SUSE

Mankind Pharma

Industry and Location
Healthcare | India

Product(s) and Service(s)
SUSE Linux Enterprise Server for SAP Applications
SUSE Linux Enterprise Live Patching

50x	25%	20%
faster analytics and reporting	lower on-hand inventory boosts cash flow	reduction in IT operational costs

Mankind Pharma improves operational efficiencies with SUSE in quest to expand delivery of affordable medicines

Success Story

At-a-Glance

To manufacture medicines and phar-maceuticals that are affordable for all, Mankind Pharma must focus on keep-ing costs under tight control. Moving to SAP S/4HANA running on SUSE Linux En-terprise Server for SAP Applications has enabled the company to accelerate its analytics and reporting, revealing new ways to increase efficiency.

Introducing Mankind Pharma

Overview

Mankind Pharma's vision is a world where the latest medicines are available and af-fordable for everyone. In establishing a manufacturing and distribution network that delivers more than 1,000 products in 17 therapeutic areas to 34 international markets, including Africa, Asia, and North America, it has become one of the fastest-growing fully integrated pharmaceuticals companies in India.

Challenge

To build on a period of successful interna-tional expansion, Mankind Pharma has set a medium-term objective of earning annual revenues of $1 billion. To achieve this target, the company will need to scale up its op-erations to supply affordable medicines to millions more customers around the world.

To enable growth while maintaining prof-itability, Mankind Pharma must focus on

maintaining cash flow and maximizing op-erational efficiency. For more than a de-cade, the company has been using SAP ERP applications to manage its core business processes and provide insight to support strategic decision-making.

However, as the company grew, its exist-ing SAP application landscape reached its limits. Analyzing data meant crunching through 5 TB of data in the main ERP data-base and reports often took up to 24 hours to generate.

The company knew that it needed a new platform to support the next phase in its international expansion, as well as helping it adopt new technologies such as robotic process automation, artificial intelligence, and machine learning.

Solution

Mankind Pharma decided to upgrade its existing SAP systems to a new SAP S/4HANA platform, supported by a highly resilient and scalable IT infrastructure. The com-pany selected IBM Power Systems servers, which it deployed at its primary data cen-ter and disaster recovery site. Each server runs multiple virtual environments and uses SUSE Linux Enterprise Server for SAP

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Pramod Gokhale
Group CIO
Mankind Pharma

Applications as the host operating system for the SAP S/4HANA applications and databases, as well as other systems.

"The combination of IBM PowerVM and SUSE Linux Enterprise Server enables us to support multiple SAP and non-SAP workloads in a very dense server footprint," says Pramod Gokhale, Group CIO at Mankind Pharma. "The new solution requires 25% less rack space, and we have significantly reduced our power, cooling and management costs."

To boost availability and ensure resilience in case of a disaster at its primary data center, Mankind Pharma has configured its SUSE Linux Enterprise Server for SAP Applications instances to use active/passive clustering, enabling automatic replication of its production to its secondary data center.

To maximize performance, SUSE Linux Enterprise Server for SAP Applications is specifically tuned to optimize the SAP HANA platform and SAP S/4HANA applications. Mankind Pharma also implemented SUSE Linux Enterprise Live Patching, which allows administrators to install Linux kernel patches and updates on running servers, without needing to reboot the operating system.

Moreover, Mankind Pharma benefits from a licensing model that bundles the core SUSE Linux Enterprise operating system together with SUSE's advanced high-availability, storage and network components in a single package, for greater cost savings and reduced complexity in license management for the IT team.

Results

With its new SAP S/4HANA landscape running on SUSE Linux Enterprise Server for SAP Applications, Mankind Pharma has gained a more flexible IT environment that removes the bottlenecks in its analytics processes. With faster access to insight, the company will be able to focus on its core business objectives, enabling rapid expansion into new markets and helping it progress towards its $1 billion revenue target.

"Our new platform from SAP and SUSE enables us to generate key reports around 50 times faster than ever before," says Pramod Gokhale. "Instead of waiting 24 hours for materials and inventory reports, we can now get the figures in about seven minutes. This means we're always working with the latest data, which makes it easier to optimize our manufacturing plans, reduce costs and avoid waste."

![SUSE logo]

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With a more timely and accurate view of orders, the company has also been able to reduce the amount of inventory it needs to keep on-hand from 60 days to 45 days, which frees up capital to invest in expanding the business.

Pramod Gokhale adds: "The more efficiently we can operate, the more we can deliver on our mission to make medicines more accessible for everyone in our global society. Our new solutions have enabled our IT team to reduce operational costs by 20% per year, as well as boosting performance and enabling instant failover to our disaster recovery site in the event of an issue."

He concludes: "With SAP S/4HANA powered by SUSE Linux Enterprise for SAP Applications, Mankind Pharma has a robust, scalable platform that will support our expansion for years to come, helping us bring affordable medicines to millions more people around the world."

Benefits List

- Accelerated analytics and reporting by 50x
- Boosted cash flow by reducing inventory by 25%

- Reduced IT operational costs by 20%
- Servers take up 25% less rack space, significantly reducing power, cooling and management costs
- Boosts availability and ensures resilience in case of a disaster at a primary data center using active/passive clustering, enabling automatic replication of production to a secondary data center
- Specifically tuned to optimize the SAP HANA platform and SAP S/4HANA applications
- Allows administrators to install Linux kernel patches and updates on running servers, without needing to reboot the operating system

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