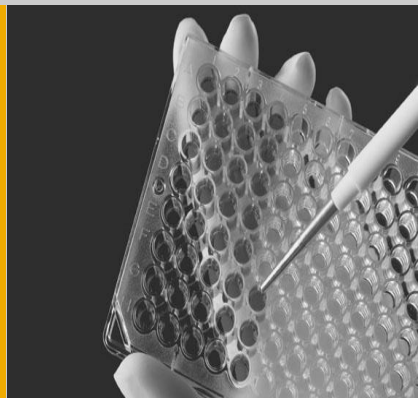




**Cohesion for Life Sciences
An SAP Solution for the Life Sciences
Industry**

Solution Offering



THE BEST-RUN BUSINESSES RUN SAP



Our offering:

- Executive Summary
- Life Sciences Industry Experience
- Solution Highlights
- Value Proposition
- Life Sciences Case Study
- Life Sciences Customers
- Pricing Assumptions
- Pricing Offerings
- Q & A
- Contact Information



Executive Summary:

Life sciences companies are dealing with challenges on multiple fronts: Meeting legal and regulatory requirements is becoming more difficult; improving or preserving operational efficiency is becoming an imperative in view of changing industry structure and global competition; and reducing time-to market is becoming a must in order to gain a competitive advantage and maximize product profitability.

A world-class, integrated ERP system such as SAP can go a long way toward alleviating challenges like these. That is why Cohesion has developed a pre-packaged solution for SAP designed specifically for Life Sciences companies.

Introducing a Fast, Focused and Flexible Option for Implementing SAP:

Cohesion's Life Sciences Solution for SAP brings together a number of industry-specific components, which can improve implementation quality, reduce associated risks, and accelerate time to go live. It combines:

- Cohesion knowledge of industry best practices and experience working with many of the world's top Life Sciences companies
- Proven implementation accelerators, tools and services based on SAP Business All-in-One
- A pre-packaged SAP system, based on SAP's Life Sciences best-practice building blocks, augmented by Cohesion's industry experience in the Pharmaceutical, Biotechnology and Medical device sectors
- Detailed business process documents, data upload templates and project accelerators — all based on Cohesion's Life Sciences Industry experience.

Ready to deploy, Cohesion for Life Sciences Packaged Solution for SAP Implementation enables life sciences companies to access leading ERP technology quickly and with lower risk.

Cohesion's Experience in the Life Sciences Industry:

Cohesion has been *recognized as a leading Life Sciences Consulting Partner for SAP*

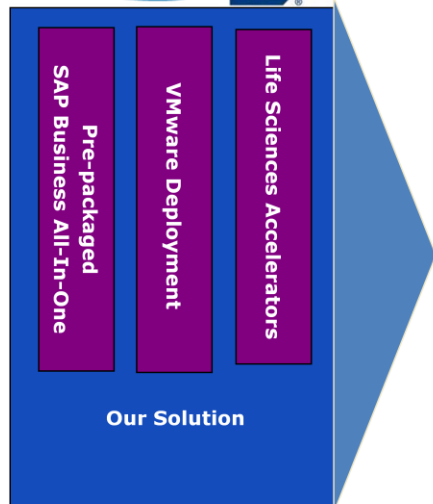
More importantly, our experts understand the issues influencing your industry and the strategic and technical implications of those, such as:

- Patent expirations/exclusivity
- Merger and Acquisitions
- Pressure on net price
- Changing and improving supply chain/distribution model
- Increasing need for R&D effectiveness and efficiency including alternative pricing/licensing models around licenses, Co-development, and Joint Ventures
- Tax implications for supply chain, R&D, and other areas
- FDA Regulatory pressures
- Changing customer profile/needs with patents, physicians, and payors



Value Proposition:

Improving implementation quality, reducing risk and ease of use are the highlights of Cohesion's value proposition.



Value proposition

- Higher quality** accelerated SAP implementation
- Lessens implementation risks** through a proven repeatable approach
- Tailored to your need** with pre-packaged business process for your industry
- Emphasizes "ease of use"** using new SAP GUI for SME market (SAP NetWeaver Business Client)
- No trial runs – Prototype to Realization**
- Saves time and money** to achieve predicted results

Case Study



CardinalHealth

Highlights

- **Locations:** Basingstoke, UK; San Diego, CA
- **Industry:** Life Sciences, Medical Devices
- **Clinical and Medical Products:** Infusion and Dispensing
 - **Employees:** 21,000 +
 - **Web Site:** www.cardinalhealth.com
 - **Partner:** Cohesion Inc.

Problem Statement:

Information relating to the build of an instrument is currently recorded by operators onto a paper device history record (DHR). Completion and retrieval of information is a slow and time consuming manual process. Paper copies need to be stored for sixteen years from the product end of life.

Challenges and Opportunities

- Collect all necessary production and quality related data without increasing slowing down production
- Utilize existing investment in SAP software
- Enforce manufacturing and quality procedures and compliance
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Objectives

- Improve access to DHR records for use in quality metric data and device tractability
- Increase accuracy of DHR data
- Improve storage and retrieval to remove need for time consuming searching and filing
- Collect quantitative metrics and statistics to

Why SAP

- **Current ERP Solution**
- **Quality Management (QM) integrated with Manufacturing and Production Planning (PP)**
- **No need for additional software**

Expected Benefits

- **Increased Data Accuracy**
- **Reduced DHR admin time**
- **Improved Quality Metrics (First Pass Yield, Defects & Rework Tracking)**
- **Eliminate additional rework data entry**
- **Reduced storage and retrieval costs**
 - **Ability to issue Certificates (i.e. Electrical Safety Test Certificate) without manual data entry**



Cohesion Customers - Life Sciences





Pricing/Offering:

<u>Description</u>	<u>Scope</u>	<u>Fixed Price</u>	<u>Duration</u>
Cohesion for Life Sciences - Baseline Scope	Scope: Order to Cash, Procure to Pay, Subcontract Manufacturing & Integration Processing (SAP SD, FI/CO, MM, QM, IM (no WM))	\$500,000	3-5 Months One Go-Live (Not multiple roll-outs)
Users (typical)	<50		
Countries	1		
Companies	1		
Plants/DCs	1		
Cohesion for Life Sciences - Incremental Scope I	Production Planning & Execution & Warehouse Management (SAP PP, PP-PI, WM)	\$800,000	5-6 Months - One Go- Live (Not multiple roll-outs)
Users (typical)	<100		
Countries	1		
Companies	1		
Plants/Warehouse	1		
Cohesion for Life Sciences - Incremental Scope II	Production Planning & Execution & Warehouse Management (SAP PP, PP-PI, WM)	\$1,000,000	6-8 Months - One Go- Live (Not multiple roll-outs)
Users (typical)	<120		
Countries	1		
Companies/Plants/Warehouses	1		



Pricing Assumptions:

1. Client Segment Focus - SME (Small to Medium Enterprise) size of \$50M to \$500M. Our estimates are based on recent past experiences and may vary depending on a client's requirements.
2. Estimates for a "go live" solution "out of the box" assume the ideal situation where the solution fits most of the client requirements with minimal additional configuration and zero enhancements. Our goal is an 80%+ fit with minimal delta.
3. For our target clients, configuring the SAP system quickly is an important driver.
4. Estimates include SAP software and Implementation costs only.

If you are looking for an “Affordable Life Sciences Solution”

Contact Us:

Contact Information:



Contact Information:

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