

MannKind Corporation



## **MannKind Corporation Chooses Microsoft Business Solutions–Great Plains**

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***MannKind Corporation is a biopharmaceutical company developing innovative products and drug delivery systems to treat and prevent chronic diseases. Microsoft® Business Solutions–Great Plains® with Merit Life Sciences was chosen as the system to manage MannKind Corporations operations, ensuring their stability during a time of dramatic growth.***

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### **Situation**

MannKind Corporation needed to upgrade from an existing accounting software application that they had chosen during their start-up phase to a complete system that would handle everything from financials to engineering to production. It needed to allow them to be compliant with FDA requirements. “We initially chose QuickBooks to get us through the start-up phase,” says Aaron Carroll, Information Technology Manager for MannKind, “But the need for sophisticated raw materials tracking and product traceability meant QuickBooks was not a long-term solution.”

### **Exacting Needs**

As a growing business, MannKind Corporation realized the importance of having a system that could cover all aspects of their operations and grow with them as their business grew. A software solution needed to be able to scale to handle this type of growth.

When considering Microsoft–Great Plains, MannKind Corporation was pleased with the core capabilities and evaluated the package for FDA compliance as well as specific manufacturing functionality. “The integration was key. We brought together accounting, manufacturing, and quality control groups and reviewed every aspect of the system before selecting [Microsoft Business Solutions].”

### **Solution**

Due to their quick growth and accelerated timelines, MannKind Corporation had to carefully consider their options. A competitive review process identified Microsoft Business Solutions–Great Plains as the best fit for their needs. MannKind recognized that it was a solution from a company known as an industry standards leader, and one certain to be a leader into the future.

### Solution Overview

#### **Customer Profile**

MannKind Corporation is a biopharmaceutical company developing and producing innovative products and drug delivery systems to treat and prevent chronic diseases.

#### **Business Situation**

MannKind needed to upgrade from an existing accounting software application they had chosen during their start-up phase to a complete system that would handle everything from financials to engineering to production. What’s more, it needed to allow MannKind to be compliant with FDA requirements.

#### **Solution**

Microsoft Business Solutions with Merit Life Sciences provides an FDA-compliant solution on standardized technology with integrated financial, engineering and production information.

#### **Benefits**

- FDA compliance
- Integrated system strength
- Easy-to-access information
- Distributed, on-demand reporting

#### **Software and Services**

Microsoft Business Solutions–Great Plains  
Manufacturing  
Financial  
Supply Chain Management  
Customization Tools  
Human Resources/ Payroll  
Microsoft SQL Server 2000  
Microsoft Windows™ Server 2000  
Merit Life Science -  
Audit Trails  
QA Extensions with Electronic Signature

#### **Partners**

Merit Solutions, Inc.

## The Choice Was Easy

MannKind Corporation selected Microsoft Business Solutions—Great Plains with Merit Life Sciences and implemented financial management, human resource management, manufacturing, customization tools, and Merit Life Sciences Audit Trails and QA Extensions. The company chose the system for its ease of use, the extensive functionality needed to meet unique requirements, and because it is well supported by the company and a network of partners.

MannKind is successfully using Microsoft Business Solutions—Great Plains with Merit Life Sciences to meet their special materials management and manufacturing requirements with a view to FDA compliance. “We’re really impressed with the way Microsoft Business Solutions—Great Plains addressed all our needs,” Carroll says. Partner Merit Solutions had experience appropriate to MannKind Corporation’s requirements.

The company’s desire for sophisticated raw materials tracking and reporting required a solutions partner with particular skills and capabilities to support such needs. “The ability to trace lot numbers is important,” Carroll says. “Merit (Microsoft partner) extended Microsoft Business Solutions—Great Plains system capabilities for forward and backward tracking of material lots through production, manufacturing, and out the door to the customers. Merit Solutions provided the system deployment expertise in an assured and conformant configuration.”

## Benefits

- **Meets FDA Requirements**—Merit Audit Trail software provides a complete change history of important system documentation such as purchasing, receiving and inventory transactions and records, as well as inventory quarantine status, and supplier records.
- **Integrated System Strength**—As a result of managing all business activities with an integrated solution, MannKind Corporation is able to minimize time and errors that can occur as a result of repetitive data entry activities.
- **Easy access to information**—The Microsoft user interface gives employees access to a wealth of data and information in real time, enabling them to perform their tasks quicker and more effectively.
- **Distributed, On-Demand Reporting**—The power of Crystal Web Distribution allows user groups to access their own customized reports. On-demand report access has resulted in greater efficiency and improved reporting of critical business information across the organization.

Microsoft Business Solutions offers a wide range of integrated, end-to-end business applications and services designed to help small, mid-market and corporate businesses become more connected with customers, employees, partners and suppliers.

For more information about Microsoft Business Solutions, go to:  
<http://www.microsoft.com/BusinessSolutions>

*“I am convinced that Microsoft Business Solutions with ePlains Life Sciences is the best choice we could have made for our organization and believe it is the best solution for firms managing FDA-significant processes within their systems.”*

Aaron Carroll  
Information Technology Manager  
MannKind Corporation

## ***For More Information***

For more information about Microsoft products and services, call the Microsoft Sales Information Center at (800) 426-9400. In Canada, call the Microsoft Canada Information Centre at (877) 568-2495. Customers who are deaf or hard-of-hearing can reach Microsoft text telephone (TTY/TDD) services at (800) 892-5234 in the United States or (905) 568-9641 in Canada. Outside the 50 United States and Canada, please contact your local Microsoft subsidiary. To access information using the World Wide Web, go to:  
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For more information about MannKind (MannKind) products and services, call (661) 257-3950 or visit the Web site at:  
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