

Business Solutions
for
Competitive Advantage

“... SpectraSoft has the competency to understand our complex business needs and help us to align our strategies. SpectraSoft takes ownership in delivering our complete needs to our satisfaction.”

- Managing Director, US\$350 Million
Integrated Pharmaceutical Company

“... we needed a specialist solution provider who could help us see our business in totality... their expertise in process industries helped us. What I liked even better is their “being around” attitude.”

- Dy. Managing Director, US\$150 Million Active Pharmaceutical
Ingredients & Intermediate Manufacturing Company

“... SpectraSoft ... worked with a high degree of understanding by translating their industry expertise to the solutions ... and definitely walked the extra mile.”

- Managing Director, US\$40 Million
Chemical Company

“An organization has only one goal. That goal can be achieved when all the departments think alike. When they have the same data on same page,... this is what we wanted SpectraSoft to do ... SpectraSoft was able to deliver this.”

- Managing Director, US\$80 Million
Biotechnology (Bio-Pharmaceutical) Company

Business Solutions *for* Competitive Advantage

Challenges. Challenges of growing businesses. That is what we at SpectraSoft, understand best. Optimizing asset utilization in Chemical companies. Ensuring compliance to regulation and enabling higher inventory turnover ratios in Pharmaceutical companies. Achieving cost efficiencies in Food and Beverages companies. Optimizing product mix and reducing time-to-market for Consumer Products companies ... Just some of the challenges that excite us. Some of the challenges that we have addressed for our customers, and created business solutions that deliver competitive advantage in their businesses.

SpectraSoft is the knowledge powerhouse in process industries that is focused on creating business solutions for Pharmaceuticals, Chemicals, Food & Beverages and Consumer Products companies. Our biggest strength is our domain expertise. We know these industries. We know what makes businesses in these industries tick. Through our experience of working with a wide range of organizations in these industries, we know the significance of the critical success factors.

SpectraSoft's solutions give your business the competitive advantage. We have the tested ability to look deeper into the existing business processes, identify areas of improvement and address the weak links. In essence, we deliver the transformation you desire. We have done it before. We can do it for you.



PHARMACEUTICALS

Very few drug candidates, complex drug approvals, crowded competition in generic segment, stricter regulatory vigilance, and control over rising healthcare costs are the broader challenges businesses are faced with. Looking deeper, the following are the business complexities.

Research & Development

- Rising costs of New Drug Discovery with very little time for investment recovery demands greater control of costs, material wastage and tracking of experiments and results.
- A crowded competition in the generic segment calls for rapid development of Non-Infringing-Processes (NIP) and approval of Drug Master Files (DMF) and Abbreviated New Drug Applications (ANDA), which involve time consuming processes.
- While increasing regulatory vigilance and audits stretch the resources of companies to the limit, compliance to cGLP/ cGCP is becoming stringent and preparation of CTD is a daunting task.

Manufacturing

- As Active Pharmaceutical Ingredient (APIs) and intermediates become commodities, and dropping prices result in shrinking margins, companies need greater operational control for efficiency, productivity and reduced costs.
- Excessive competition in the generic segment has put dosage forms manufacturers into a tight corner.
- Stricter regulatory and statutory vigilance (cGMP, cGLP, US FDA CFR 210, 211 and CFR 21 part 11) can mean increased focus on processes.
- Sudden demand-supply gap in raw material can lead to disruption in supply of formulation products and significant variance in cost of production.

Supply Chain Logistics

- Non-availability of timely, critical information on issues like sales, profitability, shelf movement, outstanding payment status, samples distribution ... across geographies and units can affect market share.
- Inefficient demand management can mean direct losses due to lack of stocks.
- Ineffective market intelligence can get you lagging behind a smarter competition.
- Unwelcome surprises on batch expiry, breakages/ damages and pilferage can be nasty.

How SpectraSoft Adds Value

SpectraSoft has a deeper understanding of all the vital issues that affect the performance of fast growing businesses in the pharmaceutical industry. With our perspective that goes well beyond the core areas of R&D, Manufacturing and Supply Chain Logistics, we can put you in total control of your business.



CHEMICALS

Windfall from new innovations still a few years away, growth heavily dependent on new business opportunities, increased stress on compliance to regulatory processes and added cost pressures with safety, health and environment becoming more important as social issues, are some of the broad challenges the chemicals industry is faced with. The most important challenge however, is achieving profitability in the highly cost intensive projects through optimum utilization of manufacturing assets.

In particular, the following segments have typical business challenges:

Agro-Chemicals, Fertilizers and Pesticides

- Meeting the expectations of diverse stakeholders that include the farmer, the consumer, the processor, the distributor, government bodies, the environment, and the shareholder, demands best-in-class efficiencies across a wide range of operating and financial factors.
- Intense competition has meant spiraling costs, and disappearing profit margins.
- Managing sales across widely dispersed and remote geographies can put strain on decentralized decision making.

Specialty Chemicals

- With low volumes characterizing the nature of business, precise understanding of customer requirements is a basic challenge.
- Fluctuating supply of raw materials can cause ineffective demand supply management.
- With knowledge and intellectual property being precious assets, inadequate people management take the steam out.

Paints, Pigments and Dyes

- Demand forecasting, across shades/sizes, especially in decorative paints segment, is complex; while inadequate supplies can lead to customer dissatisfaction, excess can mean locked up working capital.
- How to be more profitable despite the technologies, cost structure and product range being the same as competition's?
- With widespread retailing, supply chain management is a key; else wastage can be immense, timely stock management can suffer and payments can get stuck beyond repair.
- Rising raw material prices can mean increasing inventory turnover and rotation of working capital.
- Customer preferences: Are we in sync with the changing needs? Market research and planning must deliver the answers.

How SpectraSoft Adds Value

Having worked with a range of companies in the Chemicals industry, SpectraSoft is sensitive to the issues that affect the top line and the bottom line. Our solutions can impact operations across the entire chain of business processes. With commitment and domain expertise, we can address the business solution needs of Chemical companies with any degree of operational complexity.



FOOD & BEVERAGES

Sustaining the growth and steady profitability, achieving cost efficiencies, deciding on the right product mix in production, aligning processes with strategic goals, cutting all-round costs, minimizing unsold stock in the markets, realizing faster sale-to-cash cycles, adapting to the growing power of mass retailers, and maintaining a positive public image are some of the challenges growing businesses in this industry face.

In the beverages business that includes alcoholic & non-alcoholic beverages, waters, liquids, by-products and bio-pharmaceutical products, managing declining public image in the area of nutrition & health, is another strong challenge.

Business Challenges

- Understand changing customer preferences and do accurate demand forecasting - else this could result in a huge pile up of unsold stock at the retail shelves, payment default and sour relationships with the trade.
- Monitor shelf life of products - else you will count unanticipated losses through unsold stock.
- Reduce sales-to-cash cycles - else, this will result in higher working capital and interest costs.
- Reduce product development time lines - else the novelty value and in some cases, the first-mover advantage goes with the competitor.
- Retain customers by foreseeing their needs and buying behavior - else they go with competition.
- Target logistics costs - else you could see red in your bottom line.
- Comply with regulatory requirements with the power of technology - else you could be working harder.
- Have clear visibility of receivables - else you will soon be chasing shadows and running for cover.

How SpectraSoft Adds Value

SpectraSoft offers solutions that help companies improve their product development, manufacturing and distribution processes and hence improve their top and the bottom lines. The solutions also help companies comply with regulatory requirements and governmental regulations.



CONSUMER PRODUCTS

Product development through innovation, retaining customer's brand loyalty, creating and sustaining a strong sense of brand coherence, lining up a strategic basket of breadwinners, creating a blueprint on the emerging face of the customer, and building a strong corporate and market infrastructure are some of the biggest challenges facing consumer products companies. Merely excelling in achieving operational efficiencies may not be enough for the future. A vision strongly backed by a readiness through business solutions can pave the way for a brighter future and a healthier bottom line.

Business Challenges

- Meet the rapidly changing customer's needs - else this could result in a huge pile up of unsold stock at the retail shelves, payment default and sour relationships with the trade.
- Manage high complexities in procurement and supply logistics - without clear visibility of the processes, you are out of focus.
- Keep a watch on tightening regulations - else you are squeezed out.
- Match up to customer expectations through consistent product quality - else they make the switch.
- Track and trace all costs - else you are out of control.
- Achieve end-to-end operational efficiency - else you have an endless ordeal.
- Reduce inventory holding and wastage - else you have junk in the stockyard.
- Have clear visibility of receivables - else you soon will be chasing shadows and running for cover.
- Avoid penalties and returns - else hard earned profits can go down the drain.

How SpectraSoft Adds Value

SpectraSoft offers solutions that help companies implement flexible processes in product development, manufacturing and distribution.



Corporate Office:

1, 6th Floor, Crown Court
128, Cathedral Road
Chennai 600 086, India
Tel: +91-44-28112714
+91-44-28112715
Fax: +91-44-28114595

Marketing & Sales Office:

"Heera Paradise",
2nd Floor, 487, 9th Main
4th Block, Jayanagar,
Bangalore 560011, India
Tel : +91 80 32955154
+91 80 65662987
+91 80 22450992
email: sales@techspectra.com

US Office:

116, Village Boulevard,
Suite 200, Princeton,
NJ 08540
USA

www.techspectra.com