



Case Study

MRO Management

Background

The Client, a global pharmaceutical company, sought to streamline procurement of Maintenance-Repair-Operational goods and services throughout its North American locations.

Challenge

The Client has several business units, many with existing local and/or regional contracts for certain areas of spend falling within the project umbrella. The challenge for JVKellyGroup was to consolidate these contracts and to obtain the best pricing available across the Client's business units.

Response

JVKellyGroup led a team responsible for the gathering and analysis of data concerning the Client's contracts, resources, geographical challenges and special needs moving forward. JVKellyGroup worked with the Client to develop a series of RFIs, RFPs and eAuctions designed to leverage costs using the Client's national purchasing power.

Result

JVKellyGroup produced spend reduction across several areas of spend. This was done while maintaining or improving service levels for the Client and creating a centralized contract database.

Technology

JVKellyGroup used web technology to share information with team members and to conduct RFIs, RFPs and eAuctions. This allowed all team members and vendors to have instant access to all materials involved in this initiative.

Industry:

Pharmaceutical

Spend:

\$16M

Result:

6% savings

Timing:

180 days

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