



CLIENT CASE STUDY

Client Profile



Bespak is market leader in the

design and manufacture of medical devices, particularly asthma inhalers, for clients including GlaxoSmithKline and Rhone Poulenc Rohrer.

Split into three key business units, Bespak had a total turnover at the time of the assignment of £130 million.

ADR People nurses medical manufacturer back to procurement health

The Challenge

Bespak were finding it difficult to recruit a group head of procurement with responsibility for all three businesses and as a result procurement activity was losing direction and coordination. They recognised they needed a high-calibre individual to provide functional and strategic leadership as major pharmaceutical customers were growing ever more demanding.

The ADR People solution

Within five days ADR People were able to offer two individuals to Bespak for review. The client was able to choose the one with greater experience in the pharmaceutical sector and in consulting. The ADR People interim started the assignment within two weeks of Bespak approaching ADR, initially on a three-month assignment which eventually extended to six months.

The Results

The ADR People interim delivered in three key areas. First, in the operational management of the department, by managing and coaching the existing team to deliver greater results and take on key strategic categories of spend, and also by introducing e-auctions.

Second, the ADR People interim was able to build the purchasing material budget effectively for the following year. Finally, the interim was able to challenge the existing operational plan for purchasing.

Bespak received not only an experienced, hands-on functional procurement leader but also a skilled consultant who was able to diagnose areas of weakness rapidly and make strong, practical recommendations for action.

Bespak was thus able to reap short-term operational gains through the use of the ADR People interim but also longer-term strategic and organisational benefits.

About ADR People



Tel: +44 (0)870 240 1667

info@adr-people.com

ADR People provides clients with dedicated and specialised resourcing services focused on quality procurement people. With 23 year's experience working with over 350 clients in 50 countries, ADR are the specialists in procurement.

