

CASE STUDY

How an agricultural biotech saved 312hrs of labor and avoided adding headcount with help from ZAGENO

Introduction

A rapidly growing agricultural biotech was struggling with a very disjointed lab supply ordering process overseen by one lone coordinator, whose capacity had been reached. Stuck in a self-described “labyrinth of supply procurement”, scientists, finance, and operations did not have time to find qualified new suppliers, engage in product or price comparison, or efficiently manage the approval process. That’s when ZAGENO offered a way out of the maze.

Key facts



Client

Agricultural biotech in CT applying healthcare discoveries to farmers’ most urgent crop threats



Challenges

Disjointed ordering process | One person charged with all lab supply orders | Limited scientific choice



Solution

Access to ZAGENO’S marketplace saved time, triggered collaboration and ownership of ordering



Results

Cost avoidance of \$80,000, 312 hours of labor saved, and a “transformed and collaborative ordering process”

Challenges

One person for all lab supply ordering

One ops manager responsible for all ordering. They were going to hire another FTE to keep up with volume

Limited scientific choice

Scientists had to take time away from the bench to research suppliers/products when other supply options were needed

Limited price comparison

No one had bandwidth to compare products on price, resulting in paying higher prices than needed

Uncollaborative ordering process

Scientists were not empowered to place their own orders, increasing inefficiency and wasted time

Solution

In order to reduce the pressure on the sole operations manager handling all of the lab supply orders and avoid adding headcount, it was necessary to automate the process and empower scientists to become ordering users.

Access to the ZAGENO lab supply marketplace was the quickest way to transform the ordering process and improve the purchasing experience for all involved stakeholders.



Results

Within a short period of time, access to ZAGENO eliminated the need to hire an additional FTE and empowered scientists to become a part of the ordering process from end-to-end.

With ZAGENO:



\$80,000 in cost avoidance of hiring an additional FTE to manage orders and finance



Streamlined approval process



Saved **312 hours of labor** annually



Discovery of new suppliers without hours of research



Consolidated billing from all vendors into **one monthly invoice**

ZAGENO, in the words of the client

“Before ZAGENO entered our workflow, the labyrinth of lab supply procurement was navigated by a lone central coordinator. The process was cumbersome, time-consuming, and often led us down narrow paths with limited options. **But with ZAGENO, the landscape changed.** Suddenly, our entire team could participate in the journey, dispersing requests, approvals, and receipts with **ease and efficiency.** The platform didn't just save time; it **unveiled a new world of options**, allowing us to explore multiple suppliers, discover hidden deals, and seamlessly upload quotes. The result? **A transformed and collaborative procurement process.**”

-- Accounting Manager and Finance Champion

Are you stuck in your own labyrinth of lab supply procurement? Get in touch with ZAGENO today to change your ordering landscape and experience a transformed and collaborative procurement process.



Discover
ZAGENO

zageno.com/marketplace
sales@zageno.com