

### PROJECT OVERVIEW

#### CHALLENGES:

- Major focus on cost over last 2-3 years
- Manage raw material price increases
- Multiple departments involved in planning and execution of purchasing

#### OBJECTIVES:

- Decrease total costs by 11%
- Build capabilities of purchasing staff
- Integrate purchasing in product development
- Source alternative vendors on key commodities

### OUR SOLUTION

#### ASSIGNMENT STRUCTURE:

- 10 work streams addressing all aspects of spend category
- Each work stream included strong client team and support from Regenius
- Biweekly coordination meetings among client team leaders

#### ANALYSES APPLIED:

- Savings from switching to low cost suppliers and increasing the order batch size
- VE/VA on petri dishes
- Target costing
- TCO analysis

#### KEY TCO ELEMENTS ADDRESSED:

- Procurement spend
- Internal printing department
- Quality control
- Planning, logistics and inventory
- Regulatory affairs

#### APPROACH / TOOLS:

- RFQ process addressing 100% of procurement spend
- Redesign some key products with integration of key vendors
- Open panel to alternative new vendors
- Implementation and additional idea generation

### RESULTS

#### TCO SAVINGS OF 12%



#### % SAVINGS BY TARGETED CATEGORY:

