

Case study

Global contract management process and tool of an international major pharma company.

How a pharma major with more than 200'000 suppliers aligned global contracting management process.

Business situation

No central contracting process existing.

Massiv maverick contracting.

Contract terms and decisions not aligned across the various departements and projects.

No supplier performance management process/ system in place.

Goals

Bring visibility into the contract situation.

Simplify and align contracting process world-wide.

Increase contract management efficiency.

Implement a contract management lifecycle tool and process.

Procedure action

Align stakeholder requirements.

Situation analysis.

Categorisation of all identified contracts.

Established a repository of the contracts, templates and associated important business information.

Implement contract reporting and analytics.

benefits results

Contract management process worldwide simplified and aligned.

View of the supplier's information and their performance evaluation.

Visibility of the existing contracts and identification of multiple supplier contracts.

Clear ownership of the contracts.

Contract management lifecycle tool and process implemented.