

CLIENT CASE STUDY:

Multi-Category Strategic Sourcing Partnership

Situation:

Emerging biopharma client with limited procurement resources needed sourcing support for multiple categories, ranging from facilities to commercial.

Objectives:

- Provide sourcing support to multiple business units
- Streamline supplier selection and onboarding
- Establish compliant, trackable supplier selection process
- Establish Procurement as trusted partner to business units

Solution:

- Implemented **flexible bank of hours** to enable **plug-and-play resource** where needed
- Supported **sourcing of four category vendors**: EHS, Facilities (new office build), Commercial PR and Print/Fulfillment.
- Conducted **organizational spend analysis** to assist with category strategy

Results

- **Saved 470 client hours across 4 RFPs***
- **Organizational net savings vs. Matchbook SOW hours: > \$92,000**
- **Net savings on negotiated projects: \$118,636**

Why Matchbook?

OUTCOMES

Outcomes of Matchbook support

- Mitigated risk in sourcing suppliers through due diligence of consistent, trackable process
- Speed of sourcing engagements outpacing industry average - time and effort saved by key stakeholders
- Reinforced Procurement's reputation as trusted ally to stakeholders,
- Organization realized hard dollar savings and mitigate risk in each category's sourcing & contracting
- Negotiated savings more than covered cost for Matchbook services