



Kedrion Develops a Procurement Model for Unique Challenges in the Biopharma Space

A digital transformation journey in collaboration with JAGGAER

Vertical

Manufacturing

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About Kedrion

Kedrion is a biopharmaceutical company specializing in the production of plasma-derived medicines for the treatment of rare diseases. Since its merger with the UK-based company BPL (Bio Products Laboratory), the company has undergone a significant transformation, becoming a fully-fledged global player in an increasingly competitive market.

Empowering Human Decision Making

Supplier management in the pharmaceutical world is in general highly complex, with companies constantly striving to balance the demands of economic sustainability, quality, and ethics. But the plasma-derived sector presents its own unique challenges, as the entire supply chain is based on plasma, a biological resource that, unlike synthetic drugs, cannot be produced in a laboratory.

Why JAGGAER

JAGGAER One is an intelligent source-to-pay and supplier collaboration platform, and the catalyst for enhancing human decision-making to accelerate business outcomes. Kedrion leveraged JAGGAER's Supplier Intelligence, a comprehensive view of supplier performance and risks that enhances relationships, seizes innovation opportunities, and proactively addresses risks with intuitive insights.



Working with JAGGAER, Kedrion embarked on a digital transformation journey with a focus on the simplification of the procurement process. The objective was to automate daily operational activities related to the purchasing of essential goods and services, thereby allowing the company to concentrate its high-value resources on strategic purchases.

An agile model for a long-term project

The procurement innovation project launched by Kedrion in collaboration with JAGGAER began in Italy, where the company has its headquarters and three production plants. The goal was to implement the digital management of catalogs and gradually extend this to supplier negotiations and the supplier qualification and onboarding process. Using an incremental approach,

some solutions have already been adopted at Kedrion's site in in Gödöllő, near Budapest, with a rollout to subsidiaries in the United States and United Kingdom in the following 12 months.

In the coming years, one of the company's main objectives is to expand the scope of this project to the Group's major subsidiaries worldwide.

Claudia Cristofani, Process and Systems Associate, Global Procurement at Kedrion, says: "We chose JAGGAER as our partner for this procurement evolution journey because we immediately appreciated its flexibility. It is a platform capable of adapting to our needs and the requirements of a highly regulated sector, demonstrating great adaptability across various processes."

"We believe that efficient procurement doesn't just focus on costs, but adopts a vision that - in line with the company's ultimate goal - aims to better meet the therapeutic needs of patients. From this perspective, the role of procurement is to source quality products that optimize the company's performance. I want to emphasize that, while digitalization is indeed an urgent need for every company today, it is equally true that people continue to make a difference, as technology alone is not enough."

Simone Fornai, Global Procurement Sr. Director, Kedrion



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