



Our reference: **Sentipharm A.G.**

Sentipharm, part of the Schering Plough group and the largest International Distribution Center of the Pharma Division, moved about a year ago into a newly built, state of the art facility. Due to the drastic change in the internal flow of the materials, we were forced to review our SAP based WMS. It became obvious we needed to enhance the system with the fairly recent available TRM capabilities. As my experiences with newly developed software were not very great, I was very skeptical as to a smooth and successful outcome.

This is the moment when Danny Vandijck from akquinet came in to give us support. His approach is very refreshing in the sense that he thinks with you rather than execute what he is being told. It is an example of true pragmatism and a high level of commitment while staying on top of a customer centered, well oiled organization. And it is because of the dialogue and open working relationship that you as the customer get the right feeling about the progress of the implementation and more importantly that you realize that you really get what you were promised!

One of their biggest strengths is that they show the enhancements in a SAP testing environment rather than presenting powerpoints, so you get

convinced from the live demo's and not from words only.

Now that the TRM enhancements went live, these are some of the remarkable highlights as real testimonials from our people on the floor:

- The output is faster than before.
- Now we have an overview of the actual workload in an easy way .
- Now we can speed up the picking and packing of deliveries by prioritizing the delivery.
- It is more easy to give the combitruck its specific work areas.
- We only have to log on to 1 device and not change anymore.
- Put away is done directly during picking, we don't need to change anything.
- The standard mode of SAP is still working.
- We only need to arrange the work once than we can do something else.

Words speak for themselves, and I can only thank Danny and his Remote team for these accomplishments. We are really benefiting from day one already thanks to their hard work in optimizing the module!

**Patrik Latin, General Manager
Sentipharm A.G.**