

# Performance Made Dependable

QAD for the Life Sciences Industry

Life sciences manufacturers worldwide rely on QAD as a trusted partner expressly dedicated to making it easier to analyze, plan and manage every aspect of their enterprise at every stage in the manufacturing process. QAD develops and delivers elegant enterprise solutions designed to solve the immediate challenges life sciences manufacturers face today while laying the groundwork for future success and lasting bottom-line results.

Our allegiance to manufacturers—now more than two decades strong—fuels our focus on the specific industries we serve. For life sciences manufacturers, QAD Enterprise Applications enable real-time visibility into the value chain and address complete requirements, including: advanced manufacturing; material controls; supply and demand; lot and serial number tracking; as well as planning and production optimization.

## The Power of Simplicity

QAD is dedicated to providing global manufacturers with products and services that strengthen their enterprise and add value to their business. Because of our traditional focus on manufacturing, QAD understands, better than any other ERP vendor, the challenges and opportunities manufacturers face in the global economy. Our response to increasing expansion of the global manufacturing environment is the Global Enterprise Edition of QAD Enterprise Applications (QAD GXE); our strategy is to give our customers unique advantages in the global marketplace.

QAD's innovative applications provide critical visibility into business operations, enabling manufacturers to make informed decisions and quickly react to changing market demands. Our focus on the manufacturing sector empowers customers to focus on their business, not on maintaining enterprise software. And, our commitment to customers

in the six vertical markets we serve confirms that when manufacturers enter into a relationship with QAD, they enter into a long-term partnership that will change and grow alongside their business.

## Delivering the Power of Simplicity to Life Sciences Manufacturers

A complete suite of products with functionality that addresses the needs of multinational companies, QAD Enterprise Applications are designed to streamline the management of manufacturing operations, supply chains, financials, customers, technology and business performances in one powerful application suite. Features and functions of QAD Enterprise Applications include:

**QAD Financials**—Provides capabilities to manage and control businesses at a local, regional and global level with solutions for accounting, regulatory compliance, financial reporting and other critical business requirements.

**QAD Customer Management**—Provides improved responsiveness through collaboration and management of customers and demand.

**QAD Manufacturing**—Enables companies to reduce costs and increase throughput using the latest manufacturing scheduling techniques, including the capability to fully support lean adoption.

**QAD Supply Chain**—Improves the management of supply and suppliers through real-time collaboration, including transportation and demand management.

**QAD Service & Support**—Provides the capability for after sale service and support of products. Manages warranty tracking, service calls, and returns and repairs.

**QAD Enterprise Asset Management**—Manages the entire life cycle of capital assets from planning and installation to preventative maintenance and repair.

**QAD Analytics**—Helps companies analyze data to measure business performance in key areas.

**QAD Interoperability**—Allows database portability and operating system flexibility, and enables access to all elements of QAD Enterprise Applications.

## The Benefit of Focus

QAD Enterprise Applications for life sciences manufacturers are focused on these niches:

**Medical Devices:** QAD customers range from class I device manufacturers all the way to Class III. Our depth and control on the shop floor, as well as our capabilities for cradle-to-grave traceability and after sales service and support management, make QAD a compelling solution.

**Pharmaceuticals:** We are proud to claim both ethical and generic pharmaceutical manufacturers as QAD customers. We help our pharmaceutical customers with our superior planning capabilities, batch & material controls, and visibility to shop floor and distribution activities.

**Biotechnology:** QAD has helped several of our biotechnology customers manage rapid growth in very short time frames. Our ability to implement quickly, with full validation, makes us attractive to those companies experiencing explosive growth.

Designed for single- or multi-site operations, QAD Enterprise Applications accommodate production models, plant locations and financial structures of manufacturing companies in more than 90 countries, 27 languages and in multiple currencies. Life sciences manufacturers who rely on QAD work faster and smarter, and with more precision throughout their value chain because they have the tools and information to react to changing market pressures and mitigate risk. Our focus on manufacturing and collabo-

ration with the foremost life sciences companies around the world enable us to deliver innovative solutions to life sciences manufacturers, with bottom-line results.

### Regulatory Compliance

No matter where in the world they operate, manufacturers serving the life sciences industry face strict regulation, whether it is the FDA in the United States; the EU in Europe; the Therapeutic Goods Administration in Australia; or the Ministry of Health; Labour and Welfare in Japan. QAD Enterprise Applications are built to allow customers to cost-effectively manage compliance with all generally accepted manufacturing standards, especially current Good Manufacturing Practice, or cGMP.

To reduce the burden of validation, QAD has a full range of services and tools to automate testing against Installation, Operation and Performance Qualifications (IQ, OQ, PQ). The approach to validation and ensuring all of the capabilities mandated in such a tightly regulated environment makes implementation safer and simpler. Electronic signature and audit trail functionality help companies to cost-effectively oversee compliance with the FDA 21 CFR Part 11 regulations and Sarbanes-Oxley.

### Industry-Specific Functionality

QAD has a deep focus on meeting the industry requirements of medical device manufacturers. To ensure product safety, QAD Enterprise Applications provide for automated workflow and approvals of all engineering changes. Monitoring shelf life reduces product waste and guarantees against consumption or shipment of degraded materials. QAD provides tools to manage buying groups, rebates and chargebacks. We support consign-

ment inventory, providing visibility to stock they own in the hands of dealers and wholesalers. A comprehensive suite of tools is available to manage returns and replacements, track incidents, and manage post-sale service of devices. QAD's best-in-class manufacturing functionality helps our life sciences customers contain production costs and allows them to leverage time, materials and labor to ensure products are manufactured efficiently according to the highest standards of quality.

- QAD Enterprise Applications provide for comprehensive management of the life sciences manufacturing enterprise, offering deep industry functionality and support for regulatory compliance.
- Collaborative enterprise solutions take enterprise performance to the next level, enabling customers to improve collaboration with value chain partners, monitor supplier performance, reduce value chain interruptions and manage inventory to provide high levels of customer service.
- Deep industry functionality provides life sciences manufacturers the performance capabilities needed to succeed in business today, including: management of product recalls; regulatory compliance; contracts and charge-backs; product change control; quality control and post-sale service and support.

### Our Passion. Your Advantage.

QAD is a leading provider of enterprise applications for global manufacturing companies. QAD applications provide critical functionality for managing manufacturing resources and operations within and beyond the enterprise, enabling global manufacturers to collaborate with their customers, suppliers and partners to make and deliver the right product, at the right cost and at the right time. Manufacturers of automotive, consumer products, electronics, food and beverage, industrial and life science products use QAD applications at approximately 5,800 licensed sites in more than 90 countries and in as many as 27 languages.

For more information about QAD, telephone +1 805 684 6614, or visit the QAD Web site at: [www.qad.com](http://www.qad.com).

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