



Client Success Story

SCYNEXIS Finds a Business Management System That Fits What Their Company Does

Company Profile

Client:

SCYNEXIS®

Web Site:

www.scynexis.com

Client Size:

140 employees, including contractors

Years in Business:

Established in 2000

Location:

Research Triangle Park, NC

Client Profile:

SCYNEXIS is a drug discovery and development company delivering drug pipeline solutions to human and animal health pharmaceutical and global health partners.

Microsoft Dynamics GP Solution:

Distribution, Financial and Project Accounting Series for five users



BUSINESS READY SOLUTIONS, LLC

The Challenge

As a premier drug discovery and development company, SCYNEXIS was growing rapidly and expanding its fee-based drug discovery work for pharmaceutical and biotech companies while developing its own products, most notably in the new area of cyclophilin inhibition.

SCYNEXIS was taking on more projects and needed to capture its costs on a per project basis to evaluate their financial success and make key strategic decisions. Its previous business management system did not have that capability. SCYNEXIS also needed a system that would enable its employees to be as efficient as possible without having to significantly grow its support staff.

John Griffin, Financial Controller for SCYNEXIS, explains their old system was not geared for what the company did. It did not provide the in-depth data SCYNEXIS needed to analyze its business units.

"More than anything, we didn't have the ability to accurately distribute our costs on a project basis. Our information was lumped together and difficult to carve up. As an accountant, it made me nervous when our management team had to rely on information based on estimates when making important company decisions."

SCYNEXIS needed a customized financial management system that could keep pace with its change and growth, help manage its numerous projects, improve the productivity of its staff, and provide the analysis and reporting it required.

The Solution

Griffin evaluated different business management systems and chose Microsoft Dynamics GP, a complete and scalable business management solution with robust financial and operational functionality such as business intelligence reporting, budgeting and forecasting. Microsoft Dynamics GP gives SCYNEXIS the ability to easily change their account structure to determine profitability on a business unit basis.

SCYNEXIS chose Business Ready Solutions to implement and support Microsoft Dynamics GP because they felt the company was completely focused on doing this type of implementation and was very familiar with the product.

"Business Ready Solutions took the time to really listen to what we needed and get to know our business so they could make a good recommendation," says Griffin. "They were particularly helpful in seeking out and recommending Paramount's WorkPlace solution, a purchase requisition system that integrates with Microsoft Dynamics GP and provides our team with an effective tool for ordering from our suppliers and getting it approved internally." Another big factor for SCYNEXIS in selecting Business Ready Solutions is they are local



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"I don't know if there are a lot of 140-person companies like SCYNEXIS that do over \$30M in revenue every year with one purchasing agent, one AP clerk, and an accounting manager. That's a pretty lean staff, and it's a big plus for us. Business Ready Solutions, together with Microsoft Dynamics GP, allows us to do that."

John Griffin
Financial Controller
SCYNEXIS

About Business Ready Solutions

Business Ready Solutions, LLC is a consulting practice that provides Microsoft Dynamics GP software implementation and support along with business process and accounting consulting for small and mid-sized businesses.

As a Microsoft Certified Partner, we are more than just a software vendor. Our team of outstanding accountants, CPAs, Microsoft Certified Professionals and consultants is a broad-based resource with deep expertise to improve business processes and maximize your technology investment.



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and accessible for 30-minute site visits to solve a problem without driving up support costs.

The implementation of Microsoft Dynamics GP included Business Ready Solution's four-phase approach: Project Planning, Functional Design, Pilot Program, and Implementation. Business Ready Solutions also installed Microsoft FRx, Crystal Reports and Paramount Workplace Suite with Microsoft Dynamics GP. This gives SCYNEXIS more flexibility to manage projects and build a dozen business units they can manipulate and analyze, as opposed to their old system that was limited to cost centers.

Implementation went very well, according to Griffin. He was impressed with Business Ready Solution's experience, technical skills, and customized approach to the project. Griffin notes how much Business Ready Solutions did behind the scenes to set everything up and install the hardware and software. The training was tailored to SCYNEXIS' users and solution. Business Ready Solutions also provided post-implementation support through the first 90 days after the implementation date. A closing meeting determined required levels of service needed for SCYNEXIS to optimize Microsoft Dynamics GP.

"Business Ready Solutions spent a lot of time with us," explains Griffin, "teaching us how to do things so we could maintain the system as we grew. They also built customized reports for us and were very involved after the go-live date, which ensured they didn't have to come back whenever we wanted some small change to be made."

The Results

With Microsoft Dynamics GP, SCYNEXIS gained a business management system that is highly tailored to their company's needs, resulting in three primary benefits for the company:

- The ability to be as efficient and productive as possible
- The ability to grow while their support staff remains small
- The flexibility to do things the way they need to

SCYNEXIS is now able to drill down within an account and get to the details that make up a balance, which helps in annual budgeting and monthly actual vs. budget variance analysis. In the budgeting process, Microsoft Dynamics GP also allows SCYNEXIS to drill back and determine if a balance for the year is typical or not and why. With in-depth analysis capabilities, Microsoft Dynamics GP makes it much easier for them to tell which business units are doing well and which ones are not, and where to focus their attention to improve the company's performance.

"We're very happy with Microsoft Dynamics GP," says Griffin. "We still have a lot of ability to grow and will not run into a situation where we need to replace the solution if we get any bigger. We could get dramatically bigger and Microsoft Dynamics GP is still a solid solution to meet our needs."

SCYNEXIS' partnership with Business Ready Solutions has helped them get the best possible results from Microsoft Dynamics GP. According to Griffin, "the customer service we receive from Business Ready Solutions is excellent. Everyone is very responsive and friendly, and team members are extremely knowledgeable about Microsoft Dynamics GP. They are clearly happy to help anytime we call with basic questions as well as out-of-the-ordinary problems."