickest way to access this type of already-compiled targeted information is through an SAP implementation partner that focuses on your specific market segment. But only one that has worked with over half of the world's leading life sciences firms knows which LIMS system will interface best with SAP and how to make that happen. Only a company that has consistently won SAP's Award of Excellence would know the best way to link ePedigree to SAP and seamlessly set the stage for RFID and future pedigree requirements. Only by working with a company with a 97% client satisfaction rating can you rest assured they are acting with your best interests in mind.

Representative Results:

Here's what some of our clients are saying:

"Clarkston helped us understand that before we could begin implementing SAP – or any technology for that matter – we needed to better understand what we had, what we would need, when we would need it, and how it would all fit together."

"Clarkston has consistently delivered exceptional results. Our SAP implementation was delivered nearly flawlessly, with tremendous effort and outstanding partnership from the Clarkston team. Even when [my team] leaders are not in the room during a discussion, I can count on Clarkston to act on our behalf, and to look for mutual benefits. They are a world-class firm, with world-class people."

This feedback is common at Clarkston because we don't think of ourselves as consultants, we view ourselves as an extension of your team. We value our role as a trusted advisor and look forward to helping you achieve a successful SAP implementation.

Complimentary Whiteboard Session

We are so confident in our commitment to providing value that we'd like to demonstrate it to you in person. Contact Rob Klein at **1-800-652-4274** for more details regarding our complimentary whiteboard sessions.

Representative Clients

- Allergan
- Alexion Pharmaceuticals
- Auxilium
- Boehringer Ingelheim
- Celera Diagnostics
- Charles River Laboratories
- Eisai
- Fresenius
- GE Healthcare
- Gen-Probe
- Intuitive Surgical
- Johnson & Johnson
- Medicis Pharmaceutical
- Mylan
- Nycomed US
- Shire
- Stiefel Labs

Why Clarkston Consulting?

As one of SAP's first national implementation partners and a multiple SAP America Award of Excellence winner, we have delivered over 400 successful SAP implementations worldwide, building a consistent record of success. Focused on life sciences and consumer products, our SAP services span all areas of the business and align perfectly with SAP's own Pharmaceutical Solution Map with deep expertise in the following areas:

Product Quality:

Procure to Pay, Compliant Manufacturing, and Equipment Maintenance.

Traditional Enterprise LIMS or lower TCO alternatives like our SmartLabs solution

Time to Value:

Supply Chain Planning, Contract Management, Order to Cash, Marketing, Sales Operations & Performance Analytics, and Field Sales

Product Safety:

Complaint Management, Incidence Reporting and CAPA

Enterprise Management & Support:

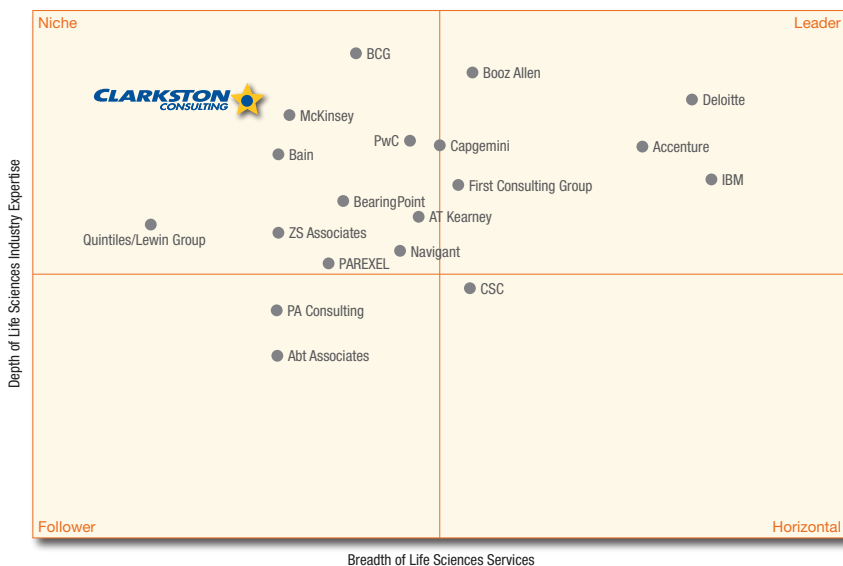
Analytics, Compliance Tools and Validation Services.

Knowledge. Dedication. Results.

In a recent survey, these are the words our clients used to describe Clarkston Consulting. Our industry focus provides a detailed knowledge of leading best practices. That means that we are familiar with the unique challenges you face. We can easily anticipate and avoid the pitfalls that others have fallen into. Our many success stories, consistently high rate of repeat business, and superb customer satisfaction rate all mean one thing: our knowledge, coupled with dedication, is a winning formula for results.

Clarkston Consulting is a different kind of management and technology consulting firm. We deliver a unique experience for market leaders within the Consumer Products and Life Sciences industries. Considering professionalism, expertise, and value as prerequisites, we take service a step further through our unyielding commitment to the success of people as individuals, both our clients and our employees. By combining integrity, adaptability, and a whatever-it-takes attitude, we have achieved an extremely high rate of referral and repeat business and a 7-year average client satisfaction rating of 97%.

Kennedy Information's
Life Sciences Consulting Practice Leaders



Clarkston ranked among the top 5 global consulting firms in depth of Life Sciences industry expertise according to Kennedy Information (2006).

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