

AS/400 and Gambro:

A prescription for success.



A Question of Survival

There are more than four hundred million people worldwide who suffer from chronic kidney failure. In order to survive, these individuals must resort to kidney dialysis.

Up until 1960 however, these patients were dying due to the lack of a suitable medical treatment. During these pioneering years, several companies such as Hospal developed new technologies for their patients. Of these organizations, only Hospal has continued to devote itself entirely to the area of kidney dialysis.

Hospal-Gambro's Growth

Hospal was established in 1971 and, since 1987, is now a part of the GAMBRO group of companies - a world leader in kidney dialysis treatments. Gambro brings together some 18 industrial and commercial companies located in Europe, North America and Japan, essentially serving hospitals.

Since its inauguration, Gambro has developed and marketed various treatments and brands of kidney dialysis, dialysis monitors, liquids and infusible solutions for dialysis, access to blood, band aids, etc. And what better way than the AS/400 from IBM, with its first-rate reputation, to keep count of such an important inventory.

SAVVY SOLUTIONS FOR YOU.



GAMBRO, SIA and IBM: Without a doubt, the best treatment available!

Partnership and Performance

With the lives of millions of people depending on its products and services, Gambro needed a reliable and high performance information systems solution; with this in mind, Gambro chose the IBM AS/400 and Common Sense™ enterprise software for Small Business from SIA - an IBM Premier business partner.

"In the past, we had difficulty knowing our precise stock position since our systems were based on isolated PCs..." says Alain Dussault, Product Manager. "With Common Sense™ software, we are able today to have complete lot management and trace each historical transaction by expiry date or for recalls. We are also able to take full advantage of a



completely integrated solution, which pleases our Director of Finance enormously."

In effect, because the software is completely integrated, Gambro keeps their inventory up to date, and orders are handled immediately without any complications, such as lack of supplies.

Furthermore, the system automatically accumulates usage and other statistics, for sales analysis, critical to Gambro whose headquarters are in France; these statistics are accessible all the time and are protected by the AS/400's built-in security.

PROFILE:

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| Industry: | Pharmaceutical |
| Application: | Distribution & Warehousing |
| Software: | SIA's Common Sense™ |
| Hardware: | IBM AS/400 Server Model 200 |
| Service/Support: | SIA |

One of Gambro's many warehouses



Head Office

