

How Can Enhanced Financial Accounting Lead to Better Medical Outcomes?

Medical facilities need excellent management if they are to provide state-of-the-art healthcare services. Sogo Medical Company Ltd. provides management support to medical institutions and physicians across Japan and manages more than 680 prescription-filling drugstores. The company was on a mission to develop new businesses, expand and strengthen existing businesses, and increase corporate value. To do this, it needed to equip management teams to make quick decisions in response to a rapidly changing business environment.

Working with ABeam Consulting, Sogo Medical implemented a new financial accounting system in the cloud using the SAP S/4HANA® Finance solution as its core engine. Advanced management accounting capability, standardized business processes, and redesigned HR training have all contributed to a solid management base that can facilitate growth. The company is now more competitive, more responsive to new laws and regulations, and better placed to promote “Good Medical Practice Through Good Management.”



“We offer all clients **total consulting-based medical management support**. Our new solution gives us better visibility and helps us realize our vision of a unique healthcare business model for Japan.”

General Manager, Sogo Medical Company Ltd.

With SAP® S/4HANA Finance, Sogo Medical has a detailed picture of company data and is better positioned to capitalize on growth opportunities. This supports its mission to promote best practices in pharmacies across Japan and build a platform for regional healthcare networks using its industry-leading doctor-to-doctor medical support system.



Third

Ranking dispensing pharmacy chain in Japan



37

Healthcare support pharmacies



33%

Of physicians wanting to use the doctor-to-doctor system



300

Healthcare malls planned by 2020 (up from 75)



Sogo Medical Company Ltd.
Fukuoka, Japan
www.sogo-medical.co.jp

Industry
Healthcare

Products and Services
Hospital management consulting, recruiting and establishment support for physicians, management of prescription-filling drugstores, sale of nonprescription drugs and nursing care equipment, and leasing and sales of medical equipment

Employees
5,711

Revenue
¥122,216 billion (US\$1.12 billion)
(year ending March 2017)

SAP Solutions
SAP S/4HANA® Finance solution

Working Toward Delivering Better Healthcare for All Citizens

Healthcare consultant Sogo Medical worked with ABeam Consulting to implement a new financial accounting system using SAP S/4HANA Finance. Now the company has a stronger platform that supports its mission to build a better society by promoting good medical practice.

Before: Challenges and Opportunities

- Integrate financial and management accounting systems to achieve consistency, reduce verification work, and increase data accuracy
- Achieve data consistency throughout the group by unifying master data
- Implement a cloud solution for disaster discovery with data backed up at several locations nationwide to minimize potential downtime

Why SAP and ABeam Consulting

- A common view of all financial and operational data with flexible, easily consumable reporting and automated processes
- Instant evaluation of the financial implications of business options with real-time analytics, prediction, and simulation capabilities
- ABeam Consulting for its focus on client success

After: Value-Driven Results

- Enhanced data analysis with detailed real-time transaction data from business units and dispensing pharmacies
- Increased efficiency thanks to paperless management and the ability to respond to audits with digital data
- Improved decision making due to timely understanding of key management information, including the profitability of businesses, projects, and clients

“We can now analyze transaction data in detail and access real-time data for accounting and nonaccounting purposes. This helps us make smart decisions more efficiently.”

Yoshiaki Nagano, General Manager, IT Planning Department, Corporate Planning Division, Sogo Medical Company Ltd.



Featured Partner



100%

Coordination with the core business system

7 days

To complete an asset depreciation tax return, down from 2 months

Simplified

Financial closing

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