



## Overview

**Country or Region:** India

**Industry:** Life Sciences

### Customer Profile

Set-up in October, 2005, Salveo Life Sciences Limited was formed with the objective of profitably marketing ayurvedic/herbal products.

### Business Situation

Salveo Life Sciences required a comprehensive Enterprise Resource Planning (ERP) solution to provide real time information of its business operations across its various locations.

### Solution

Microsoft® Dynamics™ NAV 4.0 facilitates access to real-time information for Salveo's distributed pharmaceuticals business.

### Benefits

- Access to real-time data across locations
- Facilitates accurate business information
- Empowers users
- Faster report generation

## Indian Pharmaceutical Company Simplifies Business Processes

“Microsoft Dynamics NAV 4.0 helps us gather accurate information on actual sales and stock position across our 24 locations countrywide.”

*Mr. Anirban Bhattacharya, Company Secretary, Salveo Life Sciences Limited*

Salveo Life Sciences Limited is a start-up pharmaceutical distribution company with sales revenues of approx. Rs 2.50 crore in the first year of its commercial operation.

The company management necessitated its Indian operations be equipped with better control on real time sales and inventory data across locations, everyday. With the implementation of Microsoft® Dynamics™ NAV 4.0, the Bangalore marketing outfit has witnessed significant success. These include streamlining daily business procedures, centralized control of sales prices and schemes across India and real-time access to accurate business information amongst others.

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### Situation

The head office of Salveo Life Sciences Limited is located in Bangalore. The company has tied up with manufacturers of herbal products to supply identified products under the 'Salveo brand name' to doctors across the country. The word Salveo in Latin, means 'to heal' or 'well being of mankind'.

### Solution

In 15 months, Microsoft Dynamics NAV 4.0 was rolled out at its Bangalore head office and across 22 odd consignee agent locations.

Salveo's technology consulting partner and Microsoft® Gold Certified Partner, Affordable Business Solutions Private Limited (ABS) implemented the new solution in 15 months. “We chose to implement Microsoft Dynamics NAV 4.0 because we wanted to have better accessibility and control on the real-time sales and inventory data across India,” Mr. Raman further adds, “We were looking for a user friendly ERP due to the diverse background of people accessing the system,”

“Microsoft Dynamics NAV 4.0 is the ideal business solution for a start-up company like ours. It provides our organization with an affordable, stable and proven product from Microsoft,” reiterates Raman R.V.

Salveo implemented the Sales and Inventory, Purchase and Finance modules of NAV 4.0

The Sales and Inventory module rollout commenced at the end of April 2006. The critical challenge for ABS was to roll out the application within 3 months since the company had started its India operations and the invoicing was done at various consignee agent locations and sales offices.

The Purchase module went live on September 2006. The Finance module is still in the stage of implementation. ABS

completed the customization in the Tax division during the month of April 2007.

The user training and reporting initiatives were taken in phases across its 22 consignee agents and 2 branch offices. The user training was conducted at three places for users across India (Bangalore, Delhi, & Kolkata)

One of the unique requirements during the implementation of NAV 4.0 was to allow creation of transfer orders even before the items were received or available in the stock. This was mandatory because of the nature of the operations at receiving locations.

The other unique requirement was to incorporate all India taxes with out affecting the Finance module. The other typical requirement was to allow Delhi consignee agents to use the system for billing purposes, for items which were no longer a part of the inventory.

Some of the key customizations included: Value Added Tax (VAT) calculations on MRP of items, quantity based schemes, numbering series for each locations and restricting data access for users to their individual regional data.

### Benefits

“Today we are a full fledged Microsoft solution organization,” states Raman R.V, Chief Executive Officer, Salveo Life Sciences Limited.

#### **Access to real time data across locations**

Mr. Raman says, “We now have access to real time data on sales, sales returns and inventory at different location across India. This enables us to track sales and inventory on a daily basis,”

### **Facilitates Accurate Business Information**

“NAV 4.0 helps us gather accurate information on actual sales and stock position across our 24 locations countrywide,” reiterates Mr. Anirban Bhattacharya, Company Secretary, Salveo Life Sciences Limited.

### **Empowers Users**

The entire solution is hosted at ABS Data Centre and accessed by over 22 consignee agents from across the country in real time invoicing, purchase order, stock transfer etc. ABS has used the Windows Terminal Server (WTS) technology to help users access the application.

### **Faster Report Generation**

Microsoft Dynamics NAV 4.0 enables better structuring and maintenance of records and transactional data.

## For More Information

For more information about Microsoft products and services, call the Microsoft Sales Information Center at (800) 426-9400. In Canada, call the Microsoft Canada Information Centre at (877) 568-2495. Customers who are deaf or hard-of-hearing can reach Microsoft text telephone (TTY/TDD) services at (800) 892-5234 in the United States or (905) 568-9641 in Canada. Outside the 50 United States and Canada, please contact your local Microsoft subsidiary. To access information using the World Wide Web, go to: [www.microsoft.com](http://www.microsoft.com)

For more information about Affordable Business Solutions Private Limited (ABS) products and services, call +91-80-41152760 or visit the Web site at: [www.abs.in](http://www.abs.in)

For more information about Salveo Life Sciences Limited products and services, call 91-80-41235456 or visit the Web site at: [www.salveolifesciences.com](http://www.salveolifesciences.com)

## About Affordable Business Solutions Pvt. Ltd.

Affordable Business Solutions Private Limited (ABS), aggregates the best of Business Processes, Analytics and Information Technology to enable the Small and Medium Business Enterprises to accelerate their growth. ABS is a certified Microsoft Dynamics Partner having delivered solutions across industry verticals.

## Microsoft Dynamics

Microsoft Dynamics is a line of integrated, adaptable business management solutions that enables you and your people to make business decisions with greater confidence. Microsoft Dynamics works like familiar Microsoft software such as Microsoft Office, which means less of a learning curve for your people, so they can get up and running quickly and focus on what's most important. And because it is from Microsoft, it easily works with the systems that your company already has implemented. By automating and streamlining financial, customer relationship, and supply chain processes, Microsoft Dynamics brings together people, processes, and technologies, increasing the productivity and effectiveness of your business, and helping you drive business success.

For more information about Microsoft Dynamics, go to: [www.microsoft.com/dynamics](http://www.microsoft.com/dynamics)

### Software and Services

- Products
  - Microsoft Dynamics NAV
  - Microsoft Office 2003 Professional
  - Microsoft Exchange Server 2003
  - Microsoft SQL Server 2000
  - Microsoft Windows Server 2003 Standard Edition

### Hardware

- IBM Blade Servers at ABS Data Centre
- Lenovo Desk Tops
- IBM Xeon Processor based Server

### Partners

- Affordable Business Solutions