

CASE STUDY

How a major mRNA-focused biotech overwhelmed by growth quickly regained control over their lab supply ordering process



Introduction

A major pharma/biotech company catapulted into the international spotlight in 2020 was experiencing major growth and needed a way to streamline its increasingly complex R&D spend, which was marked by a large tail spend and protracted lab supply ordering.

That's when ZAGENO entered the picture.

Key facts



Client

Leading Pharma/Biotech in mRNA Vaccines



Challenges

Large Tail Spend | 300+ Suppliers to Manage | Time and Cost Drain for Scientists and Procurement



Solution

Access to ZAGENO's easy-to-use lab supply marketplace with painless supplier onboarding



Results

Rapid internal adoption resulting in \$197K in cost avoidance and \$82K in savings within six months

Challenges

While racing to keep up with changing world demand, both procurement and the lab faced a growing, fragmented, inefficient lab supply ordering process with many challenges, including:

Period of Explosive Growth

Lab supply spend ballooned to 300+ suppliers with high volume of free-text purchase requests

P2P Limited Automation

Without a single buying channel, juggling multiple catalogs using Arriba was time-intensive and inefficient

Time Drain on Procurement

Administrative tasks such as adding vendors and submitting quotes left no time for strategic sourcing of vendors

Time Drain on Scientists

Navigating multiple supplier catalogs to find in-stock, on-spec products took time away from research and innovation

Solution

Procurement needed a solution to address two main pain points: supplier setup and product comparison.

Scientists needed an easy-to-use tool that would cut down on ordering steps and save them time.

Access to the ZAGENO lab supply marketplace quickly addressed the needs of both sets of stakeholders.



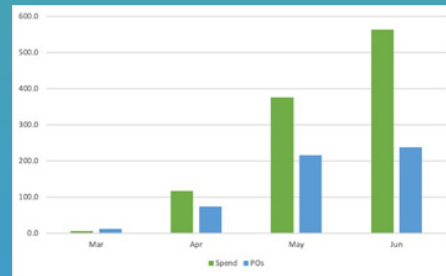
Results

After 3 weeks with ZAGENO:

“The impact was fairly immediate. The engagement and usage of ZAGENO by [our] scientists continues to grow daily.”

- Associate Director, Procurement

Momentum with scientists quickly built:



Monthly lab supply spend and POs on ZAGENO

Within 6 months with ZAGENO:

- Ordered from **82** new suppliers
- **\$197K** in cost avoidance from elimination of supplier onboarding
- **\$82K** in savings from product comparison

Partnering with ZAGENO, in the words of the client



“ZAGENO is a leader in that it has the most suppliers and SKUs of any marketplace we looked at.”



“I like that our scientists can easily compare pricing between various suppliers.”



“ZAGENO is an easy to use platform that gives our scientists the ability to quickly find, order, and track their lab supply needs.”



Discover
ZAGENO

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Growth is good, but not when it overwhelms your procurement and lab supply ordering processes. Get in touch with us today and learn how ZAGENO can streamline your operations, boost your bottom line, and help you keep up with demand.