



## Call Us for Support

To discover how SpectraSoft adds value to your business through innovative solutions in IT, call us at any of the numbers mentioned here. And thereafter, rest assured - "Success Guaranteed."



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GMP Validation Services

Maintenance & Support Services

Rollouts & Enhancements

Migration & Updates

Business Intelligence (BI) Solutions

Implementation

# SAP Practice





"...SpectraSoft has the competency to understand our complex business needs and help us to align our strategies. SpectraSoft takes ownership in delivering our complete needs to our satisfaction."

- Managing Director  
US\$350 Million Integrated Pharmaceutical Company

The bottomline is results, they say. Enterprises focused on results need an insight into their performance and a clear picture of the present operations. For organization-wide clarity of operations, market performance of brands and likely scenarios of the future, leading firms across different sizes and industries, trust the power of SAP enterprise solutions. Because SAP solutions truly empower decision makers by giving them total control of information, which in turn enables them to gain control of all key operating variables like profitability, costs, inventory, cash, stocks, etc. This apart, SAP solutions give enterprises the room for scalability, the flexibility to experiment and the agility to respond all in an easy-to-control manner.

A majority of the top 500 process industry companies depend on SAP solutions for reasons that include:

- Integration of Business Processes
- Improvement in Operational Efficiency
- Improved visibility of the various aspects within the enterprise and in environment - at the micro and macro levels
- Improved Connectivity with Customers and Suppliers, and
- Compliance with Regulatory Requirements

### Implementation makes the difference

While the power of SAP solutions is unquestioned, your investment could be watered down if the quality of implementation falls short. There are as many cases of failure as there are of success. Failure happens when the choice of implementation partner is incorrect.

### SpectraSoft: The Process Industry Specialist

SpectraSoft Technologies Limited is the leader in providing specialized Solutions for the Process Industry vertical. SpectraSoft offers measurable business benefits to companies operating in process industries like Life Sciences, Chemicals, Food Processing and Consumer Products.

We are a certified Support Competency Partner providing 24X7 Support services to customers using SAP solutions. We are also an express advantage partner to IBM.

## SAP solution for business results

## Industry-Ready Solutions: From SpectraSoft

### The New Paradigm in Enterprise Solutions

When every moment is precious, why waste months for customization? Gone are the days when you could afford days on end building your own Taj in the enterprise! Yes, any SAP implementation solution would take months, they said. True. But that was yesterday, when markets were tranquil and competition was benign. Think of doing it in today's times. You could be light years behind. Worse, you could become irrelevant in the marketplace.

While this is true of every industry, enterprises in the process industry can now hope to be ahead of the curve. SpectraSoft, the specialist in enterprise solutions for process industry, brings industry-ready solutions. Solutions that are the result of our total focus on process industry.

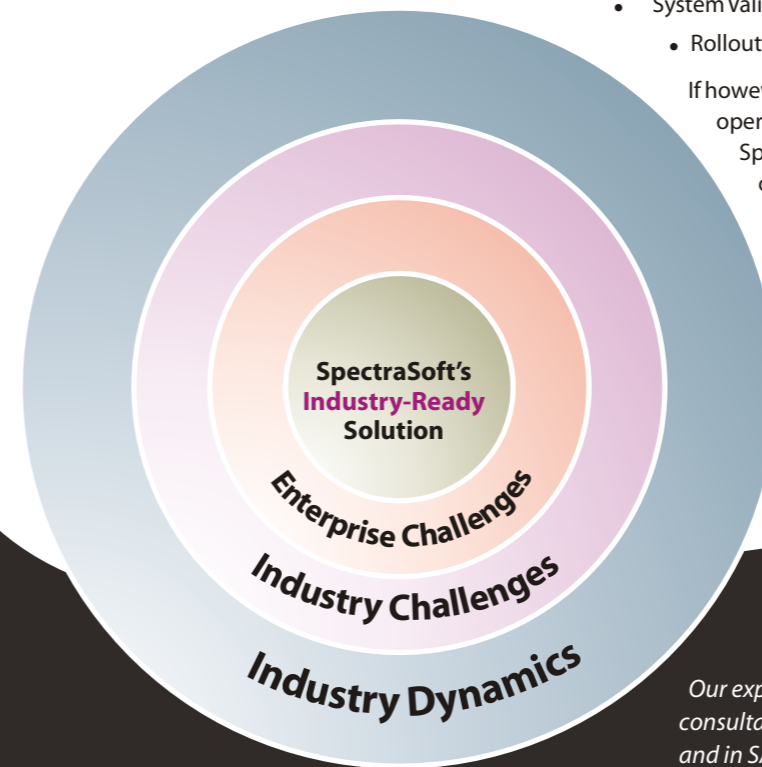
### What are industry-ready solutions?

SpectraSoft's Industry-Ready SAP solutions do not require you to spend precious millions and endless months in customization. You can start working on these industry-ready solutions - virtually from the day after tomorrow! And we hasten to add: it is just the same as if it was tailor-made for your enterprise. "How is that possible?" did you say? That's the power of insight of SpectraSoft. Because we understand process industry very well, with our in-depth perspective, we are able to aggregate and anticipate the economic behaviour of every firm in the industry. And we translate that perspective into solutions that deliver results through solutions that include:

- All-in-one Implementation
- Business Intelligence (BI)
- Maintenance & Support Services
- Migration & Upgrades
- System Validation
  - Rollouts & Enhancements

If however, you believe that your manufacturing processes and/or operational processes are very unique to your enterprise, SpectraSoft can customize the SAP solution. You can be sure of speed and more importantly, success.

In the following pages, you will discover SpectraSoft's range of Industry-Ready SAP solutions for firms in Life Sciences, Chemicals, Food Processing and Consumer Products industries.



*Our experience with SpectraSoft has been very good. Their consultants have hands-on knowledge of their respective domains and in SAP. SpectraSoft's entire team including their top management have demonstrated unstinting commitment towards completion of SAP implementation.*

- Director Finance  
Largest Manufacturer of Contraceptive Products



"... we needed a specialist solution provider who could help us see our business in totality... their expertise in process industries helped us. What I liked even better is their "being around" attitude."

- Dy. Managing Director  
US\$150 Million Active Pharmaceutical Ingredients  
& Intermediate Manufacturing Company

## Implementation

### Spectra:SAP for LifeScience

The solution has been configured to comply with requirements of cGMP Process and conform to requirements such as US FDA 21 CFR Part 210 and 211 applicable to processes managed through IT solutions. Some of the critical processes that are specific to pharma industry that are configured are

- Brand protection
- Bill of Materials and Recipe
- Test Plan Management
- Notification Management
- Vendor Qualification & Approval
- Label Management
- Batch Costing
- Batch Yield Analysis
- Bi-Directional Traceability

Configuration to enable compliance with US FDA 21 CFR Part 11 100+ reports specifically developed for pharmaceutical requirements are also provided.

### Spectra:SAP for Chemicals

SpectraSoft's Industry-Ready SAP solution for Chemical industry enables chemical manufacturers to manage their enterprise amidst growing global competition, driving control over operational costs, maximizing profits and managing stringent environmental controls in manufacturing.

Functionality critical for Chemical Industry operations configured includes:

- Batch and recipe management
- Predictive and preventive maintenance
- Product quality management (raw materials, finished product and in-process quality reporting)

- Solvent management
- Dynamic in-process sampling management configuration
- Co-product /By-product management
- Batch costing
- Yield computation
- Configuration of compliance to safety requirements during equipment maintenance

### Spectra:SAP for Food & Beverages

SpectraSoft can help you:

- Plan and improve performance by aligning strategy and execution
- Effectively monitor costs
- Maximize utilization of assets
- Stream line the processes in your supply chain
- Improve order fulfillment
- Enhance customer service
- Induct innovative products to the market in quick time

### Spectra:SAP for Consumer Products

In an economy with high market velocity, low margins, and unavoidable spending increases, consumer products companies are finding that it is vital to tune and refine every aspect of the procurement process.

Spectrasoft can help you

- Keep track of Life of each product and its inventories
- Reduce cycle times
- Reduce inventory and distribution costs
- Reduce supply chain costs

SAP Business Objects business intelligence (BI) solutions provide comprehensive business intelligence functionality that enables users to make effective, informed decisions based on solid data and analysis. All users, from the high-end analyst to the casual business user, have access to the information they need -with minimal dependence on IT resources and developers.

With these powerful solutions, users throughout your enterprise can access, format, analyze, navigate, and share information across the organization. SAP Business Objects BI solutions enable the following:

**Advance Analytics:** Relying on sophisticated analytic engines that can access both numeric and text data, these tools interrogate complex historical data to look for trends, outliers, and patterns through a visual interface.

**Dash Boards and Visualization:** Perform what-if analysis with your dashboards to gain new insights and make informed decisions.

**Information Infrastructure:** Meet all of your strategic business intelligence (BI) requirements on a single information infrastructure while ensuring delivery of the right information to the right users at the right time.

**Query Reporting and Analysis:** Let end users interact with business information and answer ad hoc questions themselves without having to understand complex database languages and underlying structures.

**Reporting:** Reporting provides the most requested information reliably, securely, and in the required format.

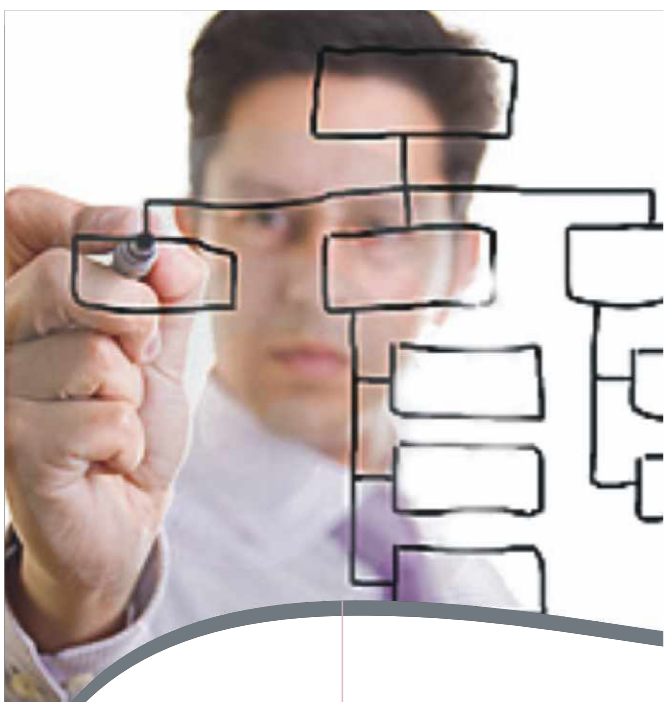
**Search and Navigation:** Locate information hidden in hundreds of internal and external resources, such as structured databases, business intelligence (BI) systems, unstructured company and text content, search engines, and the web.

## Business Intelligence (BI) Solutions



"... SpectraSoft ... worked with a high degree of understanding by translating their industry expertise to the solutions ... and definitely walked the extra mile."

- Managing Director  
US\$40 Million Pharmaceutical Formulations Company



*"An organization has only one goal. That goal can be achieved when all the departments think alike. When they have the same data on same page,... this is what we wanted SpectraSoft to do ... SpectraSoft was able to deliver this."*

*- Managing Director  
US\$80 Million Biotechnology (Bio-Pharmaceutical) Company*

## Migration & Updates

SAP being a solution that is developed on Information Technology platforms, need to be enhanced and upgraded on a periodic basis i.e. once in a few years. Customers need to upgrade to the current version of SAP to reduce recurring cost of ownership and business continuity risks.

Many functional processes that were earlier manual or on independent software are available in SAP ERP ECC 6.0. Many more functional processes relevant to current business dynamics also have been added, hence enhancing efficiency, effectiveness of decision making and improved performance.

Consequent to obsolescence of technology, SAP AG also has a planned structured policy of phasing out the earlier versions of SAP ERP. It is advisable to upgrade to the latest version of SAP, on expiry of normal maintenance, as this offers customer organizations the following benefits:

- Advantages from the new functionality added in SAP ERP ECC 6.0 would be available
- SAP fixes programming bugs only during the extended maintenance period. Hence, the impact on statutory and other changes will be significant
- The bug fixes are not under a Service Level Agreement. Hence, priority for fixing of bugs would not be prevalent. This could have business consequences

SAP solution is continuously enhanced to add industry specific functionality. These new additions have to be configured in SAP to enable customers obtain benefits. SpectraSoft's support services are designed to ensure reliable operation and availability of your SAP applications. With a mix of pro-active maintenance, quick turnaround response to ensure high uptime, these services help you get the best utilization of your SAP assets.

### SAP Basis / Netweaver™ Administration

- Database Administration
- OS administration
- Data backup
- Installation of SAP Client end software
- End User support Clarifications, issue resolution

- Scheduling Background Jobs
- Monitoring Error logs and suggest corrective Actions
- Profiles and Authorizations
- Printer Configurations

### SAP Applications support

- Providing solutions for SAP product related issues
- Functional support for FI, CO, SD, PP, QM, PM, MM and PS modules Technical support (covering ABAP, SAP Script, BIW and reports)
- Maintenance of SAP at current patch levels
- Testing & Documentation
- Coordination with SAP Online Support Service
- Enhancement of SAP functionality for Life science & Chemical Industry requirements

## Maintenance & Support Services

SpectraSoft's best practices ensure that SAP rollouts across locations and over time are consistent and aligned in all respects to deliver overall synergies to the corporate enterprise. Based on a robust business process engineering model, SpectraSoft's processes ensure the thread of continuity in all aspects.

How do we effect enhancements? We help organizations create value by integrating functions, identifying leakages and devising processes for sustained prevention. We undertake troubleshooting where necessary to plug, resource leakages, process bottlenecks, and make it possible to reach benchmark levels of excellence. So, CXOs are you listening? Keep asking, "Why can't I do it the way they can?" If no answers are forthcoming, you have our number at the back.

## Rollouts & Enhancements

## GMP Validation Services

IT Solutions that support business in GMP related areas have to be validated to ensure that the processes built into them perform as designed in the environment in which they are installed. The validations comprising of Design, Installation, Operational and Performance, need to be carried out not only at the time of initial implementation, but also whenever there is a change in their status. Change in their status, is updated with new service packs.

SpectraSoft Technologies provides validation services tailor-made for pharmaceutical and chemical industries. The validation services comprise of the following:

- Design Qualification (DQ)
- Installation Qualification (IQ)
- Operational Qualification (OQ)
- Business Continuity Planning

Validation of SAP, has been carried out by SpectraSoft, in pharmaceutical companies that have US FDA approvals. SpectraSoft will ensure compliance of your IT Systems and Software with GMP.



*SpectraSoft has implemented SAP applications at our company to integrate our business processes as per our requirements. The project has successfully gone live on 1 July 2009 within remarkably low project duration that is five and half months and the post go-live support is being continued.*

*- Director – Finance & Company Secretary*