

Yanbal International: A successful PLM project



Implementation experience
feedback from a high-end
beauty products manufacturer.

A Few Figures

- » Employs 3,300 people
- » Created in 1967
- » Present in 9 countries

Yanbal International Corporation is a global direct selling company with over 50 years of success in the beauty industry. Present in several countries throughout Latin America, Europe and the USA, Yanbal is committed to empowering women. Headquartered in Lima, Peru, the company employs 3,300 people worldwide.

Yanbal counts with Research and Development division located in South Florida and is the center for its makeup, personal care and skincare formula developments.

Their PLM project, using Aptean PLM *Lascom Edition* solutions, went live on July 27th, 2020. Discover in this interview the highlights of the project from its initial start to the successful implementation of Aptean PLM *Lascom Edition*.

How did you understand you needed a PLM solution?

IT Business Manager - the software, implemented 25 years ago and still in use, started to show security maintenance issues. At Yanbal International, we've made security one of our top IT priorities.

We needed a solution as comprehensive as the one we had previously, but up to today's security standards and offering complementary product development features, such as regulatory compliance management. We also targeted web-based solutions to reduce our need for maintenance.





How did you identify Lascom from Aptean as the most appropriate vendor?

IT Business Manager - IT and R&D departments paired up to identify potential candidates. We led a comprehensive benchmarking of the market and had a hard time finding solutions that met our requirements.

Most were either very limited in their R&D functional scope or lacked the added values we were looking for. We eventually found Lascom from Aptean on Capterra, a platform listing and comparing B2B software solutions. We requested further information and got the demonstrations started.

What differentiated Lascom from Aptean from their competition?

IT Business Manager - Aptean PLM *Lascom Edition* showed great expertise during the demonstrations, making them accessible, and scheduling a few more based on our questions. Their team was open and eager to answer any questions we had throughout the process.

Moreover, Aptean PLM *Lascom Edition* has honorable references and a great reputation in the cosmetic industry. They also prove the same reliability in the food and beverage industry, whose challenges are very similar to ours.

What is Aptean PLM *Lascom Edition* project scope?

IT Business Manager - As we said, our top priority is to replace our old software. We are aware that implementing a PLM solution brings substantial changes to our team's daily routines. That is why the first phase of the project only consists of the R&D module, along with handpicked compliance features. We will have 30 end users at launch.

We are already considering expanding to the Business module, providing New Product Development (NPD) features. This modularity and scalability are what ultimately made us choose the PLM technology. It brings comfort and peace of mind to know we can move forward step by step.



Here are **key features** of our R&D module implemented to answer Yanbal International's needs:

Formulation management. Enables for each brief the simultaneous development of multiple prototypes, all managed like distinct products with their own lifecycles. Comparison is easy and workflows monitor the approval processes.

Document generation. Aptean PLM *Lascom Edition* generates automatically high added-value contents and documents in compliance with different regulatory frameworks. Yanbal International will use it, for instance, to generate the US regulatory file and the EU Product Information File (P.I.F.) of their new products.

Quali / quanti formula.

Manufacturing process & batch sheets. The tool automatically generates the batch sheets, and the manufacturing process considers the equipment configurations depending on the production site.

ERP interface. Aptean PLM *Lascom Edition* is interfaced with Yanbal International's ERP to ensure a seamless transition from their design chain to production.

How does the project meet your expectations so far?

IT Business Manager - The “Go live” happened on July 27th, 2020 so we can't give much feedback yet. What we can say is that U.A.T. (User Acceptance Tests) delivered the ease of use promised during the demonstrations and that we are excited to get our hands on the formulation features!

We also see implementing Aptean PLM *Lascom Edition* as an opportunity to forge better practices among our teams regarding data and document management for instance.

How did you manage the project on your side? What did you think of Lascom from Apteian's project management services?

IT Business Manager - We had about 10 Managers and Supervisors from IT and R&D working on the project on our side. Now the project has gone live we realize how important it was to have had enough resources dedicated to the project.

We couldn't be happier with Frédéric, our Project manager on Lascom from Apteian's side. He is always patient, understanding and eager to find solutions adapted to our needs. Responsive and proactive, he has made this project as easy and trouble-free as possible.



Subject Matter Experts (SMEs) are at the heart of any PLM project. They know better than anyone what it's needed, why it's needed and what has worked and not worked in the past of the company. Their involvement is a must for any successful PLM implementation. SMEs must be able to take the necessary time for project specification and configuration, to prepare workshops, to support their supplier when necessary and to internally engage all the stakeholders. If not, risk is high the project diverges from real expectations and does not match the business needs anymore.

Yanbal International engaged the appropriate internal resources in the project, which eventually tremendously helped in fully meeting their initial expectations.


“We have a solid relationship with Yanbal International and it was very easy working with their team. Overall, we led a smooth project and delivered a solution holding its promises. But that’s a teamwork and I would like to salute my fellow Lascomians who took part in this success.”

Frédéric, Project Manager at Lascom from Aptean



Are You Ready to Learn More?

Contact us info@aptean.com or visit www.aptean.com.



About Aptean

Aptean is one of the world’s leading providers of purpose-built, industry-specific software that helps manufacturers and distributors effectively run and grow their businesses. With both cloud and on-premise deployment options, Aptean’s products, services and unmatched expertise help businesses of all sizes to be Ready for What’s Next, Now®. Aptean is headquartered in Alpharetta, Georgia and has offices in North America, Europe and Asia-Pacific.

To learn more about Aptean and the markets we serve, visit www.aptean.com.