

yaveon



5 Selection Mistakes in ERP Projects

in Biotechnology and
How to Avoid Them

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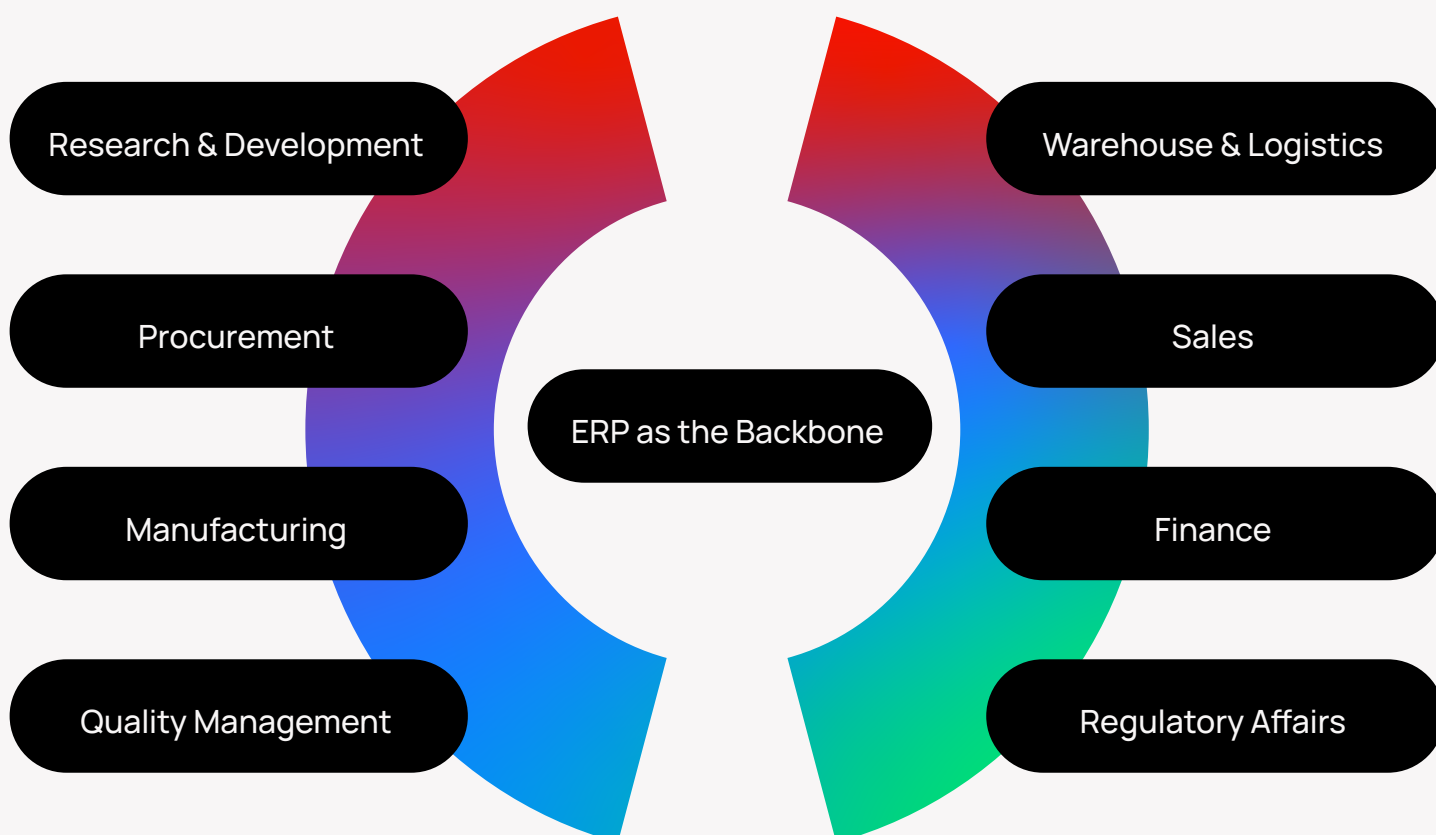
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Why ERP Selection in Biotechnology Makes the Difference

An ERP system forms the strong backbone of all your business processes. Especially in biotechnology, this system plays a decisive role in whether you can drive innovation, produce at a high quality level, and reliably meet strict regulatory requirements.

Anyone who compromises on this crucial decision often ends up having to laboriously correct not just individual workflows, but deep structural issues as well. Take a look at the typical pitfalls of ERP implementation and find out how to avoid them successfully from the very beginning.





Mistake 1: Requirements Remain Too Superficial

Many biotech projects start with structure but without the necessary depth. They often describe requirements, but fail to accurately reflect the real day-to-day work behind them. The result is a concept that seems plausible during the selection process, but quickly reaches its limits in later operation.

Suddenly, everyone involved is faced with pressing questions:

- How do we transfer results from development into production?
- How do we document changes in a traceable way?
- How do we manage quality and approval processes reliably across multiple phases?

This creates a system that looks perfect in theory, but in practice only works with a great deal of additional effort.



Mistake 2: The Focus on Biotechnology Is Underestimated

A standard ERP system offers flexibility, but it cannot be bent without limits. Anyone planning to add complex biotechnology requirements later is simply pushing key challenges into the implementation phase.

If this logic is missing, separate process worlds emerge:

- Research and development operate separately from production.
- Production creates its own structures.
- Data is transferred multiple times or reconciled manually.

Without a firm anchor in the standard system, isolated individual processes emerge instead of a smooth, end-to-end system. The direct consequence: complexity increases and errors creep in much more quickly.



Mistake 3: Compliance Only Comes Into Play Afterwards

Project teams often do have compliance on their radar – just not early enough. In most cases, it only factors into the evaluation once an ERP system has already been preselected or the project is already running at full speed.

The rude awakening comes when you realize that the new system does not consistently support strict biotech requirements:

- Documentation suddenly contains gaps.
- Audit trails cannot be reliably traced.
- Validation stalls and becomes unnecessarily complex.

The cause is poor timing. Especially in biotechnology, compliance must be at the table from the very first minute and actively help shape system decisions. Anyone who understands compliance as a constant companion from the outset not only saves time and resources, but also secures long-term project success.



Mistake 4:

A System Is Evaluated by Individual Features Instead of Processes

A demo impressively shows what a system can theoretically do – but the real stress test is practice. Far too often, major decisions are based on feature checklists rather than evaluating real business processes step by step.

Only in practical use does it become clear whether the different areas truly work together seamlessly:

- Do quality control, production, and warehousing work together smoothly?
- Do approval processes run directly and without time-consuming detours?
- Does documentation remain consistently complete and traceable?

Anyone who skips this practical comparison often ends up choosing a system that shines on paper, but creates noticeable friction in day-to-day operations.



Mistake 5:

Price Dominates the True Value

The first glance often falls on pure licensing costs. These figures seem tangible and are easy to compare. But that impression reveals little about the real value a system actually delivers in day-to-day work later on.

The real, often invisible costs are hidden beneath the surface and usually only arise after the purchase decision:

- for individual customizations
- during integration into existing structures
- in ongoing operations and during updates
- as part of validation

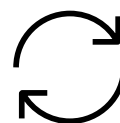
If software does not already support your core processes as part of the standard system, it will require continuous rework.

Foundation Before Function: Your Key to ERP Success

Implementing a new ERP system is a far-reaching decision. Anyone who clearly defines their requirements, includes industry-specific details, and considers compliance from the very first minute is laying a strong foundation. Without this basis, painful compromises in live operations are inevitable. So how do you make the right choice? The key lies in a clearly structured approach:

Real processes instead of long lists

Define your requirements based on real work processes – not rigid feature lists.



Test workflows

Run through business-critical workflows early and specifically, for example in practical demos or a proof of concept (PoC).



Compliance from Day One

Anchor compliance requirements directly as a criterion so that you can carry out a suitable evaluation.



Everyday reality instead of glossy promises

Measure the systems offered against the reality of your company, not against polished presentations.



Value before price

Make your decision based on the long-term added value for your company instead of being guided only by initial entry costs.



This way, you are not just making a well-founded and secure decision. You are creating a stable foundation for an ERP system that supports your processes efficiently, reliably, and for the long term.

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