
Global Contracting Solution Evaluation and Recommendation

Client Profile

- Our client is recognized as a leading innovation-driven corporation. They have developed a growing portfolio of pharmaceutical products by applying the latest research from its own worldwide laboratories and from collaborations with eminent scientific organizations. Our client provides answers - through medicines and information - for some of the world's most urgent medical needs.

Client Situation

- Having identified a growing complexity in the administration of contracts across its worldwide affiliates, our client recognized a growing need to develop a centralized, automated system to administer contracts for its global affiliates. The first step in realizing this goal was to understand what solutions were available to support a centralized contract administration structure and the cost involved in implementing this solution.

Mindlance Solution

- Mindlance was engaged to assess the business requirements for a global, automated revenue management solution and develop a recommended solution that supports these requirements. The end deliverable for this engagement was to develop a business case for a global revenue management solution. The detailed deliverables for the engagement were:
 - Identify the solution that best supports Client's global contracting vision.
 - Develop a high-level approach to implementing the solution including a go-live for the Client global affiliates and migration of the US affiliate to from its current solution to the global platform.
 - Establish estimated costs for implementing the solution and providing ongoing support costs for the OUS affiliates.
 - Document the global business requirements for a contract administration solution.
 - Document the expected benefits for Client from a global contracting solution.
 - Developing estimated implementation costs and timeline for the recommended solution.
 - Developing estimated operational and ongoing support costs for the recommended solution.
 - Developing an expected value proposition for the global contracting solution.
 - Developing a comprehensive business case for the recommended solution.

Client Benefits

- Due to the outcome of the contract administration assessment, our client now has the information necessary to make an informed decision on whether to move forward with a global contracting solution.