

CASE STUDY

How increasing preferred supplier spend helped an Agricultural Biotech reinvest in increased lab space and in-house manufacturing



Introduction

A growing bioagricultural biotech was looking to increase lab space and bring manufacturing in-house.

By turning to ZAGENO for help, the biotech set its sights on cost savings from automating and streamlining the lab supply ordering process to reinvest in expansion.

Key facts



Client

Agricultural biotech in St. Louis



Challenges

Manual lab supply purchasing process | High non-catalog spend | Long order to delivery time



Solution

Automate lab supply ordering | Access competitive pricing and contracted service levels



Results

Year over year: 18% cost savings | 78% preferred supplier spend

Challenges

At the problem's core was a very manual lab supply purchasing process that did not take advantage of preferred supplier spend, with challenges including:

Manual requisition process

Ordering via inventory management software was time consuming and had no easy multi-vendor price comparison

Distributor monopoly

Manual purchasing process resulted in monopoly spend with global distributor, creating missed savings opportunities

Lack of SLA accountability

Protracted order-to-delivery time due to difficult SLA enforcement

Solution

Accounting and finance needed:

- Simplified booking
- Upfront shipping costs
- Automated invoicing
- Unified supplier terms

Scientists needed:

- Wider product selection
- MSRP or better pricing
- Contracted service levels
- No account setups or verifications

Access to the ZAGENO lab supply marketplace quickly met and exceeded requirements.

Results

Within months, user adoption grew rapidly, due in large part to ZAGENO's Deals and Discounts feature where scientists immediately found qualified, in-stock items on discount used by the lab.

Within 1 year with ZAGENO:

- **57%** increase in ordering users
- **18%** in savings from product comparison
- **78%** of spend with ZAGENO preferred vendors
- **6.8 day** reduction in average # of days from order to delivery
- **13** new suppliers onboarded by ZAGENO

Lessons Learned



Automation saves time and money

Automated ordering allows procurement to focus more strategically, gives scientists more time at the bench, decreases dependence on a limited set of vendors and promotes scaling.



Don't put all your eggs in one basket

The ZAGENO lab supply marketplace offers instant access to over 40 million products across 3,500 suppliers that compete for your business based on price and quality, which offers freedom from the "usual" players.



"As a company overall for us, [ZAGENO] has been **a really, really good** platform." -- VP of Finance



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Don't needlessly pay more for the items you order every day. Get in touch with ZAGENO today and learn how to automate and streamline your lab supply ordering process so you can reinvest your time and money in ways that grow your business.