



Solutions for Pharmaceutical Company

Introduction

Websites/ Portals serve as the medium to facilitate important information about an organization, its products and services and acts as the face of the organization in the virtual world. Through websites, visitors can find the required information and customers and stakeholders can stay well informed and connected. But developing user-friendly and innovative websites and web applications for large corporations is no easy task. It requires technical expertise combined with the right tools, and mostly, expertise in the industry for which the website/ portal is being developed.

Project Overview

The Company/client is a global Pharmaceutical group of companies, headquartered in Indianapolis, Indiana, United States. The company is the world's largest manufacturer and distributor of psychiatric medications and has its presence in almost 125 countries. It is a Fortune 500 corporation, making it the 148th largest company in the United States and the 10th largest corporation by global pharmaceutical sales.

Solutions Offered by KMG

Web Solutions

KMG offered to provide solutions to revamp the existing websites/ portals of its client with newer web technologies to enhance their usability and provide a fresh look in terms of the overall design.

KMG has been providing web solutions for the client's EMBU regions (Emerging Market Business Unit - (Asia Pac, Middle East, Russia, Korea, Turkey, South Africa etc.)

The solutions offered to the client included:

- Revamping of the existing websites
- Development of new websites for various countries
- Multilingual support
- Mobile sites



The solutions were offered considering the various aspects of security guidelines by the client including SEO guidelines, browser compatibility, industry standards etc.

KMG offered solutions for corporate as well as product specific websites. The solutions offered were dynamic with the Content Management tools to provide flexibility and enable the client to manage the website on their own. Also, the solutions were designed considering mobile browser compatibility, responsive design so that it could be adapted on various browsers and devices.

Technologies

.Net, C#, SQL Server, Web Services.

AS/400 Support

The client faced problems in the maintenance of the customized AS/400 application. The client had to change its home grown application on AS/400 because of the changing versions of the BPCS application on their legacy systems. This was required to cope up with the changing versions of BPCS.

KMG offered the solutions for maintenance, customization and implementation support for the AS/400 Application Programs that facilitate data to and from the BPCS application. Some of the high Impact modules implemented were as follows:

- Inventory, Sales, Account Payable & Account Receivable upload programs with error maintenance
- Discount Tracking System
- Bank Reconciliation System application
- Account Payable Automation & Integration System
- Cheque printing programs
- Voucher printing, Report Generation and many more.

Technology

AS/400, DB/400, RPG, COBOL

Integration Services

The client owns an existing E Commerce portal named Wholesaler/Dealer Management System (WMS) on Oracle database. The portal facilitated all processes related to order placements, tracking, billing etc. for the dealers.

With the implementation of SAP at client's location, KMG team closely worked with the SAP team for the migration of data and order processing/billing from Oracle to SAP and vice versa.

KMG designed an application using Linux shell script and performed the upgrade of WMS Application with database migration from SAP to Oracle and vice versa.



SAP to Oracle

- Flat files created from SAP and the data structure to be as WMS
- Batch file executed to process the files from desired location
- Shell scripts run to pick the files from desired location for data migration
- Creation of Oracle Database connection for migration
- Mapping of files with relative database table
- Validation of data using SQL loader or shell scripts
- Processing of files if it is correct else notify SAP through MQ
- SAP to store data files in desired location using MQ
- Success message created in log file and notification send to SAP through MQ

Oracle to SAP

- Fixed length flat file created from WMS Oracle database with the orders details
- Batch file created to generate the data files.
- Creation of job on the server to run the batch file.
- Mapping of files with relative database table
- Validation of data using SQL loader or shell scripts
- Data files stored on the specific location for migration
- Log file with Successful / Failure message will be created in a predefined location and notify the SAP system through MQ.

SharePoint Application

The client had an existing process of getting the promotion material approved through emails followed by a telephonic discussion. This was a cumbersome process and involved a lot of time. A system was required that could help the concerned people to get the material approved soon and take it forward for promotion.

PMAP stands for Promotional Material Approval Process. The system is designed to handle all promotional material approval processes across Asia Mid Size including submission, review, approval, tracking and archiving of the materials. It also allows Regional and Country level Managers to submit their promotional materials for approval from Local Regulatory / Medical Director without the constraint of time or physical distances, reduces the use of paper and promotes efficient communication.



KMG developed the workflow application as mentioned below:

Features of the website:

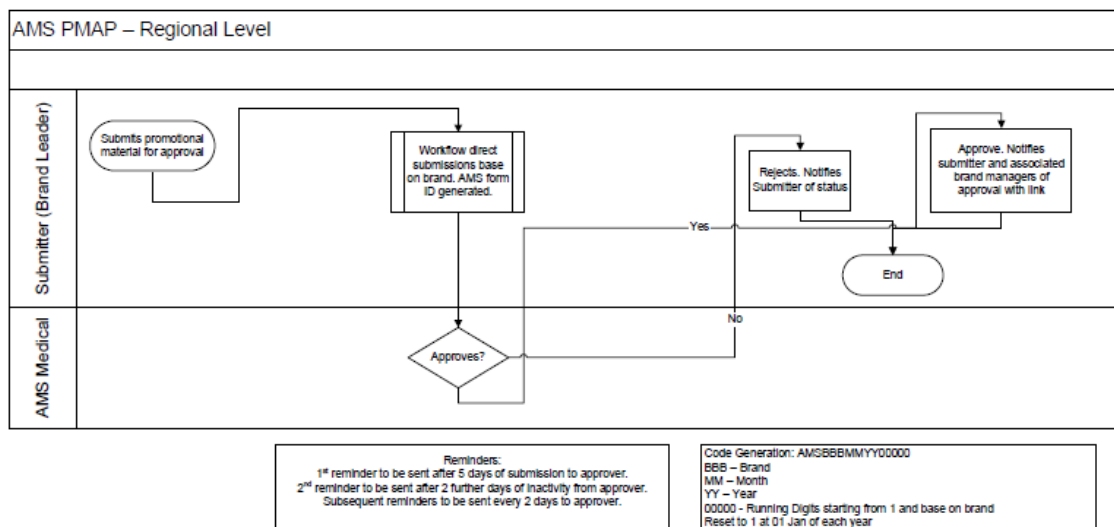
1. User Friendly Interface
2. Only authorized users can access the site
3. Approval Matrix organized in the site itself
4. Automatic email generation with the link of approval form for easy access.
5. Authorized area of the form is available to logged in user
6. Configurable parameters (Submitters, Medical Director, Local regulatory, email content, email body etc).
7. Users are coming from Active Directory
8. Automatic reminder for pending approvals

System Architecture

1. System architecture is defined in MOSS 2007.
2. InfoPath 2007 for UI design.
3. SharePoint workflow designer for system workflows.
4. Active Directory for User configurations

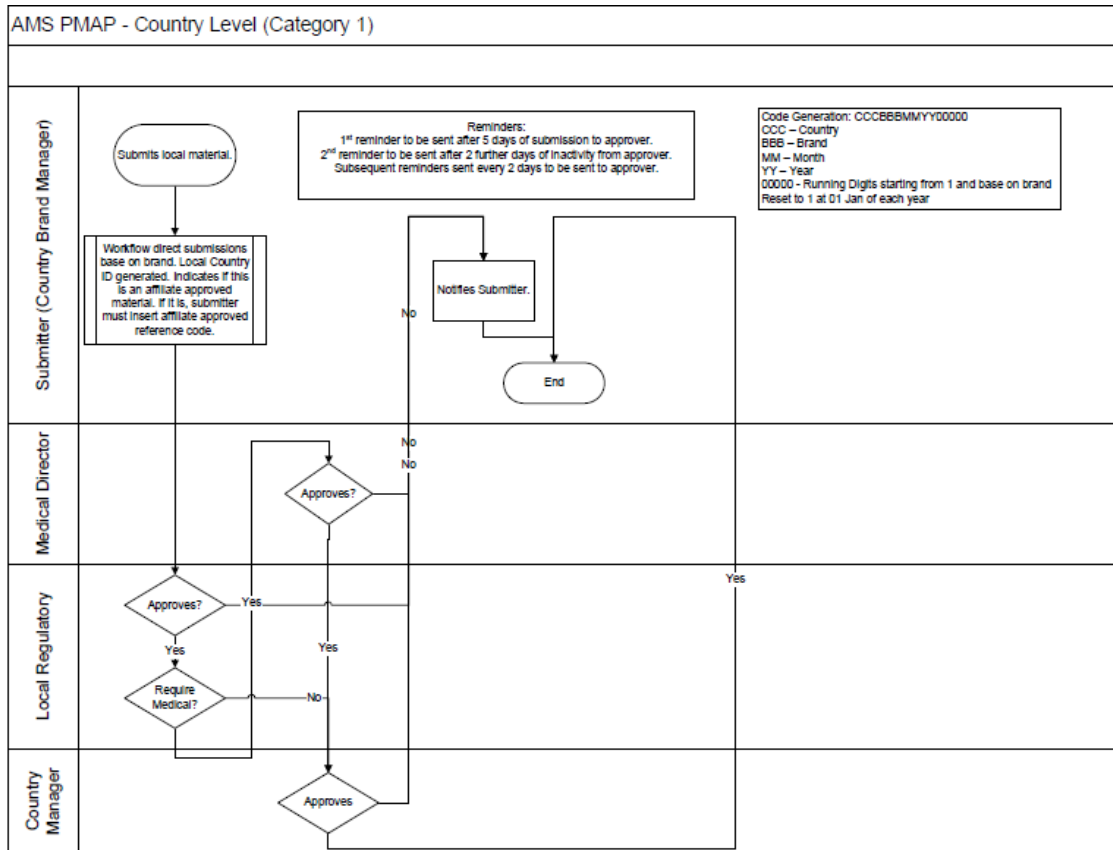
Interface Diagram

1. Regional Level

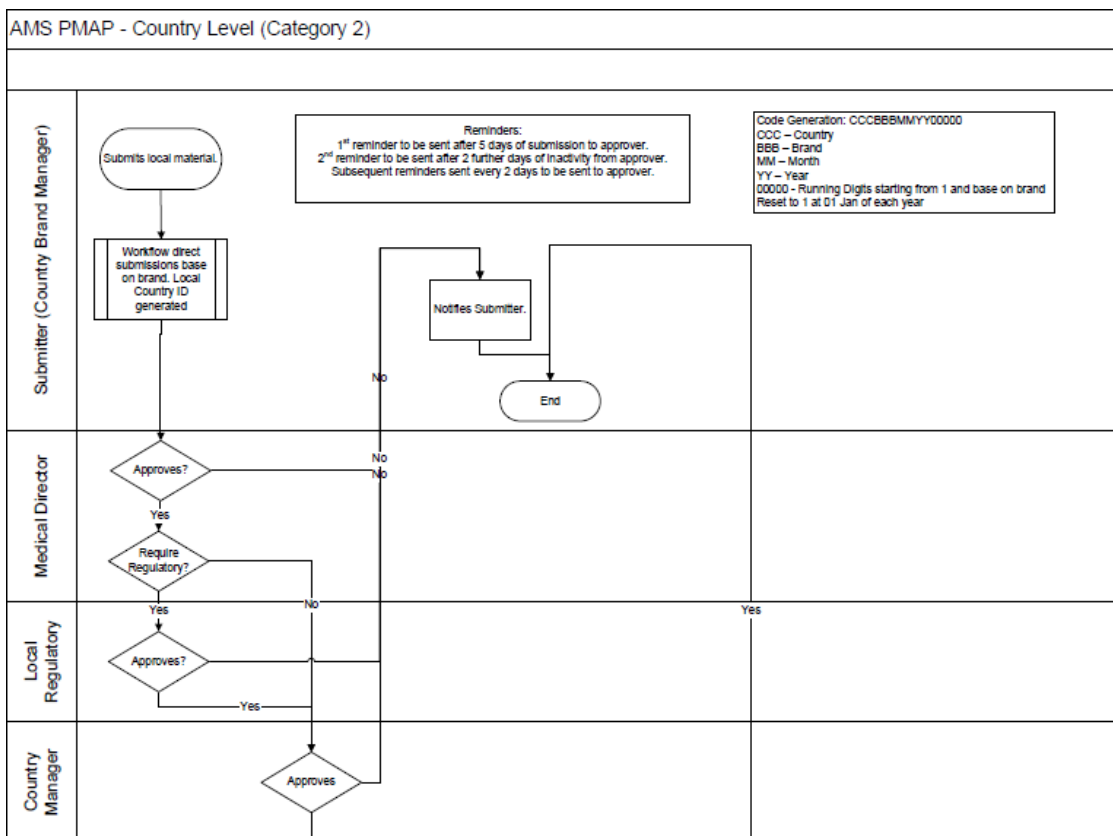




Country Level (Category 1)



Country Level (Category 2)





KMG's Role

KMG is a partner of choice in providing technology solutions to businesses across various domains. KMG's end-to-end web technology solutions helped its client roll out multiple web portals. It also helped the client create a seamless experience in sharing information with its audiences, customers, vendors and partners. KMG's role can be summarized as follows:

- **Project Management:** The project is managed by a KMG Project Manager with experience in handling projects based on Microsoft technologies or any other technologies being used during the project.
- **Coordination:** Proven communication processes ensure that both the onsite (Client's own) as well as the offshore (KMG) teams work in tandem to meet the deadlines.
- **Offshore Development:** The offshore development & support team consists of experienced programmers led by a senior team leader. Each member is an expert professional adept in the appropriate development tools.
- **Quality Audit:** Regular audits and code reviews are done by the Offshore Quality Analyst to ensure the quality and standards of the project. Peer & project manager reviews are also undertaken to ensure adherence to coding standards. The focus of the quality audit is to deliver code that is elegant as well as efficient.

Change Management Process:

An in-house issue-cum-change management tool is used for communicating the changes to the off-shore team. The change requests are analyzed by the KMG business analysts and an effort estimate sent to the client. Once the effort has been approved, the changes are assigned to the team.

Status Reporting and Communication:

KMG Project Management ensures that accurate weekly status reports reach the client's Project Management team. This helps keep both the teams updated on the current status of the project.

KMG Domain Expertise

Healthcare IT



P&C Insurance IT



KMG is a partner of choice for organizations looking for opportunities to transform their business through IT solutions. With an extensive experience of over 20 years in providing enterprise solutions, KMG always aims to deliver business value and achieve maximum ROI on IT investment to its partners.



Software & App.
Development

KMG provides its clients with the full spectrum of application development services.

- ▶ Application Development
- ▶ Systems Interfaces & Integration
- ▶ Portals & Intranets



Mobile Application
Development

We provide mobile application development solutions that empower businesses to capitalize from mobile applications.



Android iOS Windows BlackBerry



Legacy Support &
Modernization

Our expertise in legacy platform, especially the IBM System facilitates smooth business workflow round the clock, across the globe.

- ▶ Support & Maintenance
- ▶ Migration & Web enabling
- ▶ Reverse Engineering



QA & Testing

KMG focuses on enhanced defect reporting and improving user satisfaction by adopting agile methodologies throughout the project development lifecycle.

- ▶ Test Life Cycle & Reporting
- ▶ QTP, UTP, Segue, Selenium
- ▶ Domain specific testing for P&C Insurance and Healthcare

HEALTH IT

P&C INSURANCE

ENTERPRISE MOBILITY

PORTALS & INTRANETS



Key Management Group
Fostering Partnerships

125 Baylis Road, Suite 260, Melville, NY - 11747, USA
Ph: +1-631-777-2424 | Fax: +1-631-777-2626
www.kmgus.com | sales@kmgus.com