

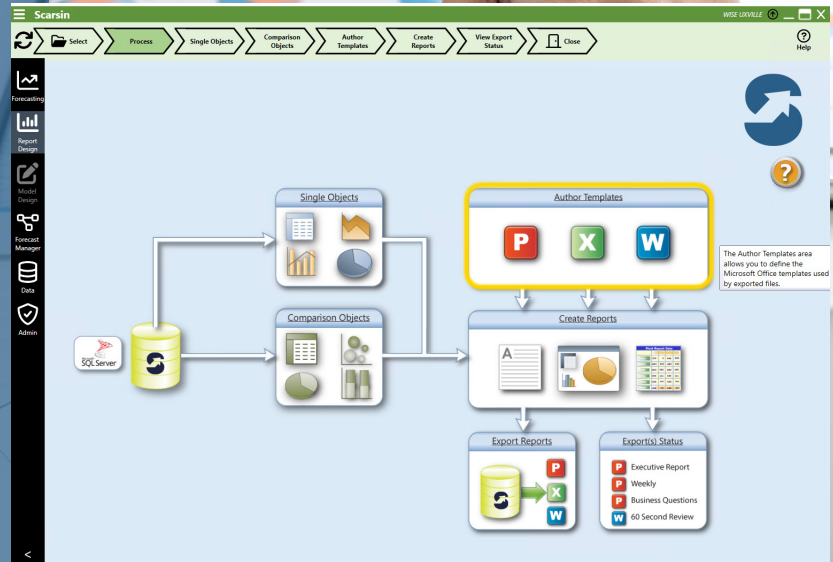
# Scarsin Case Study Forecasting Integration Across the Organization



# Scarsin

## THE CLIENT

This business unit in a global life sciences organization was responsible for producing reports and forecasts for seven therapeutic areas in multiple countries in Europe, North America and Asia Pacific. Working with legacy enterprise tools, the analyst team supported therapeutic leads, forecast managers and country leads with a common Excel model using over 70 brand and country combinations.



## THE CHALLENGE

The analysts struggled each month to process more than 30 internal and external 30 source data files, requiring time consuming, risky manual data manipulation and multiple transformations. Analysts were also spending too much time on data quality management (DQM), keeping workbooks updated, generating PowerPoint reports and supporting an elaborate Excel-based dashboard that offered limited query capabilities for internal clients. They needed an enterprise-class solution that could offer simplicity, agility and efficiency.

## THE SOLUTION

The organization turned to Scarsin for a fully integrated disease forecasting and strategic planning solution that combined sophisticated functionality with agile, simple tools. A pilot project for a subset of the regions assessed the Scarsin platform speed, agility, insights and cost effectiveness, and the solution was implemented across the organization.

## THE RESULTS

The fully integrated business intelligence solution quickly delivered significant time and cost savings, allowing the analysts to have greater strategic impact. Quick wins included:

- Automated end-to-end forecasting, reporting and dashboard delivery
- 70 to 90% reduction in forecast model change implementation time across all countries
- Streamlined DQM process cut data preparation time by 60%
- Supported brand and enterprise decisions with simple, intuitive business scorecards, dashboards and reports
- Ensured accurate, consistent data for enterprise forecasting
- Replaced multiple legacy systems with a simple, powerful tool
- Enabled global collaboration with centralized forecasting processes
- Automated PowerPoint and online reporting
- Reduced reliance on costly external consultants

**“Scarsin provides a flexible platform for the team to leverage and build greater BI capabilities over the long term.”**

**- Senior Global Forecasting Manager**



## LEARN MORE

Book a demo today to see how integration delivers simple tools and powerful insights that build your competitive advantage.

### ABOUT SCARSIN

For more than 25 years, Scarsin has served life sciences and public health forecasters with the simple tools they need and the powerful insights they demand. We work with life sciences leaders and public health agencies to make enterprise forecasting faster, more accurate and more flexible.

Operational plans  
Long range plans  
Consolidations  
Ad hoc reports  
Scenario modelling  
Epidemiology models



**Scarsin**

Fast. Intuitive. Simple.

+1.905.852.0086 • [info@scarsin.com](mailto:info@scarsin.com)

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