

## CONNECTING ENTERPRISE SYSTEMS AND SERVICES

### CLIENT OVERVIEW

The client is one of the leading pharmaceutical research companies in the world. With revenue of over \$6 billion a year and over 50,000 employees, access to accurate, real time data is critical.

### CHALLENGE

The client needed to transfer real time data including EDI formats between its order management system, order fulfillment/accounting system, and warehouse management system. The 3 systems all resided on vastly different platforms. The same data was stored and in different formats, and utilized for different purposes. The objective was to fully integrate all 3 systems with no disruption to production and zero data loss.

### SOLUTION

Aspect Consulting (ACI) was engaged based on their experience and ability in analyzing and defining effective solutions for systems integration challenges. In addition, ACI would closely adhere to and follow the client's specific software life cycle documentation policies.

ACI was engaged to:

- Analyze the current environment
- Design an effective architecture
- Manage the software vendor RFP process
- Successfully pilot the chosen solution
- Manage the overall project
- Successfully deploy the solution to production
- Train the client on the chosen solution to allow the client to manage it beyond the ACI engagement

### ASSESSMENT

ACI performed an extensive systems analysis of the systems to be integrated and the current business processes associated with each system. Based on the results of the analysis, the client was presented with a detailed requirements document and a proposal. ACI then performed a detailed analysis of each vendor in the solutions space, narrowing the choice to 3 possible vendor solutions.

### REQUEST FOR PROPOSAL

The 3 chosen vendors were then provided with a request for proposal (RFP) based on the requirements gathered during the assessment. Each vendor was invited to present their proposed solution to the client. To evaluate each vendor, ACI

developed a detailed weighted analysis matrix, built from the detailed requirements collected in the analysis phase. Based on the results of the RFP and weighted analysis, the chosen vendor was then invited to participate in a pilot.

### PILOT DEPLOYMENT

The pilot was used to demonstrate the chosen vendor's ability to accomplish the goal of integrating the 3 systems. The scenario for the pilot served as a blueprint for the entire project, allowing a smooth and efficient production deployment as a result.

### ENTERPRISE DEPLOYMENT

Based on the successful pilot project, the client continued to engage ACI to deploy the piloted solution to production. ACI performed a phased deployment process by:

- Completing each transaction in development and going through full system testing and user acceptance testing.
- Utilizing version control.
- Promoting the completed transaction to production.

### BENEFITS

With ACI's help, the client successfully completed the production rollout and the 3 systems were fully integrated with real time data.

The deployment allowed the client to realize the following benefits:

- **KNOWLEDGE TRANSFER** – By engaging with ACI, the client's architects and developers had day-to-day exposure to industry best-practices. ACI involved the client in every architectural design point, explaining and weighing each option. This ensured the client's integration staff would be able to effectively maintain and extend the system as future needs arose.
- **FULL END-TO-END TRANSACTION TRACKING** – By implementing a single solution for all transaction processing and data movement, the client was able to track and view every transaction from the source to the destination.
- **ACCURATE ORDER PLANNING** – By integrating the 3 systems, the client was able to better apply the practice of lean manufacturing, order fulfillment, and planning.
- **LOWER COST** – The electronic integration of the systems freed up the client to allow for focusing on value-added activities rather than manually entering and transferring data between systems.