

Case study

Supplier-, contract-, spend- management for a world-wide software rollout in a regulated manufacturing and laboratory environment.

How a leading pharmaceutical company significantly reduced operational costs and managed the suppliers, the contracts and the supplier risks.

Business situation

The customer wanted to reduce the number of suppliers and harmonize the use of various software and various service provider in 15 global sites and significant reduce the supplier risks.

Global contract situation not aligned and consequently there were extra costs in both business and IT.

In addition the customer wanted a best-in-class budgeting, forecasting and project management process.

Goals

Secure business continuity and compliance by addressing the lack of supplier performance management.

Realize additional commercial benefits.

Generate no incremental total cost over 5 years.

Significant risk reduction through on-going rigorous supplier performance management.

Procedure action

Abiding by the customers corporate sourcing principles.

we managed the commercial negotiation,

the contracting process

and the supplier performance management process.

A projected cash flow for the life of the project for more than 10 global suppliers in 15 countries / 15 global site was developed.

benefits results

Successfully managed the commercial negotiation, the contracting process, the supplier performance management for more than 10 global suppliers in 15 countries / 15 global site.

On-going supplier performance management process in-place.

A 20% reduction of operational costs.

More than 2.5 Mio US\$ cost savings over the following 5 years.

The global project was delivered on time (incl. final project accounting operations), with high quality and significantly under budget.