



Procol

CASE STUDY

Facilitation of Spend Under Management and User-friendly Data Visualization by Procol Technologies for a Pharma Company

Company Background



Globally renowned, most pharma companies have huge commercial names since they are in the business of connecting modern medicines, essential wellness, and healthcare products to consumers located in frontier markets. Procol Technologies works with pharma companies that have deep-rooted their network and supply chain across Africa, the Americas, Asia, the Caribbean Islands, etc.

Recently, Procol Technologies worked with a pharmaco whose last financial annual turnover was Rs. 86 crores. This company prides itself as a “dynamic and responsible” company with an innovative and rich growing portfolio of 548+ branded and generic medicines and other healthcare products for consumers. With 120+ employees across the world, the company has been provided safe medication for over 18 years. The company has an owned fleet and vehicle transportation comprising 22+ assets across markets in terms of logistics. Moreover, it has 38+ warehousing hubs for distribution located around the world to enable its stock and sell strategy.

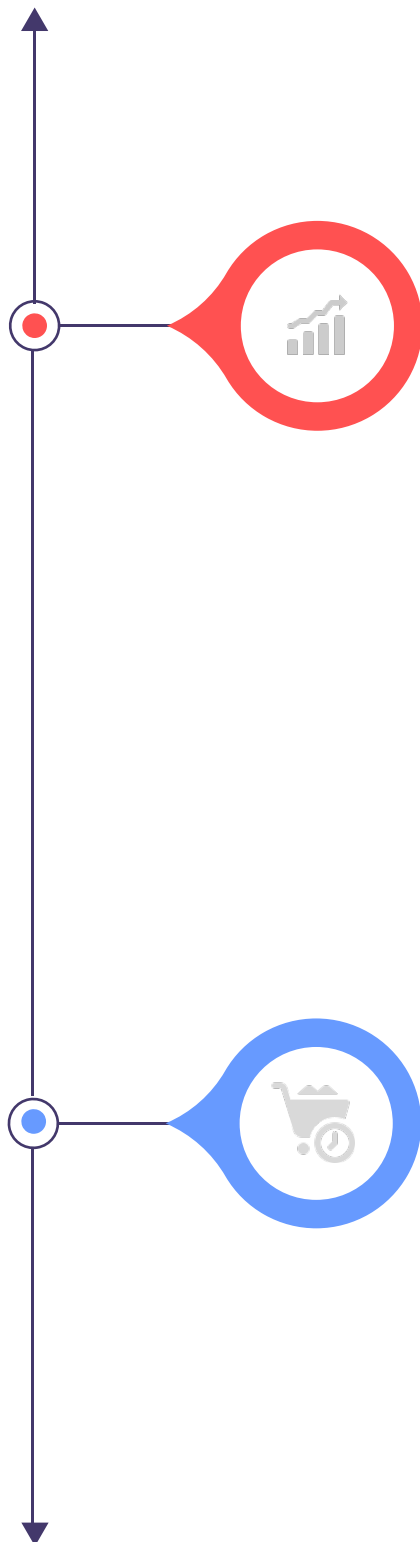
Challenges Faced



As a pharma giant, the company in question’s operations are reliant on a robust supply chain. Presently, the company’s core functioning is such that supply chain interactions take place at various points. Resultantly, the company lacked a single central repository system where all procurement- and purchase-related data could be housed.

Another challenge that the company faced was being unable to view purchase trends across lengthy periods. Additionally, deliveries had typically been taking place manually, which led to an increase in time, costs, and errors cropping up.

Procol Technologies stepped in to facilitate better expenditure and supply chain management strategies to improve visibility in their procurement process.



HIGH TAT FOR QUOTE COLLECTION AND NEGOTIATION

Issue: Pharma companies have high requirements for supply chain management, which includes collecting quotes from potential suppliers. These quotes or requests for quote (RFQs) are then evaluated and negotiated to arrive at the best possible internal costs and keep its expenditures at a bare minimum. When conducted manually, the process ends up becoming both time-consuming and cost-ineffective.

Requirement: The pharmaco required an automated procurement system that could help the company save man-hours and costs associated with the identification of suppliers and negotiation.

LARGE REPOSITORY OF UNORGANIZED SUPPLIER INFORMATION

Issue: Large unstructured repositories lead to problems in understanding purchase-related data. Without a single and central repository system, it becomes difficult to gain insights and make informed decisions to ensure cost optimization.

Requirement: Integration of a real-time spend dashboard that helps the company analyze its internal and external spends as well as makes strategic decisions that lead to cost savings in the long run is needed.

LOW TRANSPARENCY IN PROCUREMENT PROCESS

Issue: Pharma giants require end-to-end transparency in the overall procurement process. Transparency allows the company to retain greater control over its supply chain, ensure quality in the supply, and optimize cost savings.

Requirement: Through the integration of tools such as RFQ and e-auctions platform, the pharmaco's capability of collecting and storing bids from potential suppliers would increase. This, in turn, would provide them with centralized data points and help them manage their spending better.

Procol Technologies has helped pharma companies improve their internal functions in respect of pain points in their procurement process.



PROCOL'S IMPACT

- Reducing TAT from 2 business days to 45 mins through automation of quote collection and negotiation process
- End-to-end transparency in the procurement process
- Single point data repository and spend analytics dashboard
- Ability to take strategic and informed decisions in line with cost optimization



Procol's Value Proposition and ROI Impact



RFQ and E-auctions Platform

Procol Technologies' integrated RFQ and e-auctions platform helped the pharmaco collect and store bids from suppliers in an automated and simplified manner. Through this process, the pharmaco could quickly award orders to chosen suppliers.

Spend Management and Control

Procol integrated a spend under management (SUM) which enabled more significant control over expenditure and provided vital insight to the company in respect of their procurement process. The user-friendly dashboard allows the company excellent data visualization and will enable it to make strategic decisions in terms of supplier onboarding.



ERP Automation

An automated ERP system facilitates the release of purchase orders directly to suppliers based on the pharmaco's needs and requirements. This rules out manual intervention, time, and costs associated with the procurement process and helps to track expenses with greater clarity.

Reduction in Manual Costs

Other than through ERP automation, the transition of suppliers from identification stage to onboarding stage, and negotiations with suppliers, have all been automated, thus resulting in more robust cost optimization by doing away with manual costs.



Stronger Supplier Participation

The company has witnessed more vigorous participation from suppliers after automating internal controls and integrating the dashboard.

In Summary



Procol Technologies assisted the pharmaco by automating its procurement process. This led to an increase in overall savings, creation of a central data repository of suppliers, and judicious use of resources including time and costs, and reduction of TAT from 2 days to 45 mins.

Through the integration of an auction system, the pharmaco can identify potential suppliers, negotiate with them, and onboard them onto the system seamlessly. The transition, time, and costs associated with choosing suppliers have significantly improved.

A unified repository of supplier data also allowed the company to view purchase trends over a period of time. Moreover, this cut down on manual intervention by the finance team and buyers in reaching out to suppliers. This has also smoothened the transition of suppliers from identification to onboarding and improved their participation ratio. Procol Technologies' spend dashboard enables better optimization of data, costs, and release of purchase orders in accordance with the company's constant needs. The pharmaco has visibly reduced its turnaround time in the supply chain and procurement process from 2 days to 45 mins, thereby enabling more robust transparency. From analyzing spends more strategically to making informed company-wide decisions, Procol Technologies has genuinely created a systematic internal process for pharmacos.



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