



LIFE SCIENCES ORGANIZATION STRUGGLES WITH GROWTH AND PROFITABILITY

BACKGROUND

The client's shareholders were expecting and requiring growth and profitability. The business was hindered by non-integrated business processes from mergers creating repetitive processes and non-value added activity. TPG was brought in to drive shared services integration and operational excellence through business process improvement.

APPROACH

- Three-year strategic plan created to capitalize on \$71M in shared services in HR, finance, IT, supply chain management, and real-estate facilities across the business functions
- All services were benchmarked against world class standards in the industry
- Global VP and C-level executives embedded
- Overhauled Lean Six Sigma resources and optimized key lab processes
- Built a global Lean Six Sigma program, training >200 Green Belts, >50 Black Belts

RESULTS

The organization experienced high ROI for this project:

- Annual portfolios of **\$18 M direct and indirect savings**
- Sustained **\$100M** in overall opportunity realization