

Clean Core DNA: Belenos on SAP Cloud.

Narrator:

The story begins in July 2024. A new business is born with a bold vision to go public within just two years.

Tania Dimitrova, CFO, Belenos Biosciences:

We had a vision of creating a company that tackles autoimmune disease. They also had a vision of, you know, setting up the company in a way that doing the operations is not burdensome for any of us.

Sam Amoresano, Controller, Belenos Biosciences:

I've worked with SJP in the past. This is a little bit different because it's a startup biotech. So I needed something that I was familiar with, and I needed something that was going to achieve my objectives. I needed something to be IPO-ready, to be tax-ready as well.

Abhishek Vasudevan, Director, SAP S/4HANA Practice, Westernacher Consulting:

What I believe made Westernacher the right choice for the customer was our overall approach. Firstly, we were not just demonstrating a showcasing system, but rather connecting with the broader ambition for the financial readiness that they were looking for a robust financial system that was compliant, audit-ready and allowed them to go IPO. And that's when Westernacher came in with the right solution, which is Grow with SAP this app, starting small with the financial aspects and allowing them to grow into the commercial manufacturing operations.

Sam Amoresano, Controller, Belenos Biosciences:

So I needed a partner that would move fast. I also needed a partner with a good reputation.

Tania Dimitrova, CFO, Belenos Biosciences:

But most importantly, it was Westernacher. That kind of, first of all, managed to explain to us the functionality of SAP and also proposed the version of SAP that's fit

for us. We found out that very often our peers in the industry start with an overcomplicated product, and they get lost in all the functionality and they lose their efficiency.

Abhishek Vasudevan, Director, SAP S/4HANA Practice, Westernacher Consulting:

We didn't just showcase our expertise in the SAP system, we were also bringing in our understanding of the industry's best practices, layering on top of the SAP's best practices.

Sam Amoresano, Controller, Belenos Biosciences:

From start to finish. We were able to implement SAP in 12 weeks. We started with a simple implementation in order to make it a quick implementation. But in the event that we start manufacturing, which we will, that's something that I know SAP can support. I'm able to produce a trial balance. I'm able to produce financials for our investors. Those were real deadlines that I had. To take advantage of the R&D tax credit, I needed to have my cost centers defined. Which cost centers? Our R&D cost center was on time. It was fast.

Tania Dimitrova, CFO, Belenos Biosciences:

In my experience as a biotech executive, I've never seen another company or heard of another company of our size, at our stage of development, just one year and a half of existence, filing their first tax returns with a system like SAP in place. This is thanks to the Westernacher team and Sam's hard work.

Abhishek Vasudevan, Director, SAP S/4HANA Practice, Westernacher Consulting:

Westernacher, one of the very few companies in the mid-market segment who can speak the end-to-end story, focusing on both upstream and downstream solutions. We don't just bring the SAP expertise, but also the industry expertise in the industry in-house. We are here to help you through your digital transformation journey, no matter the size of the company. As our motto goes, we are small enough to care and big enough to deliver.

Sam Amoresano, Controller, Belenos Biosciences:

to other companies who are just going through the process of selecting a software package. Don't discount SAP. You know, just because it worked in the major companies doesn't mean it doesn't work for a smaller company.

Tania Dimitrova, CFO, Belenos Biosciences:

In the last one year and a half, we can see that's not the case. It's a customizable product with the help of Westernacher that can correspond to our needs as a small company and then grow with us as we go. It's a product that the midsize and big companies already recognize and only makes partnering easier for us. No matter what we decide to do.