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INTRODUCTION

Human health has always been an area of prime interest and with innovative techniques in hand we have remedies to an end numbers of illness. Gone are the days when people were complacent about health, there is a growing awareness amongst people about health and health care. Pharmacy is one segment wherein the growth has been profound. In its pursuit to eliminate disease, there by promising better health and better life , pharmaceutical industries have conquered an important share of market revenues. According to Thomson Financial Securities Data, the biotechnology companies have soared almost 40%, to \$17.1 billion from \$12.3 billion during the first half of 2000. The global pursuit to come out with innovative solutions to facilitate service to the customers is on the rise and the same applies to pharmaceutical companies. Needless to mention the fact, that it involves an end numbers of complexities right from material requirement planning, financial accounting, Inventory, Production etc. The complexity is all the more enhanced if an organisation has branches over various places. All the information pertaining to purchase, inventory, production, finished goods accounting, sales and distribution is scattered among branches/locations. There is a necessity to pool-up the total information at a central database to provide the consolidated information.

PHARMACEUTICAL SYSTEM FROM CYBERMATE INFOTEK

Pharmaceute is the most comprehensive software package for Pharmaceutical industry. It is uniquely

designed for manufacturers of Bulk drug, formulations companies and C&F agencies. It caters to the functional needs of purchase, material requirement planning, inventory, production and finished goods accounting, sales, distribution, financial accounting and payroll. C&F operations are similar to sales and distribution activity of any company. The aim of the package is to provide:

- User-friendly screens and menus (Tree view/Drilldown).
- Powerful analysis with well defined queries.
- Graphical representation of crucial reports.
- Well-defined data security and authorization levels.

FUNCTIONALITY

- Product profile, Monthly production planning, sales forecast, Bill of materials information to generate material requirement plans and subsequently material procurement plan.
- Maintenance of supplier profile, supplier to material, raw material specifications, vendor analysis, indents processing to place purchase orders and monitoring pending status of Delivery Schedule.
- Material profile, Raw material and engineering material receipts, quality assurance reports, creating in-house batches, updating stocks, rejections ,shortages and monitoring stock levels.

- Production batch charging, batch wise raw material issues, department and equipment wise engineering material issues, intermediate issues, batch completion declaration, conversion of production batches to packing batches, declaration of production.
- Maintenance of customer profile, sales force hierarchical definitions, tax structures of various states, sales orders, raising of sales invoice and monitoring of pending status.
- Maintenance of primary sale, secondary sales, targets fixation to sales force and analysis on sales with respect to the sales force, products, and many comparison statements.
- Comparison of forecast targets to fixed targets of field staff.
- C&F transfer note generation, stock return identification as good, expired and damaged, sample issues to parties and sales force and maintenance of sales force wise outstanding statements, credit note adjustments to parties.
- Generation of monthly gross operating margin report.
- Monthly cash flows, budgets, cheques collections, postdated cheques maintenance, status of drawing power limits, bank reconciliation statements, creditors and debtors ageing analysis reports.
- Employee profile, salary structure, allowance and deduction statements, maintenance of monthly attendance, leave status, annual bonus, monthly and yearly provident

fund statement and other statutory reports.

Multiple branch/Location connectivity

Pharmaceute handles this activity by using the powerful feature of MS SQL Server's publishing and subscribing for data replication from various locations to the central database. This is implemented by the remote call procedures using dialup modems. An alternative solution like text data transfers is also provided in the system.

Purchase

Purchase activity starts with the indents that are raised from various departments. Indents are raised to procure material for the job. . Material Procurement Plan generated by the system acts as the Indent for the Raw Materials. For other material types Indents are raised from respective departments. A comparative statement will be prepared to take decision for purchasing the material. After deciding the supplier from whom material has to be procured, a purchase order is placed with terms and conditions. Material Delivery schedules will be mentioned in the purchase order. Pending status of indent and pending status of purchase order generated by the system helps purchase department to act quickly and efficiently for material procurement follow-up.

Material Requirement Plan

For Bulk Drugs

Material requirement plan preparation starts with the production plan. Production planning should be done for 3 consecutive months to have effective material procurement plan, so that

production will not stop because of non-availability of material. With the parameters of production plan and bill of material for the products, material requirement plan, procurement plan, purchase order schedule will be generated.

For Formulations

Material requirement plan preparation starts with the sales forecast. Sales forecast is prepared depending on the demanding situations. i.e., could be monthly, quarterly...etc,. This way effective material procurement plan can be achieved, so that production will not stop because of non-availability of material . With the parameters of sales forecast and bill of material for the products, material requirement plan, procurement plan, purchase order schedule will be generated.

Inventory

Inventory maintenance is for raw material and engineering material. Once material has arrived to the location, it goes to the quality control department for quality check. Acceptance and rejection of material is decided after the quality check. Accepted material is taken into the stores as receipt. Production issues are done based on the bill of material for raw material and packing material. Engineering material issue depends on the requisition from maintenance department. Engineering material that has gone outside for repairs can be maintained separately. Stock levels like minimum, maximum, reorder level and red level can be computed with the effective stock maintenance mechanism.

Production and finished goods accounting

For Bulk Drug:

Production system starts with the product's batch charging into the processing units. The completed batches are marked as completed. This completed batches goes to

finished goods with an entry of bonded stores receipt, where some production batches are mixed and packed as single unit to mark a unique batch number for selling. The intermediates are again handled as direct issues to the finished product. Dispatch note will be prepared for each and every sales invoice and this will be the issue from finished goods.

For Formulation

Finished goods accounting system starts with the production declaration entry. This entry is the receipt to the finished goods stores. A dispatch note is prepared for each and every sales invoice and that is an issue from finished goods stores.

Sales

Sales orders are the basis to raise sales invoice from the company. Generally, sales force is responsible for the order booking. During the entry of order booking any pending status of the previous orders of the party is computed and displayed. This gives mileage to clear the pending status quickly. Capturing of responsible sales personnel for the sale leads to analyze the sales performance of sales force. Sales analysis will be done in two ways. One way of analysis is with the primary

sales and other way is with secondary sales. Primary sales are those sales that come from the raised sales invoices to different parties from company. Secondary sales are computed by capturing the stock statement of each and every party. I.e., with opening and closing balances system will compute the sales at each and every party location. Company will fix-up targets to the sales force and monitor sales force by means of various analysis reports that are generated from the basic inputs of sales invoice and secondary sales entry.

Distribution

Distribution system maintains the movement of goods to and fro from finished goods godown to the destination point. Clearing and forwarding agent's goods transfer will be done with Depot transfer note. Clearing and forwarding agent's commission structure is captured to have commission computation. Sales returns are categorized as damaged, expired and salable units and captured for further analysis. Depot returns are also captured as receipt to the stores. Samples those are required to be issued for promotional activities are sent to the respective sales force. System has the flexibility to have replica mechanism of entered data for one sales personnel to the other. This reduces the data entry operations. Party payments are accepted sales invoice wise to have better control on receivable and further computation of party wise and sales force wise outstanding statements.

Financial Accounting

Accounting procedure starts with the identification of general accounts into different categories like Assets,

liabilities, income and expenditure. These accounts are again grouped under the schedules of Profit & Loss, Balance Sheet Heads. Maintaining of drawing power limits, cash flow heads, monthly budgets will generate a detailed management information reports. Authorization facilities are provided for the IOU payment (I owe you), Cheques collections and payments. Bank pass book entries are to have an accurate bank reconciliation statement. Bank guarantee, Letter of credit, Bills discounting and bill release entries are integrated with drawing power limits while importing and exporting activities. Sales, purchase, debit note and credit note entries are linked from respective modules. All sorts of TDS entries are captured and affected to various transactions.

Payroll

Processing of payroll for all employees is a regular job in any company. This requires daily maintenance of employee attendance, their incoming and outgoing times. By taking statutory information into consideration, tracking of late coming, leaves and loans taken by the employees and calculations for overtime will become very easy. Filling of monthly, yearly and employee wise summary statement for provident fund is a time taking process. Filing Income Tax returns and computing it for all employees require extra energy in the company. Preparation of annual bonus and arrears statements will ease the payments job to the employees. For sales force attendance entry is on monthly basis. i.e., instead of entering in time and out-time of employees, daily attendance is entered.

Development

Pharmaceute has been designed and developed using client/server technology with Visual Basic 6.0 as front end tool and MS SQL 7.0 as the database server.

Optimum

Pentium based machine with
32 MD RAM and sufficient Hard disk

Hardware

space for the front end clients connected on the network to an MS SQL Server.

ABOUT US

Cybermate Infotek Limited is Information Technology Company, founded on the 5th of May 1994. CIL is headquartered at Secunderabad, India. It is publicly held, and traded in the Bombay, Bangalore and Hyderabad stock exchanges. Besides Hyderabad, Cybermate Infotek also has software development centres in Cherry Hill, NJ USA and Abu Dhabi UAE.

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Cybermate Infotek Limited provides Software Solutions and Security Solutions. In Software Solutions CIL is into providing solutions or products using distributed computing, Client Server and Web Applications across the industry verticals. CIL has tied up with GNFC for setting up the first certification authority in India.

Cybermate Infotek Limited has technical tie-ups with leading technology providers like Baltimore Technologies Inc, UK, and Hewlett Packard USA for their E-services, Shym Technologies.

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