

JAGGAER Improves Productivity and Profitability for Global Pharmaceutical Giant

**SPEND
DIRECTOR**

GLOBAL PHARMACEUTICAL ORGANIZATION

“JAGGAER is a critical component of our enterprise eProcurement initiative.”

— Vice President,
Global Procurement Systems
and Processes

PROFILE

A global pharmaceutical organization with more than 100,000 employees and operations in more than 100 countries including the U.K., USA, Spain, Belgium and China.

CHALLENGE

The organization had to ensure that all internal buyers would adopt the SAP and legacy procurement applications to optimize internal efficiencies and savings. Employees were also missing opportunities to stretch their budgets by not taking advantage of substantial cost savings offered by preferred vendors. These inefficiencies were eating away at productivity and profitability.

The organization needed a configurable eProcurement marketplace that would maximize user adoption and contract compliance. Requirements included:

- Enabling a critical mass of supplier content quickly with minimal IT resources.
- Making a large number of hosted and punch-out supplier catalogs easy to access and search for end users.
- Enabling the organization to delegate catalog and user management to regional business units while maximizing savings on global contracts.
- Streamlining the ordering process, saving them valuable time.
- Leveraging the existing technology investment and seamlessly integrating with SAP.

SOLUTION

The organization chose JAGGAER's Spend Director solution to integrate with SAP in more than 15 countries in North America, Europe, Asia and Australia. Within 90 days of contract signing, JAGGAER enabled 70 supplier catalogs with company-negotiated pricing for more than 1 million items. In the following months, 80 more catalogs were enabled. JAGGAER also configured and managed site-specific environments using the Multi-Business Unit capability so that regional administrators could manage their own catalogs and users. Another key component of the solution involved integrating real-time product availability for key suppliers and local inventory.

THE FUTURE

Moving forward, JAGGAER is helping the organization save time and money while focusing on the mission of developing breakthroughs in medicine and research. The organization is working toward a worldwide instance of SAP and a single shopping environment for all employees in all countries.



BOTTOM LINE RESULTS WITHIN ONE YEAR OF IMPLEMENTING THE JAGGAER SOLUTION INCLUDE:


- Greater than 100 percent return on investment (ROI).
- Increased contract compliance by 35 percent.
- Approval times cut from three days to just minutes
- 92 percent of searches result in one or more product matches.
- More than 18,000 satisfied end users driving continued expansion to more locations.
- More than 90 percent of total laboratory spend controlled using the Spend Director solution.

"Spend Director is a breakthrough solution for research companies. We use it to enable, configure and manage all of our suppliers' catalogs in a manner that maximizes savings and efficiency."

— Vice President, Global Procurement Systems and Processes

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 jaggaer.com

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The JAGGAER logo is written in a bold, red, sans-serif font. The letter 'A' is stylized with a horizontal bar that extends to the right, ending in an arrowhead. The logo is positioned in the bottom right corner of the page, with a large, light gray arrow graphic pointing towards it from the right.