

Strategic Sourcing in Life Sciences

The life sciences industry plays the critical role of developing innovative therapies, identifying new medicines, and distributing medications to patients in need. Amidst supply chain disruptions and managing both remote and in-office work, leading biotech and pharmaceutical companies have re-tooled their operational strategies to stay ahead of the changing world of business.

Successful procurement teams in life sciences are leveraging software solutions to ensure organizational agility and resilience. With intuitive tools to manage suppliers and collaborate with the business, procurement

and sourcing teams have the flexibility to meet the evolving needs of the enterprise as well as the visibility to plan strategically for the future.

Top Priorities for Life Sciences

Procurement and sourcing professionals in the life sciences industry have found innovative solutions to support their enterprises through rapidly changing environments. The following initiatives are top-of-mind for these procurement leaders:

- Supporting safe remote and in-person working capabilities
- Ensuring continuity by increasing real-time collaboration
- Protecting a diverse, scalable supply chain

Support Safe Remote and In-Person Working Capabilities

As businesses continue to balance remote and in-person work, life sciences companies have found creative solutions to conduct R&D remotely through telemedicine and drug delivery programs.

To support this way of working, procurement and sourcing teams require complete visibility into their supply chain to ensure their product mix can meet changing demand. They must also have the ability to collaborate with their strategic suppliers regularly to drive compliance and mitigate potential risk.



Business continuity planning should shift emphasis from how to ‘keep the lights on’ to laying out the ways and means for maintaining stakeholder relationships across the whole R&D life cycle.

[McKinsey & Co.¹](#)

Ensure Continuity by Increasing Real-Time Collaboration

With teams spread across geographies, collaboration technology like instant messaging is critical not just for internal communication, but for supplier networks as well.

Procurement teams with digital collaboration capabilities are able to update stakeholders, communicate with suppliers, and discuss RFX events – all in real time. These collaboration tools also help eliminate disparate email threads and centralize supplier and contract data in a single system.

Protecting a Diverse, Scalable Supply Chain

How are procurement teams in life sciences safeguarding their supply chains against long-term risk? Sourcing leaders are diversifying their supply base, opting to partner with smaller suppliers to fortify their supply chain.

Additionally, procurement leaders in life sciences are using technology to dig deeper into their project funnels, timelines, and resources for future quarters. When finance and procurement have real-time visibility into their projected spend and contractual obligations, they are empowered to drive enterprise-wide impact and achieve better business outcomes.

Harvard Business Review Key Insights

95% of business executives report disruption to their companies' sourcing and supplier management processes from the pandemic.

92% classified the digital maturity of their company's sourcing and supplier management processes as less than best-in-class going into the pandemic.

60% say the pandemic has fast-tracked plans to upgrade and automate sourcing and supplier management.²

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Workday Strategic Sourcing enables end-to-end supplier engagement, where you're not only being more efficient, but can tap into that single source of truth for a powerful compliance audit trail.

 **Harry Lund**
Senior Sourcing Manager, Information Technology at Biogen

For Finance Leaders

- Gain real-time visibility into procurement spend and proactively manage the value chain
- Assess risk within the supply base and develop strategies to optimize relationships or transact with alternative suppliers
- Streamline reporting and analytics across the business for actionable insights into the supply chain

For IT Leaders:

- Leverage Workday to focus on driving down infrastructure-related costs
- Reduce costs associated with auto-renewals by maintaining all supplier and contract data in one collaborative location
- Meet compliance targets and mitigate risk by managing suppliers and obligations in one searchable solution

From partnering with strategic suppliers, to driving enterprise-wide cost-savings, to strengthening supply chains, procurement teams in life sciences are mission-critical to the success of their business. With technology behind them, leaders like you have elevated the office of procurement and helped secure strong futures for their enterprises.

Want to know how you can achieve better business outcomes? Find out how [Workday Strategic Sourcing](#) can help you streamline your procurement processes, track your projects, and manage your suppliers with a single, intuitive solution.

1. McKinsey, "COVID-19 Implications for Life Sciences R&D: Recovery and the Next Normal"
2. Harvard Business Review Analytics Services, "Managing Procurement Risk: Enterprise Agility for a Changing World"



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