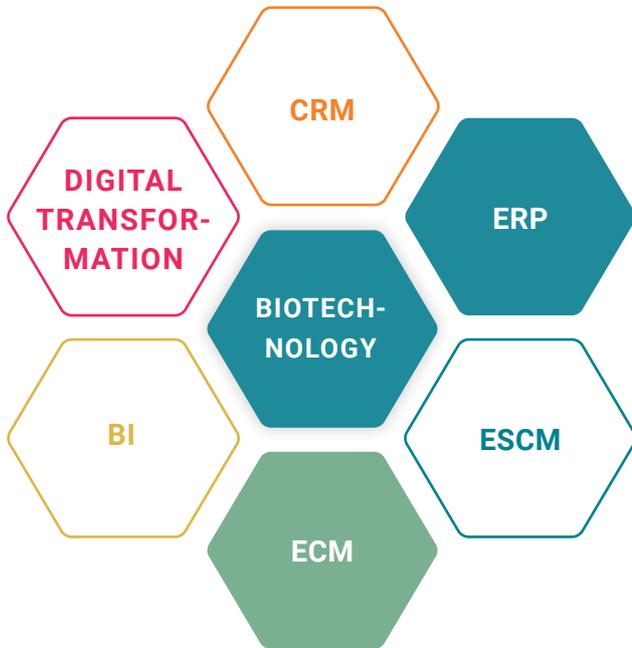


ERP & ECM for the biotech industry



and CTL Europe GmbH

AT A GLANCE



CUSTOMER
CTL Europe GmbH

CORE BUSINESS
Biotechnology

EMPLOYEES
approx. 10 (growing)

BUSINESS
Cloud

COUNTRY
International

CHALLENGES

- Completely manual processes
- Masses of paper and file folders
- Complex workflows



SOLUTION

- ERP and DMS as package solutions



RESULT

- Efficient digital processes
- 50 % time saving
- Increased transparency and overview
- Brief implementation and training period
- Cost-savings on paper, toner, filing cabinets, etc.



One of the most common reasons companies look for a software solution is to reduce paper clutter. When CTL Europe GmbH talked about getting rid of stacks of paper files and folders, they didn't mean it figuratively. They meant it literally. Their offices and shelves were full. „We wanted to cut back on using so much paper, and not print as much. Our daily tasks were completely manual, and we wanted to implement more efficient digital processes quickly”, said Andreas Schonert, Chief Sales Officer of CTL Europe GmbH. Was this a challenge? Yes. And perfect for a YAVEON project.

CTL Europe GmbH: strong in medicine and research

CTL Europe GmbH is both part of the American biotechnology company CTL, Cellular Technology Limited, and its distribution partner. The company specializes in products for immunology. It drives medical progress by strengthening cell-based immune surveillance. In real terms, the company provides countless scientists with the technology they need to advance research and help even more people.

CTL Europe GmbH needed an ERP solution to digitalize its products and benefit in the long term. The requirements list: The solution should be easy and quick to introduce, future-proof, and uncomplicated to use. „We looked at various Microsoft partners online, and that's how we came across YAVEON. The combination of the product – YAVEON ProBatch, a batch-driven ERP solution – and the geographical proximity made us take a closer look. We got in touch right away,” recalls Andreas Schonert.

A professional and interpersonal match

Shortly after this first contact, the two parties got together on a call. „In the first appointment, we first explored whether the YAVEON products and services matched our requirements. It was an excellent meeting, because we realized right away that we were a good match, and that we would not waste time on a project that ultimately didn't suit us”, says Andreas Schonert. Looking back on the sales process, the CSO is happy. He was impressed by the entire onboarding process, right up to the project start.

The decision to go with YAVEON didn't take long. CTL Europe liked the features and integrations of the ERP industry solution, the friendly and trust-worthy cooperation, and YAVEON's long-term experience. „Our consultants explained everything really well, so that we understood everything, and found the perfect solution for our needs. We were also impressed by the testimonials from other customers.“ Mr. Schonert was also swayed by the power of the software foundation – Microsoft Dynamics 365 Business Central is a tried and tested solution, and the global market leader.

ERP and DMS: maximum benefit

As the customer wanted to get the solution up and running as soon as possible, we started the implementation of the ERP industry solution YAVEON ProBatch as a package in the cloud.

The YAVEON ERP packages are:

- Close to standard and particularly suitable for expanding companies
 - Inexpensive and uncomplicated to install
 - In use in a short time
 - Available in the cloud
- 

The introduction was the perfect starting point to take another step forward. „Everything went well. We decided that since we were working on the project, it would make sense to introduce YAVEON Document Management at the same time”. In a short meeting, YAVEON consultants presented the features and benefits of a package solution, and introduced the DMS project team. The introduction of the DMS was folded into the project schedule. „Our DMS consultants were excellent, and they managed to combine all the requirements of both parts of the project.” With the combination of ERP and DMS, the company can process documents easily and entirely digitally. CTL Europe also eliminated duplicate data storage and time-consuming manual tasks, reduced the error rate due to incorrect entries, and improved the overview of existing documents.

The YAVEON DMS Package:

- Enables a basic DMS system in just three days
- Provides the foundation for a paperless office
- Audit-proof filing
- Scalable and modular

Bish, bash, bosh. Ready to use.

If the YAVEON logo could jump for joy, it would have done so when Mr. Schonert summed up his company’s experience during the project. „When it comes to the ERP implementation, consulting, and support are concerned, we have nothing but praise. There was absolutely nothing to complain about. And it was the same with the DMS, the implementation was terrific.” CTL Europe GmbH was also impressed by the speed of the project completion. The ERP and DMS were up and running in around four months. „Bish, bash, bosh, we were using the ERP and DMS.”

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Andreas Schonert

Mr. Schonert was particularly delighted with the short response time of the consultants. This was helpful, as he was the only person dealing with the implementation at CTL Europe. „It can be done, there’s no question about it, but you have to be fully focused on the project. However, it’s much easier if you can rely on a few people who are each responsible for a specific project area.” Mr. Schonert’s main task was to prepare the company’s internal data, for example, items and supplier data, for the migration to Business Central. He was also responsible for integrating the new processes and providing the necessary information.

ERP and DMS: successfully in use

What else do you need for a software project to succeed? That’s right, training courses. YAVEON ran short workshops for CTL Europe to impart the necessary knowledge. „Getting used to the new system was fairly easy. It was quite intuitive. I soon realized that if a question or a problem came up, we could almost always solve it ourselves. And, of course, Team YAVEON is always there to help us.”

Today, Mr. Schonert is completely convinced of the benefits of every aspect of the solution. „Within a short time, all processes were running well. Obviously, it’ll take a little longer till it all becomes routine. In the beginning, it takes a bit more time, but that is normal. From my experience, however, you can easily get up to speed within a week, and then you are already benefiting from the system. Now we work digitally, and without the previous paper chaos, and are already seeing time savings of up to 50%.” A further advantage, in his opinion, is the increased transparency. Processes are clearly traceable, the current status is visible, and tasks are easier to complete.

Mr. Schonert, we are delighted that your memories of the project are so positive, and we look forward to working again with you on future projects.



YAVEON

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