

# ProShip Delivers Hazmat Compliance and SAP Integration for PerkinElmer®

## Challenge

PerkinElmer® produces and ships reagents used in life sciences research and diagnostics, more than half of which are radioactive. Sending 500 packages each day from Boston, about 100 from Billerica, Massachusetts, and several hundred from Groningen in the Netherlands, PerkinElmer has to assure on-time arrival. Radioactive reagents have half-lives of days, or even hours. Delays or mis-deliveries could cause a disastrous chain reaction — research interrupted, treatments cancelled, expensive resources wasted and costly shipping penalties incurred. Into this pressure cooker introduce one more element: a company-wide changeover to SAP. What solution would integrate seamlessly with SAP, and keep shipping from suffering a meltdown?



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Operations Manager  
PerkinElmer

## Solution

Interfacing with SAP was only one of the requirements for the new shipping system at PerkinElmer. It also had to be compliant with FedEx and TNT, the company's shippers for domestic and overseas parcels, respectively. Further, the shipping software had to automate the complicated paperwork of hazardous and radioactive materials, which specifies that the packing

slip, the shipping label, plus a dangerous goods form must all be present with the correct box. "It's paramount that it works well," said Brian McDonough, Operations Manager at PerkinElmer. "We can't not ship for a day or two and catch up; we can't afford a bug or interruption."

To meet the many demands, PerkinElmer chose ProShip, a certified solution for SAP. Developed in the native SAP programming language, ProShip processes business functions in SAP while handling carrier compliance, output and manifesting within the ProShip Server. It works like standard SAP, yet provides the superior



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speed, compliance and support of ProShip.

The specialized nature of the materials shipped by PerkinElmer required customization of the code. ProShip software engineers modified the base code to meet PerkinElmer's processes. As a result, packing slips and the number of items actually packed conform to keep shipping on schedule.

## Results

Because of the simultaneous change to SAP, PerkinElmer established a goal of maintaining shipping efficiency. "Without ProShip, we wouldn't have been able to ship the volume of items that had been shipped previously," said Brian. "We were able to implement a major quality improvement when we went to SAP and ProShip," he added. Instead of relying on the human factor, the barcoding application automatically scans the order and the bar code on the item to ensure that the correct reagent and lot number are being shipped.



**Overall it was a very positive experience. ProShip was able to deliver on everything they said. We got what we needed and they delivered what they promised.**

**Brian McDonough**  
Operations Manager  
PerkinElmer

Prior to going live, ProShip engineers scheduled daily conference calls with PerkinElmer to provide status reports.

"ProShip support has been very responsive," Brian said. Now that it's running, "ProShip is so integrated into the SAP system it's pretty seamless."



## ProShip, Inc. Overview

ProShip, Inc., a Neopost Company, presents specialized shipping solutions for businesses requiring a single, enterprise-wide global software application for mid to high volume shipping. The ProShip® Product Suite is an industry leading multi-carrier parcel/LTL shipping solution. ProShip supports a range of industries including consumer products, retail, healthcare, e-commerce, manufacturing and distribution and fulfillment.

## PerkinElmer Overview

PerkinElmer is a global leader focused on improving the health and safety of people and the environment. Their dedicated team of 7,700 employees worldwide are passionate about providing customers with an unmatched experience as they help solve critical issues in human and environmental health. Their innovative detection, imaging, informatics and service capabilities, combined with deep market knowledge and expertise, help customers gain greater insights into their science to better protect our environment, our food supply and the health of our families. Learn more at [perkinelmer.com](http://perkinelmer.com).

Contact us today for more information or to schedule a demonstration!

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