

Avantor MarketSource  
Procurement and Sourcing Services

# Success story

## Vendor base and tail spend management

### REDUCING PURCHASE REQUISITION TURNAROUND TIME AND COSTS THROUGH IMPROVED MANAGEMENT OF TAIL SPEND

#### CHALLENGE

A global life science company was facing increasing pressure to reduce its costs of managing tail spend. In addition to high procurement costs, the time required for ordering and tracking these often specialized yet infrequently purchased products was draining overall efficiency and productivity.

Managing multiple purchase orders from various suppliers was compounded by a reliance on smaller organizations with less-efficient ordering and distribution platforms.

How could the company improve the procurement process without interrupting the workflow of its researchers who rely on the timely supply of a large array of specific customized products for discovery?

#### SOLUTION

Dealing with a large and fragmented vendor base was the company's main challenge. Avantor Services stepped in by harnessing well-established supplier relationships through its Avantor MarketSource solution.

Avantor MarketSource deployed a global project manager to identify overall needs and deliverables, while regional project managers worked with local customer teams to seamlessly integrate the new procurement process.

#### CHALLENGE

A global life science company faced increasing pressure to reduce tail spend costs caused by purchasing from multiple vendors.

#### SOLUTION

Our Avantor MarketSource solution used the single, integrated platform of vwr.com to consolidate the company's ordering process globally.

#### RESULT

Purchase requisition turnaround time was cut by 48% and the company saved \$180,000 in its first year of implementation.



Our team standardized the company's procurement process across all customer sites, globally. Items and vendors were preloaded into the VWR part of Avantor website and remained for future reordering. No longer did the company have to order through multiple suppliers and deal with varying interfaces and systems. All purchasing - catalog and non-catalog orders - could now take place through the single, integrated platform of vwr.com.

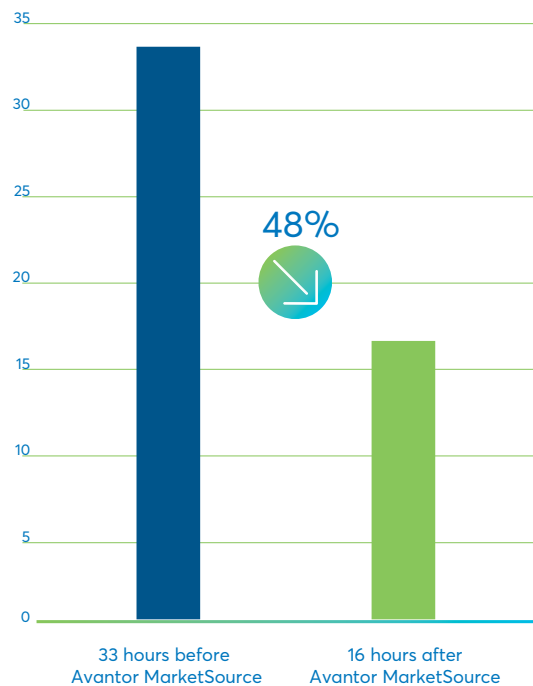
In addition to serving as the single point-of-contact for the company's worldwide procurement needs, Avantor MarketSource guaranteed product and regulatory compliance of all purchase orders.

## RESULT

By consolidating the vendor base from which the company purchased materials, Avantor MarketSource was able to simplify and speed up the ordering process. Though the company averaged over 480 requests a month, we were able to:

- Decrease average turnaround time of purchase requisitions by 48%, from 33 hours to 16
- Save \$180,000 (USD) in vendor and article creation during the first year of implementation
- Drop requisition turn-around time to less than 16 hours for 75% of orders
- Reduce the vendor base from over 3000 to 1
- Provide a single, integrated order platform to replace numerous others
- Introduce clear SLAs

Decrease in average turn-around time for requisitions



**Are your scientific resources being wasted on non-research activities?**

Visit [vwr.com/avantor\\_services](http://vwr.com/avantor_services) or email [avantorcatalyst@avantor.com](mailto:avantorcatalyst@avantor.com) for more information.

Avantor Services helps scientific organizations solve complex challenges, resulting in improved productivity, increased efficiency, and accelerated innovation.