



HyGen Pharmaceuticals

HyGen Pharmaceuticals Uses Cloud-Based Services from the Systems House, Inc. Powered by Rocket U2 Technology, the Solution Offers Rapid Response to Customers while Providing a Foundation for Solid Business Growth

HyGen Pharmaceuticals is a national wholesale distributor of generic prescription pharmaceutical products based in Bellevue, Washington. Founded in 1993, the Company is among the first to be established with the goal of bringing lower priced generics to the Northwest. HyGen is a leading provider of generic prescription pharmaceuticals to retail pharmacies, mail order pharmacies, small chain pharmacies, and other types of pharmacies across the nation. By working closely with vendors and by responding to ever-changing market conditions, they are able to provide low cost prescription products to pharmacies in 40 states.

Market Demands Required a New IT Solution

To meet ever-changing market requirements, HyGen needed a new IT infrastructure. The company was using several different software systems, which limited its ability to create an integrated view of all of its business information. HyGen Pharmaceuticals wanted to better manage its business operations and be able to respond to increased regulatory and reporting requirements. Improvements in these areas would help to create a foundation for future business growth and support the ultimate goal of providing quality patient services. At the same time, the company was sensitive to the costs of a new system, both initially and throughout its lifetime.

Cloud-Based System is the Right Solution

HyGen opted for a cloud computing system that allowed it to access the new technology it needed via the Internet. By doing so, it kept costs low while improving its ability to effectively manage its supply chain. HyGen chose The Systems House, of Clifton, New Jersey, to deliver its new system as a service. The Systems House's Master Distribution System (MDS) software, tailored to the needs of healthcare supply distributors, can be managed either by a client on its own premises or as a service, hosted remotely on IBM AIX software and taking advantage of Rocket Software's UniVerse Database technology. Of The Systems House's new customers in 2008, over 75% chose to access their software via the cloud-based delivery model.

"Healthcare supply distributors play a critical role in the industry and are not immune to the challenges of reducing the cost of care for patients. With Rocket U2 technology and support, we've been able to deliver MDS as an affordable service, helping distributors to better manage their costs, become more efficient and meet the level of service their customers demand," said David Fertig, Vice President of Technical Services, The Systems House, Inc.

HyGen Pharmaceuticals Bellevue, Washington

Hygen Pharmaceuticals turned to a cloud-based solution, powered by Rocket UniVerse, to lower IT costs and increase business controls. Better control of inventory has also increased efficiency and profits, allowing them to offer significant savings to retailers in their distribution channel.



Business Processes Improve Profitability

With increased business control and an instant view of all operational activity, HyGen now has the ability to catch invoices going out below minimum margins, decrease inventory levels on products that no longer sell, and provide customers with documentation when they attempt to return items that were not purchased from the company. Using lot and serial tracking, HyGen can also create e-pedigree documentation for “track and trace” on drugs throughout the supply chain. All of these functions allow the company to focus on growing its business through new opportunities instead of dealing with the daily operational and technology issues associated with running a small-to-medium business.

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David Fertig
Vice President of Technical Services
The Systems House, Inc.

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