



Global Healthcare

86,000 Employees

59 Locations

Drug Manufacturing

Founded 1891

BACKGROUND

The company is a global research driven pharmaceutical company dedicated to putting patients first. Established in 1891, the company discovers, develops, manufactures and markets vaccines and medicines to address unmet medical needs. It also publishes unbiased health information as a not-for-profit service.

WORKFORCE CHALLENGES

The company wanted to reduce their indirect spend by \$44M dollars over a two-year time frame. With contingent labor spend in the United States exceeding \$120M ± annually; the company's contingent workforce was complex and diverse. They needed an end-to-end labor management solution that could drive additional cost out of a mature program that was in its third year with many cost saving mechanisms already implemented. This included identifying and delivering an additional \$15M in savings over a 24 month period.

SOLUTION

AgileOne was retained to take ownership of all contingent labor supplier contracts and initiate a managed service provider (MSP) relationship with new and incumbent suppliers. This was accomplished through implementation of AllSourceMSP and AccelerationVMS, AgileOne's vendor management software (VMS). Also utilized to control spend was AccelerationSOW, AgileOne's Statement of Work (SOW) project management tool. By implementing these solutions in concert with each other AgileOne was able to act as a single point of contact and trusted partner supporting the company's long term goals.

CASE STUDY

RESULTS

With an integrated suite of tools in place, the company was able to optimize their supply base from 59 participating suppliers to 24 highly-qualified, and more diverse, suppliers. By leveraging vendor competency, the company was able to improve vendor governance using scorecards, vendor rationalization and consistent sourcing solutions. This change resulted in market-driven competitive pricing and the ability to reduce cost by leveraging the company's volume.

In addition, the company was able to lower administrative overhead with less manual processes, standardized procedures and the elimination of redundant work. Further, with the accurate and auditable data gathered by AccelerationVMS the company was able to gain end-to-end performance metrics for their entire workforce.

AgileOne's comprehensive solutions are on track to exceed the original program scope of \$15M in savings over two years. An additional \$5.7M over projection brings the total hard dollar savings for the company to \$20.7M.

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.

