



A SHOT IN THE ARM FOR  
SERVICES PROCUREMENT



Global Healthcare

Fortune 500

Drug Manufacturing

Founded 1891

### BACKGROUND

*This client is a global, research-driven, pharmaceutical company based in Kenilworth, New Jersey.*

*“We were very impressed with how well the AgileOne team rallied to a solution. They do a really good job communicating directly with the department.”*

### WORKFORCE CHALLENGES

In the world of drug manufacturing, a successful new product launch is impossible without detailed and accurate research to confirm market readiness and build a proper launch strategy. Drug manufacturers risk losing millions of dollars in R&D, diminished stock prices, and tarnishing their brand image if a product is not adopted by both medical practitioners and consumers. This client company was in the process of developing a new vaccine and needed a partner to provide market intelligence within a specific timeframe. However, the company's preferred provider (with whom the company had a long-standing relationship) had no direct experience in the area of market research for vaccines.

### SOLUTION

The AgileOne Services Procurement team developed a formal request for proposal (RFP) and identified four companies to compete for the business. The questions in the RFP were carefully crafted to assess each supplier from both commercial and technical perspectives. Commercial questions focused on pricing and delivery, while technical questions focused on the supplier's ability to fulfill the scope of work, past references, and innovations.

The AgileOne team created an evaluation matrix so that the scoring for each company was objective and quantitative against all criteria. They met with the client stakeholders to calculate the results of the matrix and derive a winner.

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## CASE STUDY

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### RESULTS

By introducing a fair and quantitative bidding process this important project, AgileOne was able to secure a supplier that not only had more applicable experience but also cost less than the preferred provider. The winning proposal was approximately \$250,000 lower than the other bidders.

### About AgileOne

AgileOne's consultative approach solves workforce challenges by combining innovative talent procurement technologies and programs, with experienced industry professionals to deliver a suite of total workforce solutions. We maximize the value of our customers' workforce, decreasing liability and overhead associated with human capital management.

