



# Fueling growth and success for Ascend Laboratories with SAP

 **Case study**



## Overview

### The foundations for success

Our client, Ascend Laboratories, rose to a new level of prominence in 2010 as a wholly-owned subsidiary of Alkem Laboratories. Their strong infrastructure, including SAP, fueled this growth and it enabled them to become the providers that supplied over 250 SKUs to wholesalers, distributors, and pharmacies, across the U.S.

Learn how our SAP implementation helped Ascend sustain its double-digit sales results and forecasts while optimizing profitability.



## Challenges

### Stuck in the past

Though our client's infrastructure was aligned with technology, it was reliant on outdated software like QuickBooks, which were adopted in their formative years in the 2000s. This not only affected the speed of their processes, but also limited the integration possibilities.

Some of these issues led to slower financial cycles and lack of accuracy in data which impacted decision-making. The system had to be overhauled to streamline processes and provide business users with a single source of truth.



## Solution

### Updating the outdated

After careful consideration, it was decided that SAP was the right choice. One of the factors tipping the balance in favor of SAP was the fact that our client already had SAP Business One in place. SAP S/4HANA, combined with Zensar's SAP pre-configured pharma-specific solution, was the winning combination that would bring help infuse efficiency into our client's processes.

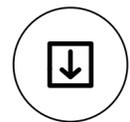
We set up Lockbox support and cash-flow applications, and tightened integrations that enabled sharp accuracy from "order-to-cash and everywhere in-between" through tracking. Detailed dashboards were now available to sales teams, from the beginning to the end of each month or quarter. We set up reliable, up-to-date views of inventory across locations, – optimizing third-party logistics engagement and transparency.



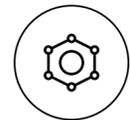
## Impact Sustaining success

With the implementation of SAP S/4HANA, we made automation synonymous with our client's operations. Standardizing with SAP also simplified regulatory audit verification, with one unified source of truth.

We were able to:



Shorten financial closing cycles by 1/5th



Bring down check processing time from hours to minutes through automation

We delivered but the efficiency, visibility, and accessibility to usable, real-time insights to that helped our client sustain their profitability and growth.



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