

## DIGITAL TRANSFORMATION IN THE HEALTHCARE INDUSTRY



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



### Key Facts 2019

1500

Employees Worldwide

1585

Suppliers Globally

4

Production Sites

157

Sourcing projects in  
the first 4 months

76

Suppliers profiles in the  
system after 4 months

### Group Challenges

- **Standardize and streamline** all sourcing and procurement operations within the group.
- **Improve collaboration** with suppliers and **increase transparency**.
- **Handle the steep growth of the group**, due to booming demand in healthcare services and products.

### 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.

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**

# WITH THE SUPPORT OF OJC CONSULTING, LAERDAL MEDICAL DEPLOYED S2C SOLUTION IN 6 MONTHS

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A fast growing organization requires both a long term strategy and an high attention to detail when designing new processes and deploying new tools. OJC Consulting was able to offer Laerdal Medical a global and personalized support at every stage.

Olivier Jullian  
CEO  
**OJC CONSULTING**

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## Solution deployed

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 and Analytics, and fosters forward thinking strategies centered on efficiency, operational optimization and traceability.

## 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).

## Results

- **All sourcing projects** managed in the Ivalua platform
- **Increased transparency** of the sourcing process
- **Standardized** and **compliant** procedures
- Better **supplier management**
- **“In process” documentation**