

## CASE STUDY

# How a biotech saved \$326,000 in 12 months by empowering scientists to take control of ordering lab supplies

## Introduction

A small, budget-conscious biotech was struggling under the weight of a manual lab supply ordering process. Their team was searching for a Coupa-compatible platform to help them move beyond spreadsheets and Sharepoint and automate the procurement process.

With the clear objectives of cost savings, time savings, and R&D autonomy, their company of 54 employees partnered with ZAGENO in the hopes of addressing their lab supply ordering pain points and relieving accounting and R&D of unnecessary constraints.

## Key facts



### Client

Biotech specializing in protein degradation recently acquired by global South Korean biotech



### Challenges

Lengthy vendor setup | Burdensome PO process | Manual ordering and tracking | Unclear roles of R&D and Accounting



### Solution

Partner with ZAGENO to streamline vendor setup, consolidate invoices, offer visibility on burn rate, and empower R&D to place orders



### Results

Within 12 months, working with ZAGENO resulted in \$326,000 in labor savings, 3,585 hours saved, and 91% orders delivered within 3 ESD

## Challenges

### Painful vendor setups

Each setup took 2-4 weeks, often resulting in unfavorable credit terms

### Redundant POs for every order

Redundant process led to errors, duplicative orders, and backorders

### Undefined department roles

Majority of work fell on Accounting, with limited ordering autonomy for R&D

### No visibility into spend/burn rate

Poor spend control due to lack of visibility and sub-optimal approval flow

## Solution

Streamline and automate the ordering process with a lab supply marketplace to alleviate issues and:

- **Reduce vendor set-up time** from weeks to hours by ordering from thousands of qualified vendors and having a customer service team handle new vendor setup
- **Eliminate purchase order redundancy** with one consolidated invoice per month consisting of all lab supply orders
- **Empower R&D to become ordering users** and browse, order, and track supplies themselves

Access to ZAGENO quickly addressed these pain points and more.

## Results

Within 12 months of using ZAGENO's marketplace :

- **\$326,575/3,585 hours in labor savings**, through streamlined vendor setup, consolidated invoicing, and process automation
- **788 orders** placed through ZAGENO with **143 suppliers**
- **91%** average delivery time within **3 ESD**
- **Visibility** into order tracking and burn rate
- Reduction of unnecessary spending through **optimized approval flows**
- Empowerment of **R&D to place orders**, **freeing up Accounting** for other value-added activities

## ZAGENO, in the words of the client



**“Streamlining new vendor setups and invoice consolidation** were the two core reasons we signed with ZAGENO.”

-- Senior Accounting Manager



“For both R&D and Finance, ZAGENO has streamlined the procurement process and allowed for ownership on the **R&D team to get what they want and be happy.**”

-- Project Champion

**If you'd like for your R&D and Accounting teams to stop spending so much time on lab supply ordering, there is a way.** Get in touch with ZAGENO today to find out how to turn lab supply procurement from a challenge into a strength.



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