

ELAN SOFTWARE SYSTEMS

2008 North American Manufacturing Execution Systems Emerging Company of the Year Award



"We accelerate growth"

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Award Description

The Frost & Sullivan Award for Emerging Company of the Year is presented each year to the company that has emerged as a significant participant within its relevant industry. This company is perceived to have exhibited outstanding management, superior market growth, exceptional customer service and the ability to combine technology and successful strategic initiatives. This company has the exceptional know-how to identify the market potential and take advantage of market changes through the execution of innovative strategies within the existing competitive landscape.

Research Methodology

In order to select the Award recipient, analysts quantify several market factors for each market participant according to predetermined criteria, paying close attention to their combined operations efforts. This process includes interviews with market participants, customers, and suppliers, along with extensive secondary and technology research. The companies' efforts are then analysed based on the number of new customers, new segments, and commitment to business expansion coupled with market growth.

Measurement Criteria

In addition to the methodology described above, there are specific criteria used in determining the final ranking of industry competitors. The recipient of this Award has excelled based on the following criteria:

- Proof of success executing a marketing strategy and revenue growth
- Technological innovation and leadership that helped the company achieve increased revenues.
- Degree of strategy innovation.
- Delivering value-added solutions to customers.
- New market penetration and ability to get repeat orders.
- Efficient management of channel partners to provide better value to all customers.

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The 2008 Frost & Sullivan Emerging Company of the Year Award in the manufacturing execution systems(MES) for life sciences industry is presented to Elan Software Systems(Elan), for its unmatched ability to provide solutions that are of a strategic fit to its customer needs and consistent revenue growth rate higher than the industry average. Elan has provided customers with superior solutions across the life sciences industry. Customers testify the superior ability of Elan's XFP suite to provide production visibility and control throughout the enterprise. The suite innovatively optimises the entire production cycle, from raw material delivery to end-product shipment in compliance with 21CFR part 11 and ISA 88/95.

The integration of manufacturing execution systems (MES) with enterprise resource planning (ERP) and various process control systems coupled with the need to deliver cost effective solution to end-users has been a key challenge for MES solution providers in the life sciences industry. Elan has proactively provided solutions to end-users with inbuilt systems to eliminate procedural delays, errors, and scrap. The solution automatically performs data monitoring and calculations. The solution also seamlessly integrates with ERP systems and process control systems. Reductions in batch production cycle up to 20.0 percent as experienced by a leading speciality pharmaceutical group demonstrates the ability of XFP-MES to deliver best-in-value to its customers, when compared to competing MES solution providers.

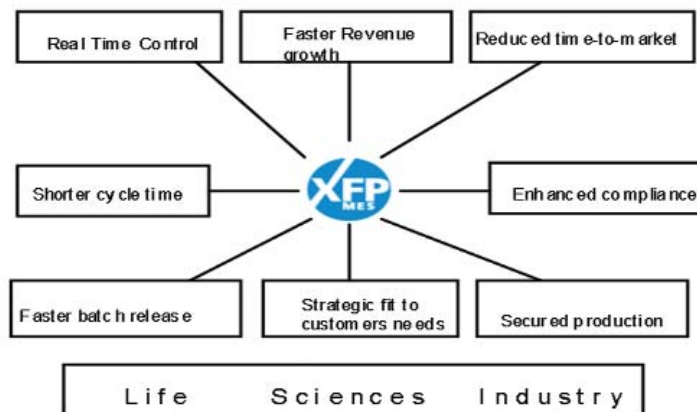
Major automation and ERP vendors are able to market their MES solutions more effectively than pure play MES vendors due to their wide-spread customer base. Elan's continued focus on the life sciences industry have resulted in key new customer wins in the pharmaceutical market during the year 2007, along with a strong consolidated growth rate of 15.0 percent when compared to the industry's average growth rate at 11.0 percent during the same year.

Elan 's XFP-MES solution's accelerated e-batch review modules ensure the fastest time-to-market when compared to peer group companies, thus providing its end-users the competitive advantage in the market. A major immunotherapy company testifies Elan's ability to streamline production flow and minimise the time-to-market. Elan constantly upgrades its solution suites to suit the changing customer requirements. A case to the point is their commendable effort to release the XFP 5.0 version during June 2008 with enhanced features.

The need to comply with food and drug administration (FDA) regulations and standards nurturing quality across various processes and providing enhanced production visibility are primary concerns for the life science industry. XFP-MES's features such as complete manufacturing traceability, audit trail facility, electronic archiving features are tuned in with the current good manufacturing practises(cGMP) thus ensuring regulatory compliance of the highest order among competing MES solution providers in life sciences industry. The ability to exceed regulatory compliance has been testified by the leading contract manufacturer of Australia and a leading manufacturer of prescription, over-the-counter and generic pharmaceutical products. Elan's XFP-MES suite was the preferred solution that interfaced with this leading contract manufacturer's ERP system, allowing the automatic integration of the new facility in to its existing process with the least human and data-entry errors. S88 techniques were used to code the programmable logic controls (PLC) by creating phase logic to synergise with the XFP module. This innovative methodology allowed manufacturing instructions sent from the

ERP to be deployed both across automated and non automated manufacturing. A set of clustered servers and a redundant storage area network (SAN) were used to ensure the security of the batch data. This eventually allowed the contract manufacturer to have in place a common validated record of all manufacturing steps with genealogy tracking, enabling it to achieve the regulatory compliance of the highest order, with a reduction of 75.0% and also impacted the batch release times, positively.

2008 Emerging Company of the Year-MES for Life Sciences-Elan Software Systems



Source: Frost & Sullivan

Elan has successfully demonstrated the ability to grow rapidly, in comparison to the overall market growth rate and is rapidly expanding its installed base. Elan's solution's capability to integrate MES with other enterprise systems and provide enterprise wide production visibility for its customers , its consistent efforts in helping customers optimize process efficiency and maximize business profitability, makes them truly deserve the 2008 Frost & Sullivan Emerging Company of the Year Award for MES for the life sciences domain.

About Best Practices

Frost & Sullivan Best Practices Awards recognize companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service, and strategic product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis, and extensive secondary research in order to identify best practices in the industry.



About Frost & Sullivan

Frost & Sullivan, the Growth Consulting Company, partners with clients to accelerate their growth. The company's Growth Partnership Services, Growth Consulting and Career Best Practices empower clients to create a growth focused culture that generates, evaluates and implements effective growth strategies. Frost & Sullivan employs over 45 years of experience in partnering with Global 1000 companies, emerging businesses and the investment community from more than 30 offices on six continents. For more information about Frost & Sullivan's Growth Partnerships, visit <http://www.frost.com>.

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