

## Life Sciences Company Accelerates Enterprise Planning

### Overview

JCB Partners Life Sciences Practice Group combines best practices in business intelligence, data warehousing and performance management with deep industry expertise. JCB Partners improves business performance by developing our customers' Culture of Analytics™ and by helping them better understand the data that drives their business.

### Business Situation

For Life Sciences organizations, being flush with data has yet to yield the promising results of better, faster decisions. Legacy systems and processes were designed to support transactional and operational purposes. Finance groups are over worked and spend 80% of their time gathering and manipulating data and only 20% analyzing it. IT groups are strapped supporting operational systems. These truths are at odds with Executive management's expectation of introducing initiatives around Dashboards and Scorecards to help them better manage the business.

### Solution

JCB Partners helps Life Sciences companies implement a process and technical framework around how they think, and how they need to operate. From Flash reporting to scorecards/dashboards to budgeting and forecasting. We develop technology solutions that speak your language.

### For More Information

For more information about JCB Partners and our Performance Management Solutions, contact us at 303.623.1522 or send an email to [request.info@jcbpartners.com](mailto:request.info@jcbpartners.com)  
[www.jcbpartners.com](http://www.jcbpartners.com)



[Denver](#) » [Chicago](#) » [Dallas](#) » [San Francisco](#)

### Background

A world leader in the biotechnology industry, using human genetic information to discover, develop, commercialize, and manufacture biotherapeutics that address serious or life-threatening medical conditions. With its strength in all areas of the drug development process, this organization continues to transform innovative science into breakthrough therapies for patients.

### Business Challenge

The client needed to integrate their Long-Range Plan (LRP) process into their already existing budgeting and forecasting system. They had outgrown their Microsoft Excel spreadsheets and needed a better means for allocating their future manufacturing needs (ensuring that the proper supplies, plants, representatives, and so on, were available to meet their projected needs). Currently, their numerical end results were impossible to trace, so changes to the high-level numbers were extremely difficult to propagate to the lower levels.

### The Solution

JCB partnered with Cognos to help integrate their LRP process into their existing Planning process leveraging Cognos Enterprise Planning. The solution integrated planning models from twelve other business units to form one cohesive LRP budget. The project was given a period of seven months for completion.

Working in a cohesive team environment, JCB provided a lead technical developer to guide the client project team. The client team included three client employees (two technical support professionals and one business analyst). JCB provided expertise in the following skill sets:

- » Business Analysis and Requirements gathering
- » Enterprise Planning and Budgeting Best Practices
- » Cognos Planning
- » Knowledge transfer through training and mentoring

### The Result

The project was delivered on time and on budget in October 2005. It was considered successful upon the placement of the LRP prior to the budget cycle, which began in November 2005.