Case Study

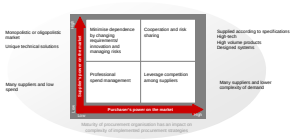
Procurement Function Excellence – Pharmaceuticals

Context and objectives

- **Our Client were in the need of enhancing the performance and efficiency of their procurement function due to:**
  - Strategic procurements were handled without the procurement department's involvement
  - No strategies and strategic objectives set for procurement function and its processes (incl. no KPIs)
  - Spend analyses were not performed
- **PIR's tasks were to:**
  - Define current maturity level of the procurement function
  - Define wanted position and gap filling plan's

Conducted for the CEO of a Pharmaceutical Company in Sweden

Procurement Processes | **Analysis** | **Approach**



PIR's Approach

Review of AS-IS situation:

Analysis of current situation
Review challenges, risks and threats
Execute interviews with key individuals and stake holders
Map current initiatives and maturity

Develop TO-BE situation:

Map business drivers and define business priorities
Create capability matrix between drivers and priorities
Identify priorities based on matrix and current situation

Client benefits

- **A clear and structured path towards excellence**
- **Staff trained in Negotiations, Procurement Tools, Contractual awareness**
- **Process Manuals developed**
- **Organisational structure and Job descriptions**
- **Standard agreements generated**
- **Defined Archiving Structure**

Confidential in confidence