

CLIENT CASE STUDY:

Quality Management Solution (QMS) Sourcing

Situation: Biopharma client needed to identify and onboard a technologically-advanced, robust QMS application to serve its 500+ users in the US, EU, Canada, UK and Japan. With limited internal bandwidth, the client needed both sourcing project management and SME support to accomplish this within an aggressive timeline.

Objective:

- Identify, evaluate and negotiate long-term QMS partner
- Manage key stakeholder involvement and timeline adherence
- Provide SME support for RFP requirements, demo scripts and supplier evaluation

Results:

- **Completed RFP process in 12 weeks**, from initial criteria setting to contracting new partner, **saving 48+ client hours***
- Client selected the right-sized partner best able to scale and evolve with client's growing needs.

*Industry standard to complete RFP: 240 hours and 12-15 weeks - 2017 Sourcing Cycle Time and Cost Measurement Study Results, Hackett Group

CLIENT FEEDBACK:

Why Matchbook?

“Matchbook’s support with the Quality Management System (QMS) RFP has been so wonderful, and we wouldn’t be at this stage of the project without their support .”

Matchbook’s support provided a balance of efficiency, category expertise and oversight enabling:

- Client team to focus on key tasks rather than project management
- Aggregation of substantial, complex data for presentation to prospective suppliers
- Clear and actionable supplier evaluation and communication throughout
- Streamlined and trackable supplier selection process