

# Integrated Operations, Improved Planning and Enhanced Decision-making for Public Health Research and Consulting Firm with ORION ERP solution



---

Industry  
Public health research and consulting

Number of employees\*  
500 US-based professionals  
1,600 overseas staff

Locations  
Headquarters - Boston, Massachusetts  
8 offices across USA  
40+ international offices

Revenue  
US\$ 196 Million (2014)

Customer since  
2013-14

---

## The customer

The client, John Snow Inc. (JSI), is a public health research and consulting firm dedicated to improving the health of individuals and communities in the US and around the globe. The client partners with agencies that are among the most trusted names in international public health and development.

JSI is also an implementation partner for the USAID-Deliver Project, funded by USAID where they worked in partnership with ministries of health and other organisations to improve health outcomes in developing countries by increasing the availability of essential health supplies. The project has a specific focus on family planning, malaria, emerging pandemic threats and maternal and child health programmes. As part of this project JSI provided technical assistance and health commodities to public and private organisations around the world using supply chain best practices.

The client is based in Boston, Massachusetts and has eight offices across the United States and more than 40 international offices employing more than 2000 professionals globally.



## Challenges

The client was using a bespoke software package to support its customer's central commodity procurement operations. The package was not scalable or extensible to meet all their requirements as the customer's needs evolved especially in the context of USAID-Deliver Project. This affected the supply chain operations and requirements of the client.

## Solution

The client decided that they required a fully integrated ERP suite and evaluated several alternatives. ORION ERP software was chosen for the USAID-Deliver Project operations.

The ORION ERP solution was customisable and user-friendly and comprised Financial, Procurement, Inventory, Sales, EDI, and Funding modules. With ORION, the company had greater visibility into orders, shipment status, funding, stock in hand, and production commitments. It also ensured quick generation of reports and provided timely availability of information. ORION also integrated with the company's 3PL warehousing and freight forwarding partners using EDI. This integration allowed near real-time availability of information.

## Benefits

The customer achieved several benefits that were critical to the operations, such as:

- Better management of funding across numerous client accounts
- Improved planning and decision-making
- Improved operations by linking the finance, freight, procurement, inventory management, and customer order management units
- Easier access to data, anytime and anywhere
- Improved data quality with built-in checks and tickler reports
- Tighter integration with 3PL service providers such as warehouse and freight forwarders

### Request a Demo



For more information, talk to us today.  
Send an email to: [orion.erp@3i-infotech.com](mailto:orion.erp@3i-infotech.com)

#### Corporate Headquarters

3i Infotech Ltd. Tower # 5,  
3rd to 6th Floors International Infotech Park,  
Vashi, Navi Mumbai 400 703  
Tel: ( +91 22 ) 7123 8000  
<http://3i-infotech.com/content/erp/>



#### Global Offices

Bahrain +973 17 536703  
India +91 44 6699 0000, +91 80 3993 4001/ 2/ 3/ 4/ 5  
+91 44 7162 2000, +91 80 7180 0300, +91 22 7123 8000,  
+91 22 6792 8000  
Kenya +254 20 2712477 / 2712478  
Kingdom of Saudi Arabia +966 1 464 3391  
Malaysia +60 3 2786 8500  
Singapore +65 6511 1599  
Thailand +66 2 659 5879  
United Arab Emirates +971 (4) 3914900  
United Kingdom +44 7501462973, + 44 2075417504  
USA +1 732 710 4444