



## Microsoft Dynamics Customer Solution Case Study



## Indian Pharmaceutical Company Enjoys Secure Real Time Financial Information that Supports Business Growth

### Overview

**Country or region:** India

**Industry:** Pharmaceutical

### Customer Profile

Aizant Drug and Research Solution, established in 2006, has over 100 employees with revenues of INR 100 crore (U.S.\$24 million approximately). It provides comprehensive drug development resources and solutions.

### Business Situation

Aizant was using Microsoft® Office Excel spreadsheets and Tally for financial management.

### Solution

With the help of SemanticSpace, Microsoft® Dynamics™ AX 4.0 was deployed to streamline all its processes and enhance efficiency.

### Benefits

- Easy to use
- Improves financial management
- Improves decision making
- Enhances security
- Streamlines inventory management

“With Microsoft® Dynamics™ AX 4.0, we face each opportunity with greater confidence as we know our information is accurate and we can count on the increased efficiency.”

Dr. Varma S Rudraraju, Chairman and Managing Director, Aizant Drug and Research Solutions

Based in Hyderabad, Aizant Drug and Research Solutions provides comprehensive drug development resources and solutions regulated and emerging markets. It was established in 2006. SemanticSpace Technologies, the Microsoft® Gold Certified Partner, helped Aizant in selecting and deploying the solution Microsoft® Dynamics™ AX 4.0, to automate its financial and production processes.

“To make informed business decisions and operate efficiently, we absolutely must have access to real time information and need one solution that can take care of all our processes and operations. We got the answer in Microsoft Dynamics AX.”

Dr. Varma S Rudraraju, Chairman and Managing Director, Aizant Drug and Research Solutions

## Situation

Established in year 2006, Aizant Drug and Research Solutions (Aizant) has built state-of-the-art facility as a green field project in Hyderabad. The company was established by individuals with over 30 years of pharmaceutical industrial experience in the United States. It provides comprehensive drug development resources and solutions. It employs more than 50 scientist, engineers and doctors who are masters in their field.

Aizant applies scientific and technical expertise to each stage of the drug discovery, development and manufacturing processes. It develops customized solutions to meet the needs of the clients. Various services offered by Aizant are dosage form development, stability testing, manufacturing of clinical supplies, preclinical and toxicology, clinical research, bioanalytical development.

Prior to Microsoft Dynamics AX installation, Aizant was using a locally available financial package Tally 7.2 and Microsoft Office Excel for reporting. There was no solution to record pre-operative or post operative expenses and thus project costing was not accurate.

Tally 7.2 required extensive manual efforts and extra time. The work was sometimes duplicated leading to complications and wastage of time. Also, the existing solution did not efficiently track inventory and related functions such as current stock position, inventory re-order linked to generating purchase order, inventory utilization by project, physical stock taking, inventory costing, asset capitalization, automated depreciation calculation. All these activities were managed manually.

Aizant wanted greater security of project reports, account, costing and other project details. It also wanted a solution that would automate statutory reports, compliance with

taxation laws, greater accuracy and traceability.

## Solution

In pursuit of growth, Aizant felt the need for a solution that can cater to its growth plans and looked for an integrated ERP, a one stop solution. SemanticSpace Technologies, a Microsoft® Certified Partner, helped the company research which solutions would fit its requirements and selected Microsoft Dynamics AX 4.0.

The implementation of Dynamics AX 4.0 SP2 started in January 2008 and was completed by March 2008. It was implemented in Medchal, Hyderabad. The implementation included planning, the final implementation and the testing of the solution. Microsoft Dynamics AX version has been implemented to manage all activities related to sales, purchases, stores, finance, projects and production.

In the first phase Financial module was implemented which includes general ledger, accounts payable, accounts receivable, fixed assets, bank and inventory. The solution was tailored to the Aizant's requirements. A key customization was done for purchase requisition. A new form was created in Dynamics AX to directly fetch values from the requisition form after the approvals are granted. This feature enables good internal control, with no additional paper work involved and streamlines business processes.

To stabilize and streamline tax calculation, purchase order process enhancements and depreciation calculations, SemanticSpace upgraded Dynamics AX service pack 2.

“With implementation of Microsoft Dynamics AX, we have seen an increase in transparency in processes, greater accountability from employees in a secure and reliable environment.”

D. Krishna Rao, Associate Director, Aizant Drug and Research Solutions

## Benefits

Microsoft Dynamics AX provides real time information of all financial information, inventory and stores, allowing the management to take strategic decisions at the right time and develop more opportunities. “With Microsoft® Dynamics™ AX 4.0, we face each opportunity with greater confidence as we know our information is accurate and we can count on the increased efficiency,” elaborates Dr. Varma S Rudraraju, Chairman and Managing Director, Aizant Drug and Research Solutions

With the implementation of Microsoft Dynamic AX, the company has the complete view about the business information which included cost, inventory and financial managements. It helped Aizant to replace the existing system with a single fully integrated solution.

### Easy to Use

Microsoft Dynamics AX not only works seamlessly with Microsoft Office and has a similar look and feel. This has enabled greater acceptance from the employees and lowered the learning curve and training requirements considerably.

From the IT team’s perspective, the solution was easily customized and effortlessly integrated all the business process and critical data. “We were able to quickly customize Microsoft Dynamics AX to match our business needs, and are able to report more efficiently and gain efficiency through a reliable and transparent solution,” says D. Krishna Rao, Associate Director, Aizant Drug and Research Solutions.

### Improves Financial Management

Aizant has centralized the company's accounting information, posting specifications, and other core data. It works efficiently in a multi-user environment, accesses the most up-to-date financial data

and effectively manages all the receivables and payables accounts. “It prompts us with inventory availability as and when we record our purchases and sales. We can easily view our outstanding and due payables and receivables,” says Krishna Rao.

### Improves Decision Making

It helps gain accurate and timely insight into the business and enables the management to take sound strategic decisions.

### Enhances Security

Access to confidential data such as purchase orders, costing, project reports etc. is restricted and is available only to appropriate employees based on their role within the organization. “With implementation of Microsoft Dynamics AX, we have seen an increase in transparency in processes, greater accountability from employees in a secure and reliable environment,” says Krishna Rao.

### Streamlines Inventory Management

The streamlining of warehouse operations maximizes the efficiency of receipt and shipment of goods. The company is aware of the exact location and quantity of raw material and finished goods. “The warehouse operations have improved substantially with decrease in paperwork and need to manpower to maintain warehouse operations,” concludes Krishna Rao.

## For More Information

For more information about Microsoft products and services, call the Microsoft Sales Information Center at (800) 426-9400. In Canada, call the Microsoft Canada Information Centre at (877) 568-2495. Customers who are deaf or hard-of-hearing can reach Microsoft text telephone (TTY/TDD) services at (800) 892-5234 in the United States or (905) 568-9641 in Canada. Outside the 50 United States and Canada, please contact your local Microsoft subsidiary. To access information using the World Wide Web, go to: [www.microsoft.com](http://www.microsoft.com)

For more information about Aizant Drug and Research Solutions products and services, call (91) (40) 2379 2190 or visit the Web site at: [www.aizant.com](http://www.aizant.com)

For more information about SemanticSpace Technologies products and services, call (1) (949) 789 7332 or visit the Web site at: [www.semanticspace.com](http://www.semanticspace.com)

## About SemanticSpace

SemanticSpace Technologies is a leading software services company that caters to diverse industry verticals. Founded in 1997, SemanticSpace's provides strategic outsourcing services that include end-to-end product engineering services, enterprise solutions, packaged application implementation, quality assurance, testing services using popular tools and methodologies; as well as staff augmentation services. Its development centers are located in Hyderabad, India, with sales offices across the USA. It is an ISO 9001:2000 certified and SEI-CMMi Level 3 assessed company.

## Microsoft Dynamics

Microsoft Dynamics is a line of integrated, adaptable business management solutions that enables you and your people to make business decisions with greater confidence. Microsoft Dynamics works like familiar Microsoft software such as Microsoft Office, which means less of a learning curve for your people, so they can get up and running quickly and focus on what's most important. And because it is from Microsoft, it easily works with the systems that your company already has implemented. By automating and streamlining financial, customer relationship, and supply chain processes, Microsoft Dynamics brings together people, processes, and technologies, increasing the productivity and effectiveness of your business, and helping you drive business success.

For more information about Microsoft Dynamics, go to: [www.microsoft.com/dynamics](http://www.microsoft.com/dynamics)

## Software and Services

- Microsoft Dynamics
  - Microsoft Dynamics Ax
- Microsoft Server Product Portfolio
  - Microsoft SQL Server 2005
- Microsoft Office System