

## CLIENT CASE STUDY:

# Optimization of Lab Supplies & Consumables Vendor Proposal

**Situation:** Biopharma client with limited procurement resources needed expert negotiation of new proposal from their preferred lab supplies and consumables vendor, including pricing and agreement terms.

### Scope:

- Gather and analyze client's relevant category specific spend data
- Meet with key business stakeholders to flush out requirements and overall expectations for the proposal and vendor relationship
- Leverage Matchbook experience and relevant market data to provide key negotiation insights (terms and price)
- Obtain updated proposal and contract from vendor and communicate objective incremental value recognized

### Results:

- Negotiated client-specific product pricing on most frequently purchased lab consumables providing **10% incremental discount** off current rates.
- Negotiated improved proposal and contract terms **providing objective value (financial incentives, resources)** for the project and helping to mitigate risk
- Negotiated savings **far exceeded the cost of Matchbook services**

## Why Matchbook? OUTCOMES

### Outcomes of Matchbook support

- Mitigated organizational risk through category negotiation expertise
- Organization realized hard dollar savings and mitigate risk with improved terms
- Negotiated savings more than covered cost for Matchbook services
- Paved the way for consolidation of supply base; 60 – 70% of spend through preferred supplier