

3PL and Serialization Vendor Selection for a Biopharmaceutical Organization

This client is a clinical-stage biopharmaceutical company that focuses on developing and commercializing innovative treatments for inflammatory skin diseases and other medical dermatological conditions. The organization has developed a pipeline in medical dermatology that spans a broad disease state range, including product candidates with multiple potential indications.

The organization was in the process of executing its roadmap to commercialization. After partnering with Clarkston previously to execute a strategy and roadmap project, the client engaged Clarkston again for the next step in the process to drive both a serialization and 3PL vendor selection program.

This client sought a 3PL warehouse and logistics partner specializing in the unique needs of a virtual manufacturer preparing for commercialization. To support the client's product launch, there was a need to ensure compliance with the Drug Supply Chain and Security Act (DSCSA) requirements, as well as serialization laws and regulations to meet future markets.

This client was looking for the appropriate 3PL and Serialization solution vendors that best aligned to their organizational structure and technology requirements and also established a strong foundation for growth.

Life Sciences Case Study

PROJECT OVERVIEW

INDUSTRY:



Biopharmaceuticals

PRODUCTS AND SERVICES :



Innovative therapies for skin conditions

PRIMARY OBJECTIVES:

- Support the identification and selection of a partner for third party logistics and a technology partner for serialization services
- Lead a competitive vendor selection process
- Define and formalize business requirements
- Create and manage RFP processes and constituents
- Conduct evaluation process with cost modeling analysis
- Establish delivery implementation plans

RESOLUTION:

- Defined business requirements to meet future state processes and system needs in support of commercial launch and sales growth
- Initiated market surveys to identify services, industry focus, contacts, and supporting documentation to help client narrow the list of potential partners
- Structured analysis of all RFPs across key areas of functional fit, technical fit, vendor viability, scalability, flexibility, and implementation methodology; assessed and qualified vendors to a short list
- Developed side by side cost models for vendor evaluations
- Managed virtual vendor demonstrations and site evaluations, including development of demonstration script and participant evaluation
- Facilitated vendor selection and communications
- Supported contract negotiations and set up to enable win-win agreements
- Developed execution planning and timelines
- Final vendor evaluation with detailed cost analysis and reference checks

KEY BENEFITS:

- Vendor evaluation and selection criteria and strategy aligned to unique needs and organizational nuances of client's business and industry
- Deep dives into each finalist vendor allowed for more robust analysis of vendor capabilities and allowed client to assess each finalist's partnership, collaboration, and leading practices more effectively.
- Ultimate selection of the vendor meets both current needs, as well as future aspirations of client business



Defined 180 requirements within 5 core categories for 3PL and 150 requirements for serialization within 9 core categories

Managed 9 vendors within 3PL RFP process: 5 vendors for serialization

Designed vendor scorecards and evaluation process with key critical areas of differentiation

Designed cost modeling analysis for 3PL selection across 7 cost structures

Analyzed 6 3PL and 3 Serialization vendor submissions

Managed the evaluation and selection process across 6 business units

“Clarkston ran a very thorough, comprehensive vendor selection process for us and we valued the dedicated resource. We were able to dig deep into the potential providers program to make an informed decision and could not have done this with our own limited staff. Clarkston provided a neutral resource that went between us and the potential providers to avoid direct communication.”

- SENIOR DIRECTOR, SUPPLY CHAIN

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