

“Fujitsu combines the strength, internationality and long-term security of a large company with an excellent understanding of the needs of an SME.”

Henner Kollenberg
Chief Financial Officer
Glycotope GmbH



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At a glance

Country: Germany
Industry: Biotechnology
Founded: 2000
Employees: 180
Website: www.glycotope.com

Challenge

Glycotope decided to professionalize its ERP processes by introducing SAP. Until this point, the SME had never had an integrated IT system. With Fujitsu’s help, it implemented a complete, standardized SAP environment within just four months, which it can now use to visualize and efficiently manage all of its business processes.

Solution

Glycotope selected Fujitsu to assist with the project. It saved a great deal of the time and effort normally required to create validated systems by using a pre-configured sector template, ‘myTDS.Process’. Fujitsu also agreed to manage the hosting for the SAP system, the IT infrastructure, and the company’s various applications.

Benefit

- New SAP landscape for automated, fast and highly efficient ERP processes
- Lower SAP implementation costs with pre-configured sector template
- Focus on standardized SAP processes – no time-consuming customizations necessary
- Complete implementation of the SAP environment within just four months
- Adherence to the strict requirements of the good manufacturing practice (GMP) guidelines for the pharmaceutical sector

Customer

Glycotope specializes in developing and manufacturing innovative immunological products for treating a variety of cancers. Its expertise in sugar structures on protein molecules has made it one of the largest independent biotechnology firms in Germany. The company was founded in the Buch area of Berlin in 2000 and now employs more than 180 people across two sites. It covers the entire development spectrum from research, molecule optimization, cloning and process development to preclinical and clinical product development and production in accordance with good manufacturing practice (GMP) guidelines.

Products and services

- Implementation of a comprehensive SAP landscape including Materials Management (MM), Sales and Distribution (SD), Quality Management (QM), Financial Accounting (FI) and Controlling (CO)
- Applications Management
- Hosting and operation of the entire IT infrastructure, including the SAP system
- myTDS.Process sector template with pre-configured interfaces and sector-specific functions



Challenge

At the start of the project, the biotechnology company didn't have a consistent, integrated IT structure or its own IT department. All of its business and production-relevant processes were managed using Excel and other Office applications. The only accounting software it used was DATEV tax software. It aimed to close this gap by introducing a comprehensive SAP solution, focusing on providing professional support for business processes such as logistics, purchasing and sales. In summer 2014, the company began its search for a competent partner for the implementation – one with proven experience in both the pharmaceutical sector and SAP environments.

Solution

Following a tender and benchmarking process, the biotechnology firm decided to go with Fujitsu. The key factors in its decision were Fujitsu's many years of experience with SAP and its expertise in the pharmaceutical and process industries, as demonstrated by a wealth of reference projects. The complete IT service provider also brought with it 'myTDS.Process', a pre-configured template developed in-house which contains all of the most important sector specifications and reduces the amount of time and effort required for SAP implementations. This was particularly important as Glycotope had such a tight schedule: it wanted to have the SAP landscape completely up and running by the end of 2014, giving Fujitsu just four months.

Benefit

Glycotope's new SAP landscape consists of a number of business modules including Materials Management (MM), Sales and Distribution (SD), Quality Management (QM), Financial Accounting (FI) and Controlling (CO). Both of its sites in Berlin and Heidelberg are connected to the SAP system, but the implementations were carried out separately due to the different business processes carried out at each one.

The ERP system was ready to use within just four months, and the company now has a complete, integrated SAP architecture for 50 users. Fujitsu managed to adhere to Glycotope's strict schedule precisely. The key factor behind this success was the enormous amount of time it managed to save by carrying out the implementation and user training simultaneously, and by using the 'myTDS.Process' sector template. As the template included all of the necessary interfaces and sector-specific functions, it greatly reduced the amount of time and effort required to implement the ERP system and standardize the processes in accordance with the company's requirements. Fujitsu was able to keep very closely to the standardized SAP processes as Glycotope did not require any special customizations.

The implementation also conformed with the strict requirements of the good manufacturing practice (GMP) guidelines for the pharmaceutical industry. All of the hardware and software systems at the company's Heidelberg site have now been validated accordingly. As well as supporting the SAP introduction, Fujitsu also agreed to manage hosting, operation and application support for Glycotope.

The high degree of automation within the new SAP landscape has enabled Glycotope to benefit from faster and more efficient ERP processes with less at risk of error. The biotechnology company has also taken the opportunity to completely redesign and professionalize its finance and accounting processes, including managerial and cost unit accounting. Despite converting to a completely new system, it did not need to employ any extra staff, it still has three employees managing the entire IT environment with support from Fujitsu.

"Fujitsu has really proven its expertise in SAP and its experience in the pharmaceutical sector throughout this project. The team always had the processes under control, despite the pressure of the tight schedule. Our companies worked very well together, and we developed a very trusting relationship," concludes Henner Kollenberg, Chief Financial Officer, Glycotope GmbH.

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