

## CASE STUDY

How ZAGENO helped a global top 30 pharma prevent experiment delays for 300-scientist lab.



### Introduction:

A global pharmaceutical company was at risk of missing critical items necessary to keep their lab experiments running. Major distributors were unable to replenish the depleted stocks, leaving the company in a precarious state. That's when the company turned to ZAGENO for help.

### Key facts



#### Client

Top 30 Pharma R&D organization



#### Challenges

Procure 30 critical items within 4 days or critical experiments would be delayed.



#### Solution

ZAGENO's marketplace allowed to identify, vet and order competitively priced product alternatives



#### Results

Within four days, 100% of supplies were ordered and 90% were already shipped.

### Challenges:

The company was facing the following issues:

The company urgently needed to procure 30 critical items within 4 days to avoid experiment shutdown.

Core distributors were out of stock and unable to source alternatives which was going to halt crucial scientific work of 300 scientists.

## Solution

The company reached out to ZAGENO, a lab supply marketplace, for immediate assistance.

ZAGENO, with its massive platform of 40 million product SKUs from 5,300 suppliers, was able to identify competitively priced, vetted, in-stock product alternatives.

Within two days, ZAGENO placed \$900K in orders, and within four days, 90% of those supplies were shipped.



## Results

In less than a week, using ZAGENO's marketplace, the company was able to:

- **Locate 90%** of the items in just one day.
- **Place 121 orders from 19 different suppliers, shipped within two days.** (industry average wait time: 46 days).
- Deliver over 1.3 million items valued at **\$886K within four days**
- Effectively prevent experiment delays

## Lessons Learned

This situation has proven that procurement cannot solely rely on a narrow pool of suppliers and distributors for critical experiments. **Alternative coverage is vital, and this is one of ZAGENO's strengths.** Its superior aggregation capabilities, vast supplier network, and efficient procurement process saved the day for a global biopharmaceutical company. The company not only avoided disastrous experiment delays but also discovered a long-term solution to its procurement challenges.

Following this successful venture, the company has continued to utilize the ZAGENO marketplace to automate its lab supply procurement process and achieve significant product and time savings.



Discover  
**ZAGENO**

[zageno.com/marketplace](https://zageno.com/marketplace)  
[sales@zageno.com](mailto:sales@zageno.com)