

## Genpact and BPI Technologies Are Partnering to Help Life Sciences Companies Transform Gross-to-Net Sales Operations

Genpact's Lean DigitalSM approach harnesses BPI's GTN Revenue Recognition Suite R2™ in a turnkey cloud-based solution supporting business decisions to grow profits and enhance commercial and regulatory compliance

IRVING, Texas and NEW YORK, April 19, 2016 /[PRNewswire](#)/ -- Genpact (NYSE: G), a global leader in digitally-powered business process management and services, and BPI Technologies, a leading provider of cloud-based gross-to-net sales (GTN) platform solutions, are partnering to help large pharmaceutical, biotech, and medical device companies automate GTN processes across data validation, price impact modeling, forecasting, accrual management, and reconciliation functions.

Current GTN processes deliver minimal business value-add while consuming valued cross-functional resources. The complexities of new contract mandates, regulatory initiatives, expanding government programs, and the shifting healthcare environment all compound the enormous difficulties in gaining business benefit from companies' GTN process. Data needed for GTN processes is increasingly becoming more complex and voluminous, and is typically managed using a non-compliant spreadsheet which is housed in multiple business functional silos. The pharma industry is spending too much valuable time collecting data instead of analyzing data to gain critical business insights to gain competitive advantages. Companies need an approach to mitigate these challenges in order to maximize their top- and bottom-line business benefits.

The Genpact-BPI joint solution addresses the above challenges by providing a single supplier for all GTN to help life sciences companies embrace advanced digital technology to evolve their operating models by reimagining operations making them more scalable. This also allows them to leverage business process outsourcing (BPO) services that extend client's talent and process excellence.

The Genpact-BPI joint solution typically delivers up to 25 percent more accurate forecasting, and can cut planning and forecasting process time by approximately 50 percent and can grow net price achievements up to as much as 10 percent. Further, it allows enterprises to eliminate the cost of poorly-designed internal and external linkages in their supply chain and significantly increases responsiveness to demand volatility.

"The partnership with BPI Technologies is another confirmation of Genpact's client-focused strategy of bringing world class technology platforms to our clients in a complete turn-key delivery model," **said B.K. Kalra, senior vice president and business leader, Consumer Goods, Retail, Life Sciences and Healthcare, Genpact.**

"This partnership eliminates the need for our clients to continuously invest in new technology and expensive upgrades."

"BPI Technologies is proud to partner with Genpact to help the life science industry gain visibility into GTN process performance, leading to substantial increases in efficiency and effectiveness, all driving an increase in both top-line and bottom-line revenue," **said Richard L. Burcham, chief executive officer at BPI Technologies.** "BPI's client list includes the world's best-managed companies. Our clients cover the spectrum in size and complexity. We look forward to significantly growing our life sciences client base through the business benefits derived from our partnership with Genpact."

## About BPI Technologies

BPI Technologies Corporation is a recognized leader for applying IT solutions to solve critical business requirements in the life sciences industry. BPI has been in business for over 30 years with employees worldwide, with a single focus entirely on the Life Sciences. BPI is the leading player in the Revenue Management and Revenue Recognition space with the industry leading Tier 1 software applications--- BPI Revenue Management RM™ and BPI GTN R2™. Our product suites are fully integrated with all of the major ERP applications including Oracle, JDE and SAP and are offered in 4 business models (On-Premise, Cloud, Hosted and Third Party Services). BPI's proven layered technology architecture allows BPI's many customers to maximize return on investment, while providing flexible configuration, power processing, and true multi-tenancy. For more information, visit [www.BPITechnologies.com](http://www.BPITechnologies.com).

## About Genpact

Genpact (NYSE: G) stands for "**generating business impact.**" We are a global leader in digitally-powered business process management and services. We architect the **Lean Digital<sup>SM</sup>** enterprise through our patented Smart Enterprise Processes (SEP<sup>SM</sup>) framework that reimagines our clients' operating model end-to-end, including the middle and back offices. This creates Intelligent Operations<sup>SM</sup> that we help design, transform, and run. The impact on our clients is a high return on transformation investments through growth, efficiency, and business agility. For two decades, first as a General Electric division and later as an independent company, we have been passionately serving our clients. Today, we generate impact for a few hundred strategic clients, including approximately one-fifth of the Fortune Global 500, and have grown to over 70,000 people in 25 countries, with key offices in New York City. The resulting business process and industry domain expertise and experience running complex operations are a unique heritage and focus that help us drive the best choices across technology, analytics, and organizational design. For additional information, visit [www.genpact.com](http://www.genpact.com). Follow Genpact on [Twitter](#), [Facebook](#), [LinkedIn](#), and [YouTube](#).

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