

SUCCESS STORIES - SUMMARY

Project Name	Client	Brief Description	Services
Procurement Analysis	Dental care chain	<ul style="list-style-type: none">› Built search functionality on top of procurement system to identify best supplier and alternate products to optimize procurement spend› Provided visibility into purchase behavior by practice, and insights into potential cost savings	Procurement Optimization, recommendation Engine

PROCUREMENT OPTIMIZATION FOR A DENTAL CARE CHAIN

ABOUT THE CLIENT

Client is a rapidly expanding network of dental clinics in North America

SITUATION



- The **third-party procurement platform** used by the client did not provide appropriate visibility into product suppliers leading to **more expensive procurement options being selected**
- Merilytics partnered with the client to build an overlay on the procurement tool to **clearly identify the best supplier and provide visibility into product purchases**

VALUE ADDITION



- Built a high-level procurement spend tracker to **facilitate regular monitoring and tracking of spend** by practices
- Estimated cost savings **by switching supplier of suggested products** to preferred supplier (or best supplier based on the list price)
- Built a handy and easy to use search platform for Products **to enable the procurement team to identify the best supplier/product**, with the following features:
 - Displays best supplier for a product
 - Displays list of compatible products for searched product
 - Provides an option to choose between branded and private label products

IMPACT



- Enabled the client to **identify the best supplier based on product requirements**
- Enabled the client to generate automated reports for cost savings at various cuts to **provide visibility to the regional teams**
- Projected annual **savings of CAD \$2.6M on a total spend of CAD \$29.5M (~ 9%)** based on historical purchases

APPROACH / METHODOLOGY FOR PROJECT DELIVERY

01 Data clean-up

- Check Product spend information
- Identify and resolve data issues

02 Map products across suppliers

- Map products across suppliers using combination of various product parameters
- Set-up database for future mappings

03 Analyze spend

- Organize spend at high-level across product categories
- Calculate product level spend at practice level

3.1 Build Product Search Platform on Tableau

- Search Engine that shows the best supplier corresponding to a product
- Provides options for alternate products for optimizing spend

3.2 Estimate Cost Savings

- Projected savings based on best supplier for each product by category and clinic level
- Projecting savings by switching all purchases to a single supplier

PRODUCT SEARCH OVERLAY BUILT ON TABLEAU

Product search box

Product View

Product ID

6.101
4383M01
4383M02

Product Description

Best Price Products

Selected Product ID	Selected Product Description	Unit Price	Best ProductID	Best Product Description	Best Supplier	Best Product Price	PL Indicator	Branded Product ID	Branded Product Description	Branded Supplier	Branded Unit Price
6.101	Lingual Arch	\$115.00	6.101	Lingual Arch	ABC LAB	\$115.00	NO	6.101	Lingual Arch	ABC LAB	\$115.00
438M01	Biological Indicators	\$103.19	12AX435B	ABC Biological Indicators	PQR INC	\$75.43	YES	77TP290	A123 Biological Indicators	XYZ DENTAL	\$97.23
4383M02	Indicators F/Steam Ster	\$184.01	7712900	Steam Sterlization Indicators	PQR INC	\$162.90	NO	7712900	Sterlization Indicators	XYZ DENTAL	\$162.90

Compatible Products List

Original ProductID	Product ID	Product Description	Supplier	Unit Price
6.101	5834212	Latch Head	MNP DENTARIE	\$89.99

Best Supplier for
selected Product

Compatible Products

EFFECTIVE SUPPLIER COMPARISON FOR SIMILAR PRODUCTS

ILLUSTRATIVE

Supplier Selection
Five different suppliers can be selected to show estimated savings

Clinic Filters

Supplier Cost Saving Analysis

Product ID	Line Description	SupplierName	Latest Unit Price	Purchase Qty	Purchase Total	Supplier Savings				
						Supplier 1	Supplier 2	Supplier 3	Supplier 4	Supplier 5
						Sample Supplier 1	Sample Supplier 2	Sample Supplier 3	Sample Supplier 4	Sample Supplier 5
Grand Total					\$750,522.8	\$20,540.5	-\$10,856.1	-\$10,393.8	-\$4.6	\$38,481.1
9000A	SYSTEM 1	LMN TECH	\$1,864.0	16	\$29,845.6					
5835323	Bravo 21V 220V/10A	ABC INC	\$8,537.4	2	\$17,074.8					
8579A	ARCH	LMN TECH	\$255.5	35	\$8,942.5	\$7,991.6	\$7,780.3	\$7,814.1		\$7,991.6
7770136	Capsule 1	ABC INC	\$90.0	88	\$8,184.9		-\$1,192.4	-\$1,892.9		
GERMI-3-SW-R-UN	Wipes	PQR CORP	\$11.5	634	\$7,291.0					
5700310	Integrator	ABC INC	\$25.7	200	\$5,341.8					
7770137	Capsule 1	ABC INC	\$90.0	56	\$5,257.6		-\$709.8	-\$1,155.5		
5828108	Vanish 5% NaF Varnish W/TCP	ABC INC	\$174.8	28	\$5,021.7		-\$281.5	-\$784.7		
1238997	Contour Cap 3 Spill Fast Set	ABC INC	\$2,420.0	2	\$4,840.0					
7779032	Comply Chemical Integrators	ABC INC	\$94.8	48	\$4,641.7		\$49.5	-\$34.5		

Clinic Grouping

Province

Selection Set

Province 1

Clinic Type

(All)

Clinic Speciality

General

Practice Code

(All)

Category

(All)

Sub-Category

(All)

Timeline

Year to date

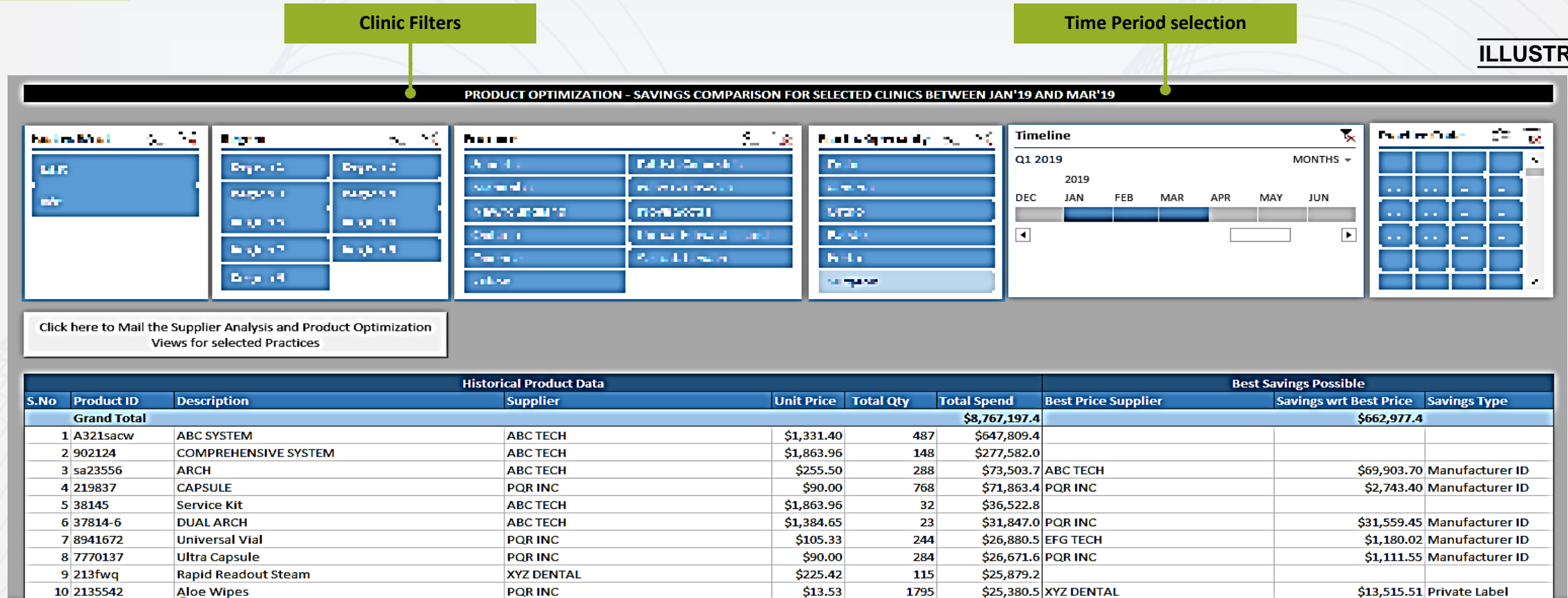
Product ID

Product Information

Optional Product Filter
Option is provided to filter list of products as per requirement

PROVIDED SAVINGS ESTIMATES BASED ON NEW SUPPLIER CHOICE

ILLUSTRATIVE



Product Information

Supplier with Best Savings
Supplier with Best savings is selected for each product where savings are possible