



# Case Study

## Tactical Purchasing Outsourcing

### Background

The Client, a large Pharmaceutical company, sought to rationalize non-core activities as part of an internal cost-cutting/restructuring effort, and had determined that the savings could result from outsourcing of their non-production purchasing operations in several northeastern US locations.

### Challenge

The Client needed to maintain and also improve the existing levels of service generated by the existing workforce, but at the same time guarantee cost savings over the next three years while retaining as many existing staff as possible. For security and management purposes, the Client also wanted to keep any outsourced staff on the Client's corporate campus.

### Response

JVKellyGroup proposed an outsourcing whereby the existing employees and temporary workers working for the Client kept their jobs, but shifted to a more manageable cost structure within JVKellyGroup.

### Result

JVKellyGroup successfully provided on-site and remote management to the Client in several locations, with no disruption to the Client's existing service. JVKellyGroup provided staff with new training and career growth opportunities, within a contractual framework that guaranteed future cost savings to the Client.

**Industry:**  
*Pharmaceutical*

**Spend:**  
*\$110M*

**Result:**  
*Reduced operating expenses,  
increased productivity*

**Timing:**  
*90 day transition*

 **JVKellyGroup, Inc.**<sup>®</sup>

*Results Through Applied Intelligence*