

One procurement source, many solutions.

WuXi AppTec and Staples Business Advantage®.

We pride ourselves on being a one-source solution for customers large and small. With Staples Business Advantage, you get the same high level of customized support regardless of what you're buying. That means a full team committed to delivering the best savings and service possible — focused on the office essentials you need to help your business run smoothly.

Below is one example of how a global, pre-clinical research organization consolidated its office supplies, facility solutions, printing and promotional items with Staples Business Advantage, reaping the benefits of having a single-source provider organization-wide.

The Company

WuXi AppTec is a leading global pharmaceutical, biopharmaceutical and medical device outsourcing company with operations in China and the United States. As a research-driven and customer-focused company, WuXi AppTec provides a broad and integrated portfolio of laboratory and manufacturing services from discovery to commercialization. The company's services help customers worldwide shorten the time and lower the cost of drug and medical device research and development efforts.

The Challenge

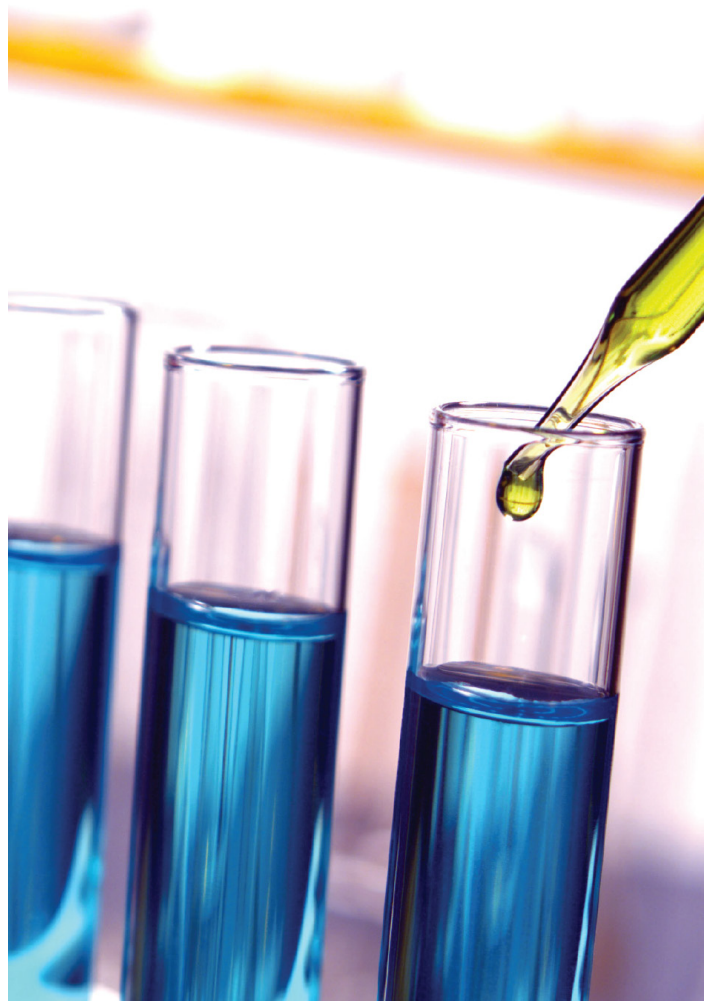
WuXi AppTec was on a mission to streamline its procurement processes for key office supplies and issued an RFP in order to partner with a single provider. By consolidating suppliers, WuXi AppTec aimed to gain deeper visibility into existing spending, simplify ordering and reporting procedures, and reduce costs.

For WuXi AppTec, it was critical that the vendor of choice provide the following: a wide range of products and services to support future needs; consistent, competitive pricing; and personalized support.

Continued on next page

“Staples is a known entity — we knew we were getting the best products and service in the industry. But the biggest advantage is the consultative partnership. We have a team in place that really knows our business and is consistently reviewing our account to make sure we're getting the absolute best value. “

Deyan Sharkov
Procurement Supervisor
WuXi AppTec



STAPLES

Business Advantage®

Continued from front

“For us, centralizing our global product needs was not just about cost cutting,” said Deyan Sharkov, Procurement Supervisor at WuXi AppTec. “This was a strategic move to streamline how, when and what we purchase in an effort to improve our business.”

Ultimately, the organization selected Staples Business Advantage due to its ability to be a global one-source provider, enable ease of ordering across office locations, and minimize the company’s time spent on procurement.

The Solution

At the beginning of the engagement, WuXi AppTec was relying on Staples exclusively for office supplies, enabling employees to locate, order and track products via the Staples Business Advantage Web site. In order to help manage costs, Staples ensured that regularly purchased, approved supplies were prevalent on the site, and also allowed users to rely on saved shopping lists to streamline ordering.

But WuXi AppTec quickly realized that by expanding the Staples Business Advantage engagement there were additional opportunities for short- and long-term savings. For example, WuXi AppTec was purchasing several facility products — paper towels, toilet paper, soap, etc. — in high volumes from another vendor. The Staples team conducted a cost analysis and found that the organization could reduce its facility spending by purchasing those items via the Staples Business Advantage site. Thus, the partnership grew.

The engagement expanded yet again when the two companies reviewed WuXi AppTec’s processes for developing printed materials, including letterhead, envelopes and business cards, and uncovered ways to increase efficiencies. Staples made recommendations for which items should be printed on-demand versus warehoused, and created a cost-effective print fulfillment program for a variety of WuXi AppTec’s materials.

“We quickly realized that our Staples Business Advantage relationship went way beyond office supplies,” said Sharkov. “We were already buying other products elsewhere, and together with Staples, we realized there were improvements to be made.”

WuXi AppTec and Staples Business Advantage®

The print program recently expanded to include WuXi AppTec’s promotional items, with Staples driving the production of customized, branded materials, including coffee mugs, duffel bags and apparel. Whether it be for office supplies, facilities solutions, print orders or promotional items, WuXi AppTec benefits from Staples’ in-depth reporting functionality, providing visibility into purchase volumes by office location, product type, order status and delivery date.

“Deciding how and what to outsource is much more than a numbers game. The ongoing high level of support received from Staples has helped us fine-tune our procurement processes — identifying new opportunities to boost cost and process efficiencies.”

Deyan Sharkov
Procurement Supervisor
WuXi AppTec

The Results

As a result of consolidating its office supplies, facilities and print services with Staples Business Advantage, WuXi AppTec has simplified its purchasing processes, gained new insight into overall spending and reduced costs. The company credits Staples’ great communication, service and support with creating a program that constantly evolves to meet the organization’s needs.

“Every time we’d think about expanding our Staples engagement, we’d research the benefits, as would the Staples team, and we’d always reach the same conclusion — buying from one supplier costs less, is easier and just makes sense,” said Sharkov. “We now have a one-stop shop for employees to purchase key products and that shop just continues to grow.”

To learn more, please visit StaplesAdvantage.com.