

PUBLIC CASE: AMGROS

ABOUT AMGROS

Amgros I/S is a Danish, publicly owned company which purchases medicine for Danish for Danish hospital pharmacies through EU tender invitations as one its main responsibilities.

The idea is to create economies of scale and administrative savings by consolidate procurement processes with one institution.

Amgros has a revenue of 7,3 billion DKK and employs 80 employees.



QUOTES - AMGROS

“... Needless to say, we have missed a structured and less demanding work process. That we get with CDM’s Tender Management solution, which includes a project management tool for managing and monitoring the whole tender work process.”

Mr. Peter Helmbæk, Vice President, Amgros I/S

ABOUT CDM

CDM A/S is a danish owned software company and Microsoft Gold Certified Independent Software Vendor (ISV) Partner.

CDM’s business focuses on IT and business development. We help our customers to identify the potential for improvement and to realize it.

We collaborate closely with customers, frequently at their own workplace, to get a better feeling for their business and provide the best possible advice based on dialogue. Creating value for our customers from day one is the essence of our business.



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THE CHALLENGE

- Amgros had a need for a procurement system that could support a complex flow of tender processes from A to Z.
- This also included an easy overview of suppliers, tenders and prices. The system should likewise support EU procedures and the EU competitive legislation

METHODS

- To establish a system that could ensure a transparent competition among suppliers with significant savings and elimination of time consuming face to face negotiations.
- To automate the tender processes enabling that Amgros could handle significant more tenders with the same resources or less resources



SUCCESS CRITERIA

A solution with results in:

- More efficient work processes with tenders
- A complete transparent process
- Reduction of manual errors
- Legal transparency

OUTCOMES

The CDM Tender Management solution has secured more effective communication, processes with all stakeholders following from the electronic and automated tender system

Today the CDM solution is pivotal for Amgros in keeping its leading position as a purchaser of healthcare products.

RESULTS

So far it saved the danish state approximately 20 % of the total cost for medicine used at Danish hospitals or close to 1 billion DKK.

This cost control is supported by the CDM system which organizes published tenders, and manages purchases of pharmaceuticals for all the public hospitals in Denmark.