

CASE STUDY



“Of our 13 on-site stocking programs, Promega is clearly the easiest to use and most reliable system for our researchers.”

–Manager of Research Supply

The Company – R&D Campus

Started at the dawn of the recombinant DNA age, this U.S. research and development campus is often considered the founder of the modern biotechnology industry. Today this company markets hundreds of products to treat life-threatening diseases, including anti-viral compounds and anti-tumor antibodies, and it has a host of leading-edge therapeutic biologicals in the development pipeline. This research campus is now a wholly-owned member of a multinational pharmaceutical conglomerate and serves as headquarters for its pharmaceutical operations and research in the United States.

The Need—Eliminate Paper Hassle and Unexpected Year-End Invoices

The campus needed an on-site ordering and inventory system that would allow its scientists access to research reagents on demand while maintaining reliable inventory management and tracking. Scientists needed to be able to get required reagents quickly with minimal administrative hassle and paperwork.

The Company also needed to eliminate unexpected end-of-year invoices for inventory “shrinkage” associated with traditional on-site inventory stocking systems. Purchasing needed to be able to track product purchased and who purchased it in real time.

The Solution—Guaranteed, Automated, Real-Time Inventory Management

Working with the manager of research supply, Promega installed a system that requires no maintenance, adapts to the existing space requirements and provides an excellent user experience for the scientist. Two inventory units were installed in a main research common area and two additional units in a high-use core laboratory.

- **Provides easy access, product on demand for researchers**

Scientists enter the inventory area, use a card to unlock the unit and remove the RFID-tagged product they need. Reports are automatically generated for the customer’s procurement and accounting offices. Inventory is automatically shipped and replenished as it is used, eliminating any delay for critical experiments.

- **Dovetails with procurement and accounting systems**

The on-site system was designed so that the format style of the reports generated met the needs of the client’s procurement and accounting systems.

- **Achieves significant “hard” and “soft” cost savings**

Over three years, the Company has achieved hundreds of thousands of dollars in soft cost savings by eliminating time-consuming purchase order and procurement hassles. With free shipping and no-shrinkage guarantees, the Company has saved significantly more in hard costs.