

Agenus Drives Internal Transformation with Apps Associates Through Oracle Fusion Cloud Migration



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Agenus, a leading clinical-stage biopharmaceutical company specializing in cancer immunotherapies, recognized the need to modernize its platforms for commercialization. After more than 15 years of relying on the same legacy Oracle ERP system, Agenus sought to update its systems to enhance its financial processes, supply chain efficiencies, and overall agility. Choosing to partner with Apps Associates due to the company's expertise in Oracle implementations for life science companies, Agenus embarked on a journey to migrate to Oracle Fusion Cloud.

The Challenge: Enhancing Cloud Functionality on a Budget

Leading up to the migration, Agenus had been collaborating with other leading oncology companies for Phase 2 and Phase 3 trials. The company had also celebrated expanding its research and development capabilities through the successful acquisitions of SaponiQx, a biopharmaceutical company, and Mink Therapeutics, a clinical-stage precision oncology company. However, each acquisition introduced its own disconnected platforms and procedures, contributing additional hurdles to the already lengthy, manual process related to finance and reporting. Additionally, their legacy ERP lacked critical functionality required for a commercial biotech company, such as mobile accessibility, integrated supplier catalogs, and robust supply chain management. With multiple business units and various medicines slated for commercial production, Agenus knew it needed to upgrade its highly customized Oracle R12 suite to streamline, scale, and efficiently manage finance and inventory across the enterprise.

Moreover, due to industry-wide challenges seen in the biotech funding environment during the second half of the year, the company knew it needed a life science savvy implementation partner who possessed the knowledge to respect the complex regulatory environment of the life sciences industry and good execution capabilities.

Building a Successful Life Science Cloud Migration Roadmap

Agenus set out to achieve several key objectives through their cloud transformation:

1. Equip the company with a modern life science platform capable of scaling to meet future growth.
2. Standardize financial processes and consolidate data across acquired entities for reporting in a single system.
3. Streamline critical end-to-end processes such as manufacturing, time and budget tracking, purchasing, and inventory management.

4. Introduce automation and mobile access to move beyond legacy processes reliant on desktop access and paper.
5. Ensure compliance throughout the implementation to adhere to FDA regulations.
6. Complete the cloud transformation on time and under budget.

The Solution: A Tailored Cloud Implementation Approach

After careful consideration Agenesis decided to move away from its original plan of upgrading its Oracle R12 suite in favor of implementing Oracle Fusion Cloud—empowering the company to streamline, scale, and manage finance and inventory more efficiently. Agenesis selected Apps Associates over other leading Oracle partners because Apps brought a wealth of experience in life sciences, pre-built industry content, and a team of seasoned consultants who could help drive process changes to align with Agenesis' project goals. They conducted a thorough analysis of Agenesis' end-to-end processes, redesigning them to a cloud industry best practice model, and driving productivity through automation and streamlined processes.

Apps Associates guided Agenesis throughout the transformation, collaborating closely with its team to train users and conducting rigorous testing leading up to the go-live phase. Apps Associates provided test scripts for evaluating the functionality of the new system and collaborated with end users to drive training and user adoption. During this process, Apps worked with and guided approximately 10% of Agenesis' staff through design and testing.

Apps Associates' approach included thoughtful change management and training programs tailored to employees with varying needs. This approach ensured strong end user adoption and a smooth post go-live transition. End users developed a thorough understanding of how to maximize the system's potential, increase efficiency and obtain

visibility across the entire organization. Throughout the project, Apps demonstrated flexibility and adaptability, adjusting its approach based on Agenesis' evolving needs and budget constraints.

“As a pre-commercial bio company, we were particularly concerned about the implementation and post-launch application support costs,” said Craig Winter, CIO at Agenesis, who worked closely with Apps throughout the implementation. “We provided Apps with a budget, and they efficiently tailored a support package within our financial goals. We’re immensely grateful for their flexibility. Moreover, since the implementation project came in under budget, we could allocate the surplus towards investing in Apps’ Managed Services for ongoing support.”

The Results: Agenesis' Transformative Results with Oracle Fusion Cloud

The successful implementation of Oracle Fusion Cloud by Apps Associates has yielded significant benefits for Agenesis:

- Optimized finance function with over a 50% reduction in quarter-end and year-end reporting efforts.
- Modernized, compliant GxP supply chain platform to take advantage of the new manufacturing facility and maximize workforce efficiency.
- Improved supply chain efficiency through barcode scanning and mobile access, facilitating streamlined operations.
- Automated integration from Concur expense management to Oracle ERP, eliminating the need for manual re-keying of data.
- Fully validated GxP solution with clear, easy to maintain requirements and test scripts.
- Updated, easy to follow system usage SOPs.
- Streamlined bank integrations and auto reconciliation, eliminating manual effort.
- Agile and scalable growth engine to innovate and capitalize on new opportunities in a dynamic life science industry.

Deriving the Full Value of Oracle with Managed Services Support

The successful migration to Oracle Fusion Cloud has empowered Agenesis with a modern, scalable, and agile platform to support its growth and upcoming product releases. Agenesis successfully launched Oracle Fusion Cloud across the entire organization on time and under budget. With Apps Associates' expertise and guidance, the company has overcome challenges, streamlined operations, and positioned itself for success in the competitive biopharmaceutical industry.

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We genuinely view Apps Associates as more than just a vendor; they're a true partner. From top to bottom, their collaboration has been exceptional,” said Craig Winter, CIO.
“We look forward to continuing our collaboration as we expand our operations post-commercialization.

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Agenesis continues to collaborate with Apps Associates for managed services to maximize the value derived from their Oracle investment.

About Apps Associates

Apps Associates is a premier enterprise applications and technology advisor, counseling and executing across every stage of the enterprise transformation journey - not just the destination. For more than two decades, Apps Associates has closely collaborated with decision makers across nearly every industry, offering end-to-end integration, modernization, and cloud migration services. By helping to break down the silos within today's most complex business challenges, Apps Associates is unlocking solutions and efficiencies that scale into future opportunities.

To learn more about how Apps Associates can help you align your business with the right technology, visit: www.appsassociates.com, or follow Apps Associates on social media on [YouTube](#) and [LinkedIn](#).

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