



## Pharmaceutical Post-Merger Supply Chain Integration

### Highlights

- Developed a short- and long-term strategy for manufacturing planning processes and applications
- Led team to integrate acquired company's planning systems with the client's standard systems
- Provided client with single view of consistent metrics across 50 global markets, 90+ plants and 60+ distribution centers

**The Challenge:** After a major acquisition, a Fortune 100 pharmaceutical company needed to integrate a complex global supply chain to realize the manufacturing and distribution synergies that were a basis of the acquisition. The acquisition resulted in disparate Supply Chain applications being used throughout the organization, little global visibility, inconsistent planning processes, and an inconsistent organization structure across 50 global markets, 90+ plants, and 60+ distribution centers.

**The Approach:** In order to realize the synergies promised through the merger, the client's senior leadership team tasked the supply chain organization with integrating the acquired organization and reducing cost in the global supply chain. Spinnaker was engaged to lead the integration activities for all business processes and applications for their Global Manufacturing division. In this role, Spinnaker developed the short and long-term strategy for integrating applications and processes related to manufacturing planning.

**The Recommendations:** Over a 10-month period, Spinnaker led a team to integrate the acquired company's planning systems with the client's standardized systems. Additionally, Spinnaker worked with each of the 50 markets worldwide to develop consistent metrics allowing comparison of performance across supply chains.

**The Results:** The project provided the client's management team with a single view of consistent metrics across 50 global markets, 90+ plants, and 60+ distribution centers. The inventory and overhead savings from the merged processes and systems were not disclosed, but the success of the project was deemed critical to allow the client to achieve the financial objectives of the merger.

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**About Spinnaker:** Spinnaker is a supply chain services company that helps clients grow, manage risk, reduce costs, and improve customer service by developing world-class supply chain capabilities. Our services help clients develop the right supply chain strategy for their business challenges and implement the process and technology solutions to improve Demand/Supply Planning, Procurement and Sourcing, Logistics and Warehousing, and Reverse Logistics business performance. Spinnaker offers a unique service delivery model that combines the strength of deeply experienced management and technology consultants with a seasoned team of business process outsourcing (BPO) and 3rd-party logistics (3PL) professionals. Founded in 2002, Spinnaker has offices in Boston, Columbus, Denver, Houston, Memphis, Pittsburgh, London, and Singapore.

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