



## PHARMA SANTÉ

The Pharmacies du Peuple and the Pharmacies de la Sauvegarde have been part of the Liège landscape for over 100 years.

Since January 2002, Pharma Santé has brought together 44 pharmacies throughout the province of Liège.

The company handles management issues for the pharmacies (administration, sales, logistics and finance), enabling them to focus on improving customer service.

The major strengths of the pharmacies in the Pharma Santé network include a strong professional expertise and a deep understanding of their customers needs.

## KEY FIGURES

- 44 pharmacies
- 50 employees
- €33m turnover

## Networked IT to serve pharmacists and their clients



### THE PROJECT

*To finance the updating of its IT infrastructure over a six month period*

Pharma Santé wants to update its VMware infrastructure and all the terminals used by different pharmacies over a period of six months.

Pharma Santé chose the RentyS solution for the following reasons:

- an offer perfectly suited for a deployment over time
- the obsolete equipment is removed
- its adjusted pricing
- the technical advice provided throughout the project.

### THE CONTEXT

*Pharmacist: a complex profession*

Pharmacists today wear two hats:

- **Health adviser:** supporting clients by following their treatments and helping them choose traditional or alternative medicines (homeopathy, aromatherapy, nutrition etc.). They have to be able to respond quickly to demanding and well-informed clients.
- **Business manager:** dealing with an increasingly complex reality, heightened competition and rapid changes in the legislation and commercial environment (internet, mobile, etc.).

Only with an **efficient IT infrastructure** can the company focus on listening to clients and responding to their needs.

Pharma Santé understands these challenges and therefore handles all issues related to the management and financing of the IT equipment of 44 pharmacies.

### THE CHALLENGE

*Responding to changing needs*

The health environment being rapidly changing, it is important to be able to count on a **financial partner who is specialized in IT** and who is able to help clients set up high performance tools.

Pharma Santé adopted the **RentyS** solution to finance its new IT infrastructure because it allows them to:

- **simplify the administrative management** of orders in real time
- **optimize rental costs** as the result of the volume accumulated over the supply period
- **guarantee a level of flexibility** to adapt equipment at a later stage

## RENTYS: A BRIEF OVERVIEW

Created some 15 years ago to respond to the IT and financial needs of companies, **Rentys** specializes in the financing of technological assets.

With an excellent reputation on the Belgian market for its expertise, professionalism and creativity, **Rentys** adapts its financial solutions to clients' needs, type of activity and resources.

## OPERATIONAL LEASING

The leasing solutions proposed by **Rentys** allow its clients to renew their IT equipment without having to use their credit lines or modify their capital expenditure.

Operational leasing is the ideal financial solution for equipment that rapidly becomes outdated. It is targeted particularly at companies wishing to ensure that the equipment they use is always up to date.

## CONTACT

For more information about any of our products or services, please visit our website:

[www.rentys.com](http://www.rentys.com)

## THE SOLUTION

### **FRAME: a framework procurement agreement**



**FRAME** simplifies the administration and procurement of multiple pieces of equipment over a long period of time.

Through **FRAME**, Pharma Santé benefits from optimal leasing conditions that are identical for all orders placed within the overall project. No negotiation or signing of a new contract for every new order is needed.

**FRAME** is thus ideal for rolling out an IT update over a long timescale. A single framework agreement covers the financing of all needs: hardware, software and services.

## THE RESULTS

### **Just-in-time roll-out**

When Pharma Santé signed the **FRAME** procurement agreement, they of course defined an overall budget for renewing their IT equipment. However, the roll-out of the new infrastructure was to take place in real time, depending partly of the availability of each pharmacy.

Rentys took over the administrative management of all the supplier's orders, ensuring that all invoices were checked and paid as well as ensuring that the obsolete equipment was regularly removed.

Some of the advantages of the **FRAME** solution are that there is a single file, a single invoice and a comprehensive overview of the cost of site.

“ Finding a smart financial solution to update our IT equipment was important for Pharma Santé.

In Rentys, we found a reliable and relevant partner who was able to find the right solutions to meet all our needs.

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Real professionals...

Éric Lefort  
IT Manager

