



## DIGITAL TRANSFORMATION IN THE HEALTHCARE INDUSTRY

“ Ivalua will enable us to better track the compliance of our suppliers and our organization, which is extremely valuable to us as we are operating in the highly regulated medical industry. ”

**Ms Ane H. Eliassen**

**Business Process Optimization Manager**

LAERDAL MEDICAL

### **i** BACKGROUND

True to its mission of “Helping save lives”, Laerdal Medical has been, for more than 60 years, a world leader in training, educational and therapy products.

The increasing demand has placed a growing workload on the sourcing and procurement functions.

Using Ivalua, OJC provided a single full suite to standardize their operations and support their growth, while improving the efficiency and the transparency of all procurement processes within the organization.

### **?** CHALLENGES

- ✓ Standardize and streamline all sourcing and procurement operations within the group
- ✓ Improve collaboration with suppliers and increase transparency.
- ✓ Administration and reactive work: Business focused on reactive work (fire drills) such as manual reporting with excel, duplication of efforts and data input
- ✓ Handle the steep growth of the group, due to booming demand in healthcare services and products.

### **+** BENEFITS

157

Sourcing projects in the first 4 months

76

Suppliers profiles in the system after 4 months

## SOLUTIONS SELECTED

Laerdal chose the Ivalua solution for its flexibility and OJC for their expertise and methodology. In just six months, Laerdal successfully deployed a purchasing solution that includes:



Supplier  
Management



Sourcing



Contract  
Management



Procurement



Invoicing



Strategy &  
Analytics

## INTEGRATION

To meet Laerdal's technical requirements, OJC has developed interfaces to automatically create a QAD Supplier ID when on-boarding a new supplier.

In just a few clicks, Laerdal is now able to combine information with their own ERP system (QAD).

## ABOUT LAERDAL

LAERDAL MEDICAL, one of the world's leading Healthcare Solution providers, leveraged OJC's expertise to deploy a sourcing and procurement solution from Ivalua.

- ✓ 1500 Employees Worldwide
- ✓ 1585 Suppliers Globally
- ✓ 4 Production Sites

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ALL Spend, ALL Suppliers, NO Compromises

USA Canada France UK Germany Italy Sweden Singapore India Australia