

HyGen Pharmaceuticals uses cloud-based services from The Systems House, Inc. and RocketU2 to form a foundation for solid business growth.



Situation



HyGen Pharmaceuticals, a national wholesale distributor of generic prescription pharmaceutical products based in Bellevue, Washington, needed a new IT infrastructure.

The company was using several different software systems, which limited its ability to create an integrated view of all of its business information. HyGen Pharmaceuticals wanted to better manage its business operations and respond to increased regulatory and reporting requirements. Improvements in these areas would help to create a foundation for future business growth and support the ultimate goal of providing quality patient services. At the same time, the company was sensitive to the costs of a new system, both initially and throughout its lifetime.

Solution

HyGen opted for a cloud computing system that allowed it to access the new technology it needed via the Internet. By doing so, it kept costs low while improving its ability to effectively manage its supply chain. HyGen chose The Systems House, of Clifton, New Jersey, to deliver its new system as a service. The Systems House's Master Distribution System (MDS) software, tailored to the needs of healthcare supply distributors, can be managed either by a client on its own premises or as a service, hosted remotely on IBM AIX software and taking advantage of Rocket Software's UniVerse Database Technology. Of The Systems House's new customers in 2008, over 75% chose to access their software via the cloud-based delivery model.

Results

With increased business control and an instant view of all operational activity, HyGen now has the ability to catch invoices going out below minimum margins, decrease inventory levels on products that no longer sell, and provide customers with documentation when they attempt to return items that were not purchased from the company. Using lot and serial tracking, HyGen can also create e-pedigree documentation for "track and trace" on drugs throughout the supply chain. All of these functions allow the company to focus on growing its business through new opportunities instead of dealing with the daily operational and technology issues associated with running a small-to-medium business.



"Healthcare supply distributors play a critical role in the industry and are not immune to the challenges of reducing the cost of care for patients. With RocketU2 Technology and support, we've been able to deliver MDS as an affordable service, helping distributors to better manage their costs, become more efficient and meet the level of service their customers demand."

- David Fertig,
Vice President of
Technical Services,
The Systems House, Inc.

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