



CASE STUDY

In fully remote context, SGD Pharma Group migrates to myDiapason in record time!

« The choice of the myDiapason solution was driven by its excellent quality/price ratio, the professionalism of its responsive team and its great flexibility in reporting management.» »

Maxime Costentin -Adjunct treasurer, SGD Pharma

SGD Pharma Group Treasury

Centralized treasury
10 subsidiaries

7 partner
banks

Mainly **European** but also
American subsidiaries

Context and challenges of the TMS project

SGD Pharma is a world leader in the production of molded and tubular glass for the pharmaceutical industry. The group, which produces more than 2 billion glass vials and bottles per year, recorded sales of €326.9 million in 2021, providing exceptional quality packaging solutions dedicated to oral, nasal and other parenteral routes of administration for every therapeutic application. SGD Pharma customers worldwide benefit from its five ISO 15378 certified and GMP compliant manufacturing plants, providing a truly global supply chain infrastructure. SGD Pharma currently employs over 3200 team members worldwide.

To cope with an increase of more than 40% in the pricing conditions of its historical supplier, imposed without prior notice in the context of a global health crisis, SGD Pharma decided to replace its Treasury Management System (TMS) in order to continue to ensure automated cash management and payments. In an unstable economic context, treasury management and forecasting are major challenges for overall profitability. The challenge for the group was therefore considerable: to migrate rapidly (in less than 3 months) to a new

The challenge

- To remotely replace the historical Treasury Management System (TMS) in a global context of global pandemic conditions
- To follow a 3-month migration deadline
- To obtain a 360° view of treasury flows and provide position reports
- To improve efficiency and precision on a daily basis
- To meet the group's strategic objectives
- To gain flexibility in the TMS tool's configuration
- To maintain SWIFT communication with banks
- To ensure the continuity of service when compared to the historical on-site solution

Scope & expected functionalities

- **Cash Management:** optimize all financial flows, cash flow forecasting transfers, importation of bank statements and reconciliation
- **Third-party payments:** entry, importation and validation of third-party payments
- **Payments control:** validation, rejection, cancellation, change of date, account, etc...

automated and proven TMS solution without operational disruption. « *The remote migration of a cash management system, in full pandemic context, and in a very short time frame was not only a complex and delicate project but also a real financial challenge for SGD Pharma. We needed to quickly receive all account statement receipts and set up all payment files (such as payroll) without physical presence. With a rigorous process, a flawless planning and perfect attention to our business needs, Diapason teams were able to streamline our operations and accelerate the migration of a customized cash management solution.* » explain Maxime Costentin, Adjunct treasurer at SGD Pharma.

A fast and agile migration

The decommissioning of the historical solution was completed in a record time of less than three months. The automated import mechanisms of the myDiapason Treasury solution allowed the collection of all the data of the repository (entities, banks, accounts, users, roles etc....) and management (movement codes, analytical codes) in a few days and without any loss. These codes have been standardized with the old treasury solution to keep the same follow-up links with the Excel files used by SGD Pharma and meet its business needs. « *We received our account statements on both the new and the old solution, so there was no data loss during the migration. Another good point is that we have benefited from data recovery by regenerating our historical statements on the first three months of the year 2020, and thus obtained a visibility on the full year for our follow-up.* »

myDiapason Team, a customized assistance.

- Efficiency and speed!
- In remote mode due to government imposed confinement
- Diapason technical and functional experts with a strong knowledge of business issues

« We were perfectly advised and assisted by the Diapason teams. This is what allowed us to implement the myDiapason Treasury solution quickly and without any disruptions, in a fully remote context, with the guarantee of an immediately operational solution. »

Maxime Costentin - Adjunct treasurer,
SGD Pharma



Key success factors

A close relationship with a quality focused service team. Diapason experts have attentively accompanied the SGD Pharma group throughout their project minimizing the correlated risks. The team defined the initial priority needs required for the optimal implementation of the solution before proceeding with the configuration in two phases : first, the Cash module (reconciliation, balancing, interest scales) and then the Payment module (third-party transfers and cash transfers). Although the COVID-19 crisis made it necessary to work from home, team training and testing was carried out remotely without any difficulty, facilitating a rapid increase in skills and an immediate handover.

An ergonomic and intuitive solution. The extensive, flexible and fully customizable functional coverage of myDiapason has brought SGD Pharma rapid gains in efficiency and productivity. The tool's fluid and intuitive navigation offers the possibility for treasurers to easily make various customized modifications to certain rules such as bank reconciliation rules. Another important element is the search functionality for specific information, which goes far beyond the functionality of the group's previous TMS. The myDiapason system also offers the possibility to individually select the payments to be validated or rejected, perfectly addressing the business needs of treasurers.

A custom-made approach. myDiapason has been perfectly adapted our information management needs according to the constraints, internal procedures and financial specificities of SGD Pharma. Customized and automated, it has saved the group's treasurers an average of 30 minutes of daily time and offered 30% savings compared to the previous solution. « *In terms of reporting, it is now possible to generate Excel files directly in the desired format, which was not possible with our old TMS tool. Saving precious time for our team while avoiding errors! With myDiapason, we get a global and customizable view of the whole group treasury* ».

myDiapason solutions



Control & Manage
financial flows on a daily basis



Securing payments & fighting fraud
at every stage of P2P



Think Treasury, Add Value.



About Diapason

A pioneer in Treasury Value Management, Diapason transforms treasury into a value creation center. **Designed by former corporate treasurers and trusted by 20,000+ professionals**, our myDiapason platform combines standardization and flexibility to optimize the entire range of financial resources and support business growth.

More information: mydiapason.com - Follow us on [LinkedIn](#)

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