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SAP Analytics Cloud for Healthcare Industry



ANALYTICS MAKING THE MOST OF HEALTHCARE:

- A manufacturing company that produces medical devices and equipment was unable to understand the current demand of the public. And they were producing everything, instead of producing only those things that are more in demand. In this way, the customer base for the manufacturing company decreased as they were able to predict the current or upcoming trends in the market and provide accordingly. The insights provided SAP Analytics Cloud helped the manufacturer to align workflows accordingly so that the overhead costs could be reduced and the final price can also be brought down accordingly.
- A company that is involved in designing and manufacturing medicines was unable to maintain a constant quality in their processes. Having a 24 hours surveillance of the different processes is a very crucial step. Having sensors in the system makes this surveillance and monitoring system automatic with the help of IoT. Here the data is directly sent to a central cloud based server which compares it with the standardized values and determines if anything should be changed or not. This ensures that the company can maintain the quality and that the output is uniform so that the customers can rely on the company.
- A hospital body was unable to manage the recent increase in the number of covid and non-covid patients. This problem was solved by using the advanced analytical powers of SAP Analytics Cloud. It ensured that the doctor's approaches are the best that can be offered and it also provided a proper overview of the treatment patterns. The analytics system analysed problems in the management system of the hospital and informed the authority for changing this to improve the performance. Due to the advent of Covid 19, there has been a shift in attention to those patients. But the SAP Analytics cloud ensured that a healthy balance is maintained between covid and non-covid patients' treatments.

INTEGRATION AT ITS BEST!

- **Helpful for actionable insights:**

SAP Analytics Cloud helps in providing valuable insights with the data it collects from different business processes. This insight becomes very important when there is a need for making critical decisions regarding the business.

- **Enables collaborative work:**

The analytics platform uses an SAP HANA Cloud based platform, which means that anyone with access can make a contribution to this cloud. This is a very important feature that supports the collaborative work of the employees.

- **Advanced features like AI and ML:**

The Analytics Cloud is also equipped with advanced features like AI and machine learning that allow the system to predict future scenarios. The platform recognizes the hidden patterns and examines those by putting future parameters in the system.





SAP Analytics Cloud allows Healthcare equipment manufacturer to maintain high quality with increased demands

CASE STUDY:1

ABOUT CUSTOMER

A multinational healthcare equipment manufacturer was unable to meet the growing demands of life support equipment since the onset of the Covid. They are unable to maintain a balance between quality and quantity which is very important at this point in time. That is why they availed our services to integrate their existing smart business monitoring system with SAP Analytics Cloud. This will help them in providing insights about the company's products and will also suggest reforms to improve efficiency.

PROJECT HIGHLIGHT

- Ensuring quality of the product is maintained
- Understanding the patient's requirements and meeting those

THE RESOLUTION

The manufacturer was able to rely on SAP Analytics Cloud to increase sales greatly as they were focussing on both covid and non-covid patient's needs at the same time efficiently. The predictive system helped the company to remain prepared for any future changes that might occur.

KEY BENEFITS

- Cloud interface allowed a collaborative environment for different departments
- Insights helped in changing processes for improved quality

TOP BENEFITS

- Product prices get reduced by 8%
- Sales increased by 46%

PRE MIGRATION STATE

- The manufacturing process was focused only on the needs of the Covid patients
- Decisions were taken instinctively and not on the basis of any insights

KEY CHALLENGES

- Deciding the new processes start efficient manufacturing
- Understanding the requirements of the consumers based on the insights

ACHIEVEMENTS

- The company has been able to create a loyal user base for its products
- Their consistent quality makes their products the first choice of many professionals



SAP Analytics Services help pharmaceutical manufacturer develop medicines faster than ever

CASE STUDY:2

ABOUT CUSTOMER

In this pandemic, there has been a rise in the number of diseases that require immediate medicines. But as these cases are new pharmaceutical companies like our client are not able to provide immediate solutions. Intense research and testing processes are required which is made possible by the adoption of SAP Analytics Cloud.

PROJECT HIGHLIGHT

- Conducting research and development to develop medicines
- A faster decision making process ensures a faster supply of medicines

THE RESOLUTION

The company was properly able to understand the reason for those diseases and was able to develop medicines that the patients required. A powerful analysis software ensured that the company will be ready for future changes in the pattern of the disease.

KEY BENEFITS

- Cloud platform ensures a collaborative effort from every member of the group
- Having better insights allowed in reaching the solution faster

- Faster testing and commercialization

TOP BENEFITS

- The research process became faster by 30%
- Medicinal cost got reduced by 15%
- Operational efficiency increased by 25%

PRE MIGRATION STATE

- No well-defined research and manufacturing system
- Unable to understand what the customer needs

KEY CHALLENGES

- Changing existing processes with newer alternatives
- Understanding the insights properly to make efficient decisions
- Connecting different departments via the cloud to improve work efficiency

ACHIEVEMENTS

- Customers started gaining trust in the company's products
- Faster decisions ensure that the product will reach the market faster as well
- Lower overhead losses make room for reduced selling price



Healthcare center uses SAP Analytics Cloud services for faster recovery of patients

CASE STUDY:3

ABOUT CUSTOMER

Healthcare centers are under a lot of stress due to the ongoing pandemic conditions. They have to treat patients where even a small chance of any error is not allowed. To ensure proper treatment and proper diagnosis of the patient our client has been relying on Analytics Cloud. This helps them in understanding diseases at an early stage and treat them effectively.

PROJECT HIGHLIGHT

- Ensuring proper treatment as early as possible
- Providing affordable treatment facilities
- Ensuring smoother workflow for proper efficient treatment

THE RESOLUTION

The healthcare center was able to use the powerful analytics and predictive features of SAP Analytics Cloud for early identification and treatment of the patients. A faster decision making process helped in treating a high number of patients simultaneously during this pandemic period.

KEY BENEFITS

- Faster treatment procedures
- Efficient diagnosis and medication

- Early-stage disease identification

TOP BENEFITS

- Faster treatment by 30%
- The customer base increased by 43%
- Unwanted losses reduced by 15%

PRE MIGRATION STATE

- Absence of any analytics system
- Treatment was lengthy and costly
- Lack of predictive analysis made the system very fragile and unbalanced

KEY CHALLENGES

- Making staffs and doctors aware of the analytics system for best results
- Treating different types of diseases simultaneously without losing quality

ACHIEVEMENTS

- Patients have started trusting them more for their services
- More patients are getting treated every day, so business is prospering
- Lower costs are giving them an edge over other competitors



CONCLUSION

SAP Analytics Cloud is a very powerful tool for the healthcare industry as it enables the hospital authorities to have a better diagnostic procedure for different diseases. Apart from this it also allows the hospitals to have a better understanding of their performance and identify flaws in the system. Having an in-depth understanding helps in faster and more efficient decision making processes. ML and AI powered predictive analysis displays the condition of the decisions for future scenarios and ensures that the best possible decision is made.



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