WINMAN®

ERP System for the
Pharmaceutical Industry

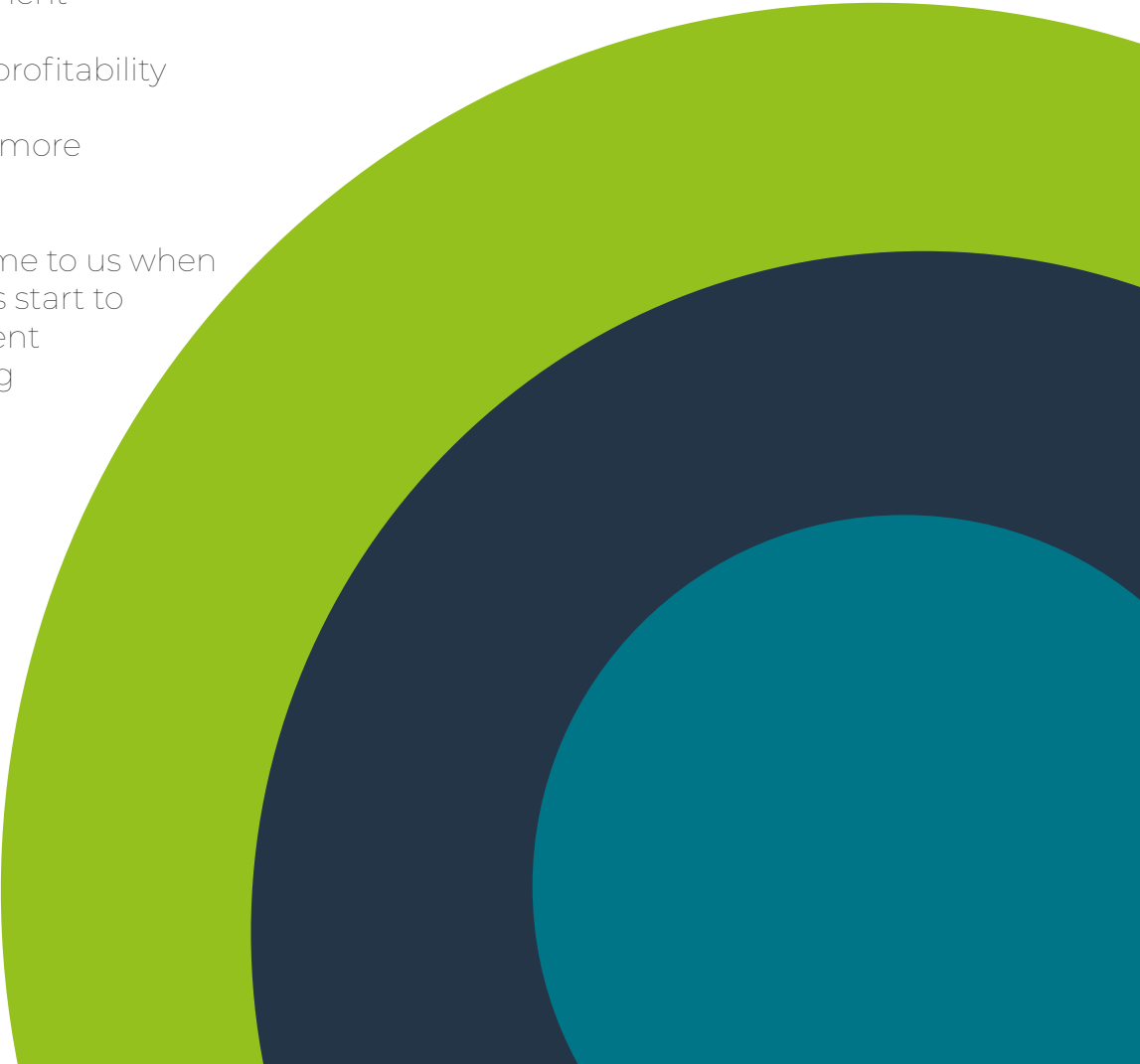# Contents

Industry Insights

Methodologies designed to take your business to the next level sit at the heart of what WinMan ERP Software does.

At WinMan, we partner with a range of small, medium and large businesses, supporting their needs within the manufacturing and distribution sectors. WinMan ERP Software helps them accelerate to higher levels of efficiency and productivity, allowing them to focus on continual improvement and growth.

Everything we do is aimed at helping you to align software with your real world needs and requirements, be it:

- Steamlining of operations
- Risk reduction
- Process improvement
- Cost saving
- Productivity and profitability
- Visibility
- Compliance, and more

Many businesses come to us when their current systems start to limit them and prevent them from unlocking their full potential.

Governance, Risk and Compliance

Regulatory standards

Quality management

Sustainability and environment

WINMAN®

FEATURE

Meet Pharmaceutical industry requirements effortlessly with a fully audited business management system.
Store or link copies of your regulations and certifications, as well as monitor your overall compliance with them.

Record related tasks, monitor quality by operator or set your system to notify you when you're close to limits.

GAIN

Fully traceable and end-to-end visibility of each part of your operation – complete control

- Every action recorded
- Time and date stamping
- User identification
- Prove compliance
- The ability to retrace your steps, if a part of your process falls short
- Set a range of parameters to ensure and manage quality
- Manage risks ahead of time with forecasting
- Confidently pass certifications or accreditations
- Control use and sell-by dates

Drive your business to meet health and safety, environmental, quality and energy standards.

"Minimise the risk of using out-of-date raw materials and reduce the cost of wastage"

WHY

If every audit is a huge undertaking that just never seems to get better, it may be time to re-evaluate your governance strategies. Taking advantage of digital systems, which help you to consolidate the everyday steps to compliance, and accommodate the instances where a deeper dive is required, could be the exact solution you need.

Inventory Management

FEATURE

Complete management of your stock from component level, right through to finished products, structures or unique configurations. Inventory management allows you to control incoming purchased goods, storage sites and monitor everything from ingredients to shelf life, sales demand, and orders shipped.

Setup a range of counting, classification or coding criteria in your system.
Enable faulty or returned stocks to be processed through your business management tool, triggering alerts or inputs to ensure the data that matters to you is recorded and linked to your financials. Record and monitor every item in your inventory, tracking their every movement from your batch or lot identifiers from inventory trace and review modules.

WHY

Lengthy, manual processes full of errors and great difficulty in finding the root cause are often the reason an integrated inventory management tool is deployed. Helping you to free up time to focus on output or high priority tasks.

"We're now able to rotate stock automatically and stay lean"

GAIN

Greater levels of stock visibility, on the where, what and when it should be used by, or how long it's been in your inventory with:

- Full product and inventory traceability
- Manage source and provenance of raw materials through to final product
- Batch management
- Control stock moves, usage, packing through to shipping
- Ability to create stock locations and zones
- Speed up product recall activities
- Satisfy audit trails to meet regulations or certifications

Full control over every component item required to build, configure, manufacture or repair your products, all in one system.

WINMAN®

End-to-end stock control

Quality control

Manage stock locations

Supply Chain Management

FEATURE

Centralised management of information critical to supplier relations and supply chain efficiency. Allows you to put a microscope over your supplier agreements, terms, communications and more.

Supplier Specifics

Automate Processes

Alternative Providers

Currency Variations

Import and Export

Stage Tracking

WHY

With increased supply chain complexities, geopolitical and pricing pressures, having a firm handle on your end-to-end supply chain is key. Modern manufacturers often struggle to obtain accurate information about the status of their operations, leading to the tough decision to find a tool that can give you a better and longer-term picture of performance.

"We are successfully managing stocks and bought-in costs… equally obtaining far more accurate measures of supplier performance"

GAIN

The ability to drill down on the what, the how and the why suppliers impact your business operations. Take the opportunity to:

- Consolidate your processes
- Create clarity and collaboration
- Improve supplier performance
- Maximise inventory yield
- Record meaningful data
- Identify cost savings

Production Management

FEATURE

Take raw materials to finished products, with integrated production and manufacturing management tools enabling you to sequence your steps, track and trace your inventory or stocks and understand production capacities.

Create every manufacturing order, and schedule every operation or activity, specific to each individual technician from one system. See the demand coming in, monitor both work in progress and quality, turn manufacturing on and off to fit your requirements allowing you to continuously build or utilise in-house outputs and data into your product stock records.

WHY

Having a real-time manufacturing execution system with electronic batch manufacturing records will ensure:

- The right material has been used
- The materials have been weighed as per the formulation
- SOPs and checklist have been followed for production preparation
- Sequencing of operations as per SOPs
- In process parameters are monitored and recorded at stipulated intervals

"We've said goodbye to 'guess-timating' our production capacities"

GAIN

Seamless process optimisation, which enables you to flow through the production stages your operations require with ease – minimising the room for error and eliminating any pockets of hidden production or information.

- Generate approved manufacturing orders
- Trigger stock allocations and issuing
- Create picking, packing lists and routings cards
- Set sequences and build-in control points to your single unit and batch production flows
- Link processes to accounting labour rates and raw material costings
- Monitor work in progress, scrap and log unplanned issues for resolution
- Support for HACCP with in-process testing and positive production batch release
- System generated alerts regarding critical inventory and production exceptions

Integrate data entry points with technician identification enabled to match skills with production tasks.

WINMAN®

Optimise for efficiency

Quality control

Waste management

Labelling and Printing

Automate process

Waste management

Create and send

FEATURE

Imagine a system where labels and prints pre-populate and can be sent to your devices ready to stick on, send or email at the push of a button – in the final steps of completing your processes.

Satisfying the creation of everything from invoices, orders, pick and pack lists, dispatch notes, your carrier's shipment labels, barcodes and more.

GAIN

Customised solutions that help you link manual processes through a series of in-system and automated workflows which make sure you don't miss a step.

- Setup your templated brand colours, logos and fonts
- Create PDFs or Excel files that can be printed or emailed directly from the system
- Link the files created to your CRM contacts or accounts
- Automate processing at set times
- Enable batch labelling or as orders come in
- Create your own standardised EAN barcodes

WINMAN®

"When preparing a delivery, we scan the boxes onto the carrier to confirm that the load includes everything that's expected"

WHY

The creation of labels and matching paper inserts to fit a range of sizes, shipping methods and materials can be laborious, especially if your team is used to handwriting, adjusting font sizes for visibility or cutting down to fit awkward spaces. Reduce wasted time, resources, materials and money in the long term, by taking the leap to automate and digitalise your printing operations.

Product Data Management

FEATURE

Store data, specifications, and related information for each of your products across a suite of tools designed to help you assemble, monitor and control your products. Linking all areas of your business from suppliers to configurations, dates and more.

WHY

Complex product builds require tools to match the job in hand. Management of recipes and bills-of-materials with version control and change management will allow you to unlock higher levels of potential.

"We can now deliver the millions of combinations back-to-back"

GAIN

Product hubs and configurator tools that speed up your process, take into consideration your customer requirements, what's available or when it will be, create product variations as well as the ability to feed in important customer data, providing an efficient and consistent means of determining the structure of a special pharmaceutical product.

Bill of Materials

Product Structures

Attributes and Measures

Alternative Products

Commodity Codes

Expiration Dates

Explore Some of the Features

Accounting and Finance	**Manufacturing Resources Planning**	**Project Management**
Production Management	**Planning and Scheduling**	**Document Management**
Customer Relationship Management	**Reporting and Data**	**e-Commerce and Retail**

Inventory Management	**Product Data Management**	**Shipping and Logistics**
Marketing Integrations	**Supply Chain Management**	**Labelling and Printing**
		Service Management
Sales Management	**Human Resources**	**WinMan Go Applications**
Warehouse Management	**Governance, Risk and Compliance**	**System Options and Universal**

System Options

FEATURE

Your key to unlocking, enabling and configuring all the functionality you need, or want, to access to help you run your business through an all-encompassing, cutting-edge ERP system.

Global and Local

Customer or Supplier

Site Specific

Module Specific

Integrate APIs and Plugins

User Specific

WHY

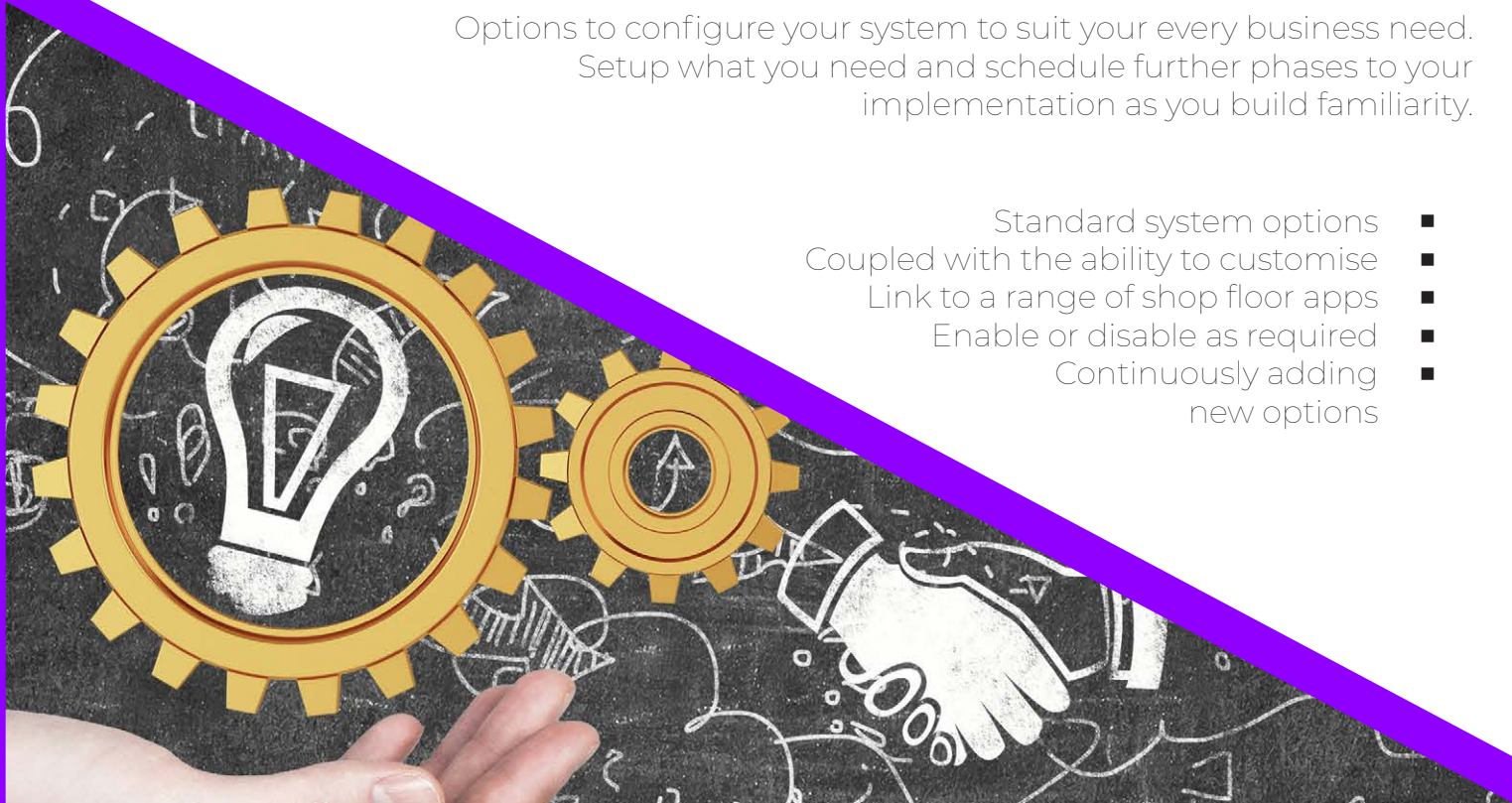Restricted by your current software solutions or processes? Unable to trace if someone makes a change?

Systems that give you higher levels of flexibility to wrap functional features around you, allow you to put your best foot forward. Put a stop to the struggle - match your processes and digital systems with your true day-to-day activity.

"Some of the most comprehensive system options I've ever seen - an option for everything you could want your system to do"
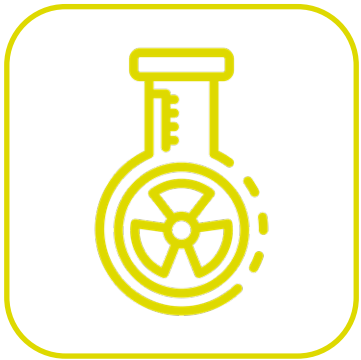
GAIN

Options to configure your system to suit your every business need. Setup what you need and schedule further phases to your implementation as you build familiarity.

- Standard system options
- Coupled with the ability to customise
- Link to a range of shop floor apps
- Enable or disable as required
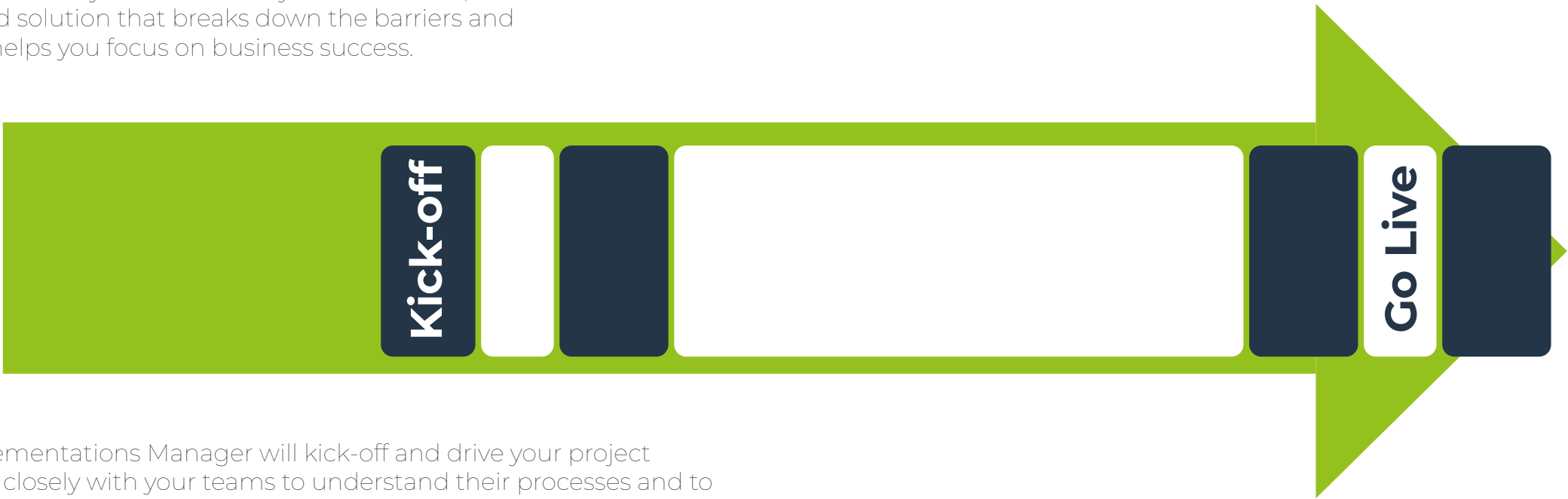- Continuously adding new options

The Journey

Continuous improvement.

Lasting partnerships with the WinMan team, helping you build bigger, better systems, processes and businesses in the long term.

Your journey begins when you decide that you need a new, enhanced or integrated solution that breaks down the barriers and helps you focus on business success.

With in-house support, development and quality teams working to enhance solutions as technologies advance.

Kick-off

Go Live

Your dedicated Implementations Manager will kick-off and drive your project throughout - working very closely with your teams to understand their processes and to develop your new solution to wrap around best practices for your operations.

Contracted maintenance.

Our Story and Motivations

WinMan started out as an Enterprise Resource Planning solution dedicated to manufacturers who were balancing lots of suppliers, material requirements, financial and business data, production processes and complex supply chains, satisfying a combination of business-to-business and direct-to-customer operating models, amongst others.

Build.

Set the building blocks in place to understanding what matters

Built in Microsoft **Win**dows, 100% .Net and SQL Server system, ready to fulfill a buoyant **Man**ufacturing industry and its sub-sectors – **WinMan** was born.

Learn.

Identify what it means and how it flows together

True to form, WinMan's original objectives to integrate systems and accelerate digitalisation for manufacturers remains the same.

Grow.

Unlock the secrets to what works for your business

All products have and continue to be developed in-house by a dedicated team of highly technical experts. Our unique offer brings together business process optimisations and systems integrations to enable sophisticated all-in-one business management, through a flexible and configurable product.

Excel.

In people, product and throughout the journey

Platforms

Flexibility is key, so we've developed three solutions to ensure there is something for every type of business. In 2019, we soft-launched our Cloud solution, offering you higher levels of accessibility, built on the cutting edge of technology.

Hosted solutions offer you the best of both worlds combining elements of Cloud and On-Premise. Whereas our On-Premise solution is the most established of all offering you total control.

1. Cloud

- Truly online, access anywhere
- Fully remote from a range of devices
- Pay as you go, for SaaS technology
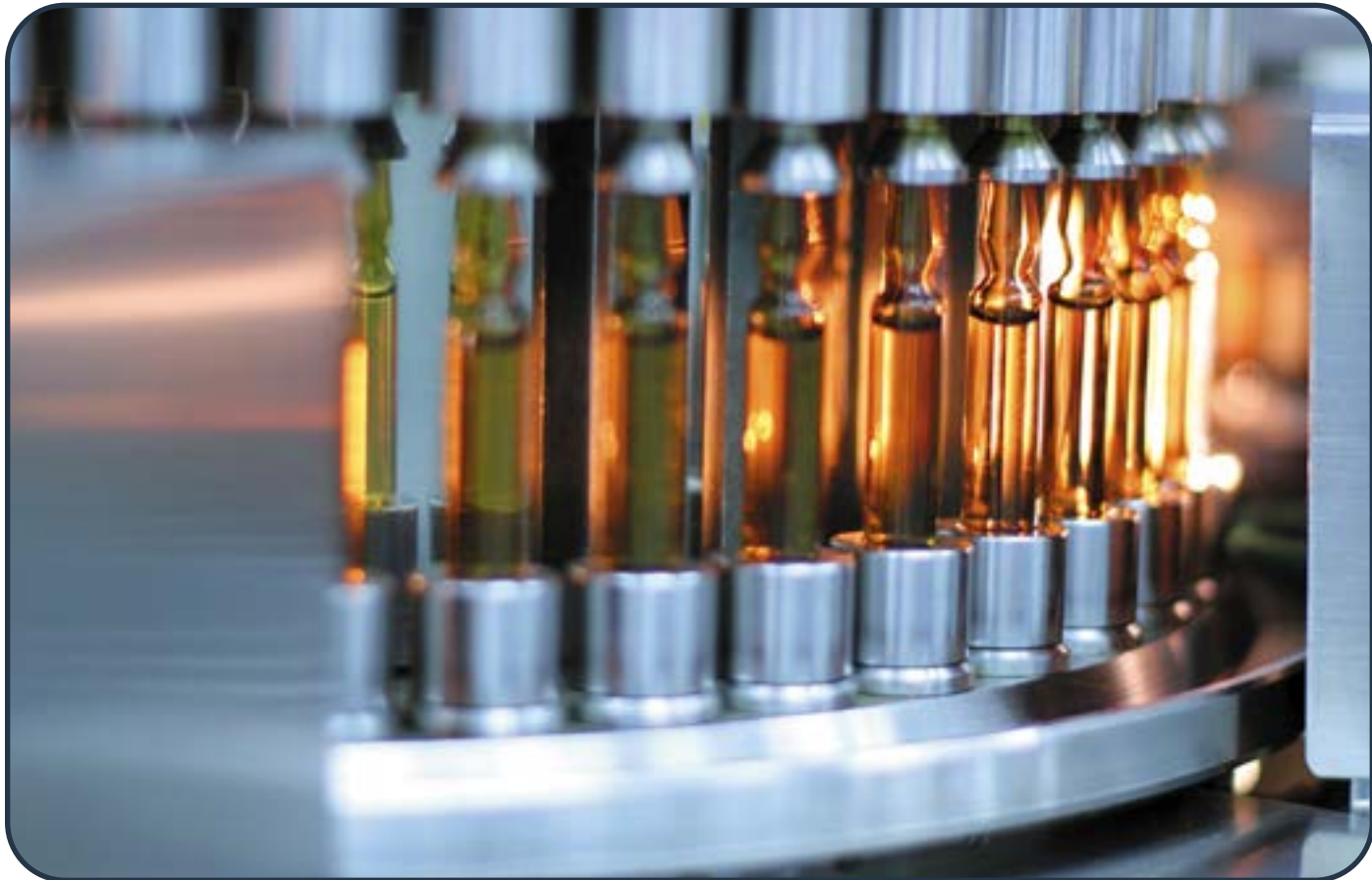- Use and license with secure storage

2. Hosted

- No server required
- Middle ground between cloud and on premise
- External or site specific
- Stress free infrastructure management

3. On-Premise

- On site server, with total ownership
- Independent infrastructure
- You manage in-house
- You implement your own maintenance support

winman®

Continually investing in new technologies and building skills, nurturing and recognising key developments to keep WinMan ERP progressing forward.

"Leaders in ERP solutions for manufacturers and distribution businesses"

If you haven't already

Contact us today to arrange an onsite visit to discuss your requirements, followed by a tailored demonstration.

Birmingham, UK

Sales, Implementations, Development and Support

Rockford IL, US

Sales, Implementations and Support

Brighton, UK

Development Team

Experience.

Quality.

Value.

Collaboration.

The WinMan team is made up of talented individuals, from in-house software developers focused on the latest technology, to enterprise resource planning experts and implementations consultants.

Our solutions enable you to undertake a digital transformation of the way you run your business. Delivering process improvements and optimisations along the way, designed to support your growth.

Start your discovery journey today.

Contact us now to discuss.

All-in-one ERP software solutions.

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