

Success Story – Pharmaceuticals

Pharmaceuticals giant boosts supplier management

Global pharmaceuticals manufacturer Shire decided to improve the performance of its suppliers providing indirect goods and services.

The company particularly wanted to focus on performance in the areas of marketing, research and development, IT and facilities management.

To achieve the improvements needed, it was thought procurement managers would benefit from being given some help with practical ways to manage suppliers more effectively.

ADR Learning was asked to create a suite of supplier performance tools so that the managers could get the best from the contracts for which they were responsible.

The tools included establishing key performance indicators, setting up a system of supplier review meetings and developing performance improvement action plans.

The initiatives were introduced in a comprehensive training programme carried out by ADR Learning in Ireland and the US, two of Shire's most important locations.

A total of 30 procurement managers took part in the two-month programme.

As a result, Shire's procurement managers are now able to track and direct supplier performance improvement in indirect spend categories much more successfully and quality standards have been improved.

Categories	Pharmaceuticals
Client	Shire
Objectives	To be able to manage suppliers more effectively
Outcome	30 procurement managers trained They are now able to track and direct supplier performance improvement Quality Standards have improved



The participants gave top marks to the programme for helping them fulfill their professional objectives - every one of those who took part wholeheartedly recommended it to their colleagues.

About ADR International

ADR International is one of the world's longest-standing global procurement consultancies with offices in the UK, Central & Eastern Europe, North America, South Africa and Australia. We provide expertise in procurement consultancy, training and development, sourcing, permanent and interim recruitment, technology and audit.

For further information on ADR International and our full range of procurement services please email info@adr-international.com or visit the website www.adr-international.com