Productos Medix: Standardizing Processes with SAP® SuccessFactors® and SAP Business All-in-One Solutions

Many populations of developed nations suffer from obesity. For over 55 years, Productos Medix S.A. de C.V. has been helping fight this affliction. The Mexican pharmaceutical manufacturer develops and supplies pharmaceutical products for metabolic and central nervous system disorders, gastroenterology, and obesity. Recently, it expanded into Central and South America and runs a center for weight loss in Austin, Texas. Providing healthcare and medicines to so many in need over so wide a region led it to consolidate and standardize its business processes on one platform.

With assistance from OptiSoft S.A. de C.V. and Bayco Consulting S.C., Productos Medix implemented the SAP® Business All-in-One for Life Sciences solution, the SAP Payroll Processing application, and the CloudRH® software solution developed by OptiSoft and built on SAP SuccessFactors® solutions, which comprises customer-specific, value-adding components. With processes integrated on a single state-of-the-art platform that is consolidated for people management, Productos Medix now serves customers – and their employees – better than ever.

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Total information integration on a single platform

Company
Productos Medix S.A. de C.V.

Headquarters
Mexico City

Industry
Life sciences – pharmaceuticals

Products and Services
Pharmaceutical products for obesity, metabolism disorders, central nervous system disorders, and gastroenterology

Employees
800

Web Site
www.medix.com.mx

Partners
OptiSoft S.A. de C.V.
www.optisoft.com.mx
Bayco Consulting S.C.
www.baycoconsulting
.com.mx

Objectives
• Establish a consolidated platform for people management
• Develop the talent needed to improve organizational engagement and cultural transformation
• Standardize and integrate processes on one platform
• Implement traceability and product follow-up and achieve regulatory compliance

Why SAP
• Best among the field of competitors offering enterprise resource planning (ERP) software
• SAP® Business All-in-One for Life Sciences solution, specialized for pharmaceutical manufacturers, which provides excellent support for pharmaceutical companies
• Safest option for regulated industries, with support for quality standards such as the FDA and the Federal Commission for the Protection Against Sanitary Risk (COFEPRIS)

Resolution
• Moved 60 satellite software systems from previous ERP software to the SAP ERP application with help from OptiSoft and Bayco Consulting – partners chosen for their experience, capability, and references
• Facilitated software administration and integrated HR, ERP, and payroll functions

Future plans
• Integrate the SAP S/4HANA Finance solution
• Enable a radio frequency framework

"SAP software enabled us to consolidate the company's processes on a single platform. By combining processes, people, and technology, we now have comprehensive business continuity, which gives us a competitive advantage."
Carlos Lopez Patan, Chief Executive Officer, Productos Medix S.A. de C.V.

5%
Increase in productivity

100%
Achievement of traceability requirements

100%
Integration of information on a single platform

14%
Savings as a result of lower staff turnover

5%
Improvement in employee performance

SAP® Business All-in-One

The Best-Run Businesses Run SAP™