



SAP® Business ByDesign® or how to be ready for future growth

ONXEO, a leading biotechnology company specialized in the treatment of orphan diseases, is dedicated to developing innovative drugs with high clinical and therapeutic value, particularly for patients suffering from rare forms of cancer. Created in 2014 by the merger between BioAlliance Pharma (France) and TopoTarget (Denmark), the ONXEO group wanted to ensure its long-term growth and find an integrated management tool. This tool had to adapt to the very specific context of the biotechnology and pharmaceutical R&D industry, while also performing in a globalized context.

Before: challenges and opportunities

- Coordinating workflows between a wide range of professions.
- Handling the significant use of outsourcing companies with good management and clear processes
- Absorbing rapid external growth
- Finding a multi-company management tool with a global alignment
- Finding an integrated solution that combines finance, purchasing, sales and inventory

Why SAP ?

- It offers the best functional coverage on the market
- Its ergonomics adapt to the needs of an SME
- Its costs are in line with budgetary constraints

After: value-driven results

- The tool is both flexible and scalable, allowing you to plan for future growth
- Ultimately, management methods and processes are the same for all group companies
- The ERP allows budget control and purchasing management in a single tool
- Implementing the solution facilitates and strengthens overall management

“Thanks to SAP® Business ByDesign®, our teams are more efficient and our ERP is scalable for the coming years.”

Nicolas Fellmann, Chief Financial Officer, ONXEO



16

weeks of implementation

60

users

2

locations: Paris (FR) and Copenhagen (DK)

+100%

Turnover (1st half 2017 vs. 2016)



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Industry

Biotechnologies

Products and services

Development of innovative drugs for the treatment of orphan diseases

Employees

60

Turnover

4,42 Mio € (2016)

SAP Solution

SAP® Business ByDesign®

