



# Industry: MEDICAL

## Knipper



Knipper Health is a leading force in the healthcare industry, serving the pharmaceutical, biotechnology, & medical device industries for more than 35 years. Our mission is to help our clients manage their brands anywhere in the product life cycle for enhanced patient well-being. We purpose-build answers specifically to address a comprehensive range of client challenges from marketing and sample management (MSM) to third-party logistics (3PL) to custom pharmacy solutions (CPS).

**HQ:** Lakewood, NJ **Founded:** 1986 **Employees:** 501-1,000

**Existing ERP:** Dynamics AX

**Other systems:** Dynamics 365, Salesforce, Snowflake, PowerBI, Others

**Customer Challenges:** Multiple ERPs and manual processes leading to inconsistent data and process mappings.

**Deal Competitors:** Dynamics 365

**Why we Won:** Won due to running a BSA assessment to support the NS case.

**Caravel teams:**

Caila Cohen

## NetSuite Implementation

**NetSuite sales**

**team:** Ellie  
Scharlotte

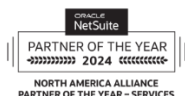
**NetSuite:** Financials First

**Methodology:** Design Phase First

**Modules:** Record To Report, Procure to Pay, Design to Build, Order to Cash, Project to Cash

**Interfaces:** To be confirmed during design

**Approach:** Knipper will be embarking on a NetSuite design phase inclusive of prototyping to validate final ERP and integration design

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