

CDM Pharma Tender Optimizer

Digitalisation and automation of pharma tender processes

Execution of tender processes can be very time consuming and demanding. A drain on the resources so to speak often requiring numerous people to handle the quite complex processes.

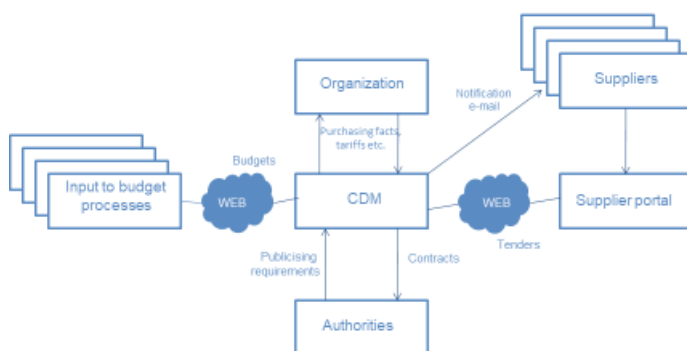
Experience from the Nordic healthcare sector shows that there are significant savings to be realized by centralizing procurement processes in larger entities and by digitalizing the buying processes. This instead of hospitals buying individually and using time on costly and time-consuming negotiations. Not to mention making sure that communication with authorities and complying with legal rules is followed.

With CDM Pharma Tender Optimizer the processes are automated with regard to communication with authorities such as EU, budgeting of purchasing requirements, procurement and collection of tenders from suppliers. All the processes are digitalized and automated. Please see figure below.

In one specific case, the system is handling procurement and communication for thousands of articles numbers worth 8 billion DKK annually.

Reducing mistakes and freeing up resources

With CDM Tender Pharma Optimizer all tender processes are automated. This is freeing up resources, it ensures 100% transparency, and it eliminates manual mistakes and ensures that one is compliant with all legal rules. (Tender rules, need for communication with authorities, suppliers and other stakeholders etc.)



Benefits

- Releasing administrative resources
- Quality assurance of the tender process
- Compliance with EU and other national and regional policies
- Full transparency and overview of improvement areas
- Less human errors
- KPI reporting

Target Groups

- Buying organisations within the healthcare area
- Hospitals
- Life Science companies

Solutions

- SaaS
- On Premise

CDM

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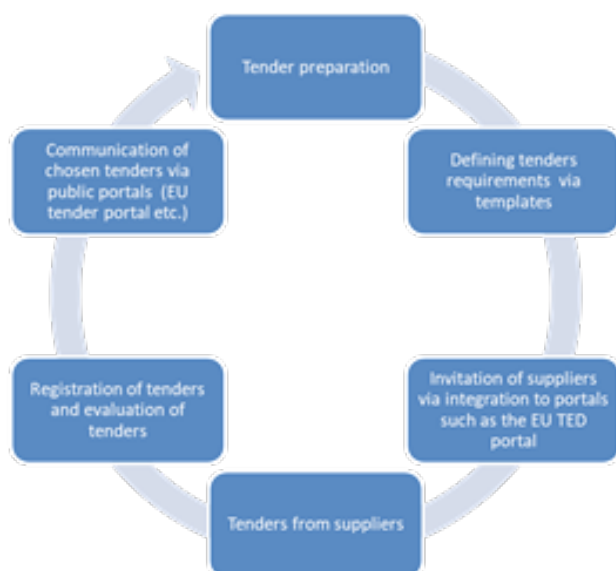
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CDM Pharma Tender Optimizer

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The purchasing is structured in fixed but ajustable processes

All processes are digitalised and automated as the suppliers only can provide tenders via the system. For the buying organization the system also helps structuring the internal working processes as outlined in step 1-7 below:



1. Quantity requirements and budgets are specified on the basis of earlier years registrations and purchasing
2. Tender requirements and specifications are defined in system via templates
3. Potential suppliers are being invited via portals and the organizations homepage also allowing for further questions in relation to tenders
4. Suppliers sends tenders via the homepage with reference to defined requirements
5. Tenders are registered with confirmation to suppliers
6. System ranks offers with points in relation to ability to meet requirements
7. A winner is chosen either automatically or manually

Savings of up to 20%

All processes are digitalised and automated. As the suppliers only can provide tenders via the system. There are examples of savings of up to 26% of the total purchasing volume of 8 billion DKK. This is owed to:

- Fewer persons being able to manage a significant larger number of tenders
- Fewer human errors
- "Arms lengths" principle with suppliers that ensures Best tender price
- Implementation of fixed not changeable tender processes

About CDM A/S

30 years of experience does not come by itself. You are in safe hands with CDM A/S

CDM A/S has existed in 30 years and CDM have global companies and public organizations as clients. Our references speaks for itself and as a client you are in safe hands. We look forward to hearing from you in order to engage in a preliminary non-committal dialogue.