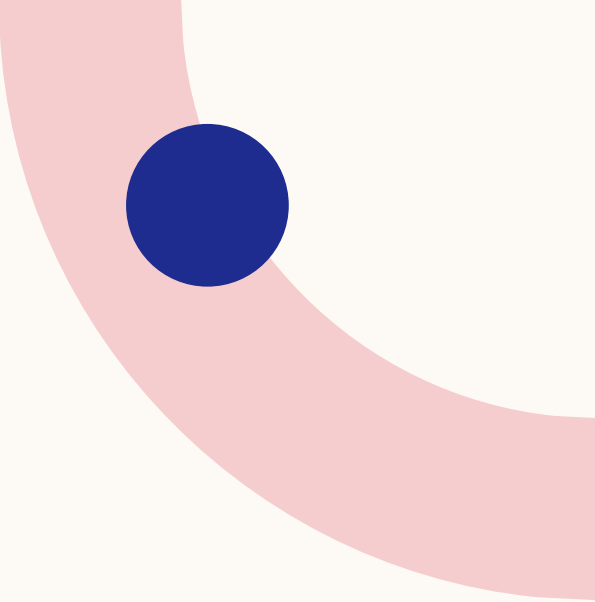


IMPROVING VENDOR SELECTION IN PHARMA USING DIGITAL PLATFORMS

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INTRODUCTION

- Choosing the right vendor in pharma is critical for product quality and compliance.
- Manual methods were slow, risky, and outdated.
- Globalization increased complexity in supply chains.
- Digital platforms bring automation, better tracking, and speed.

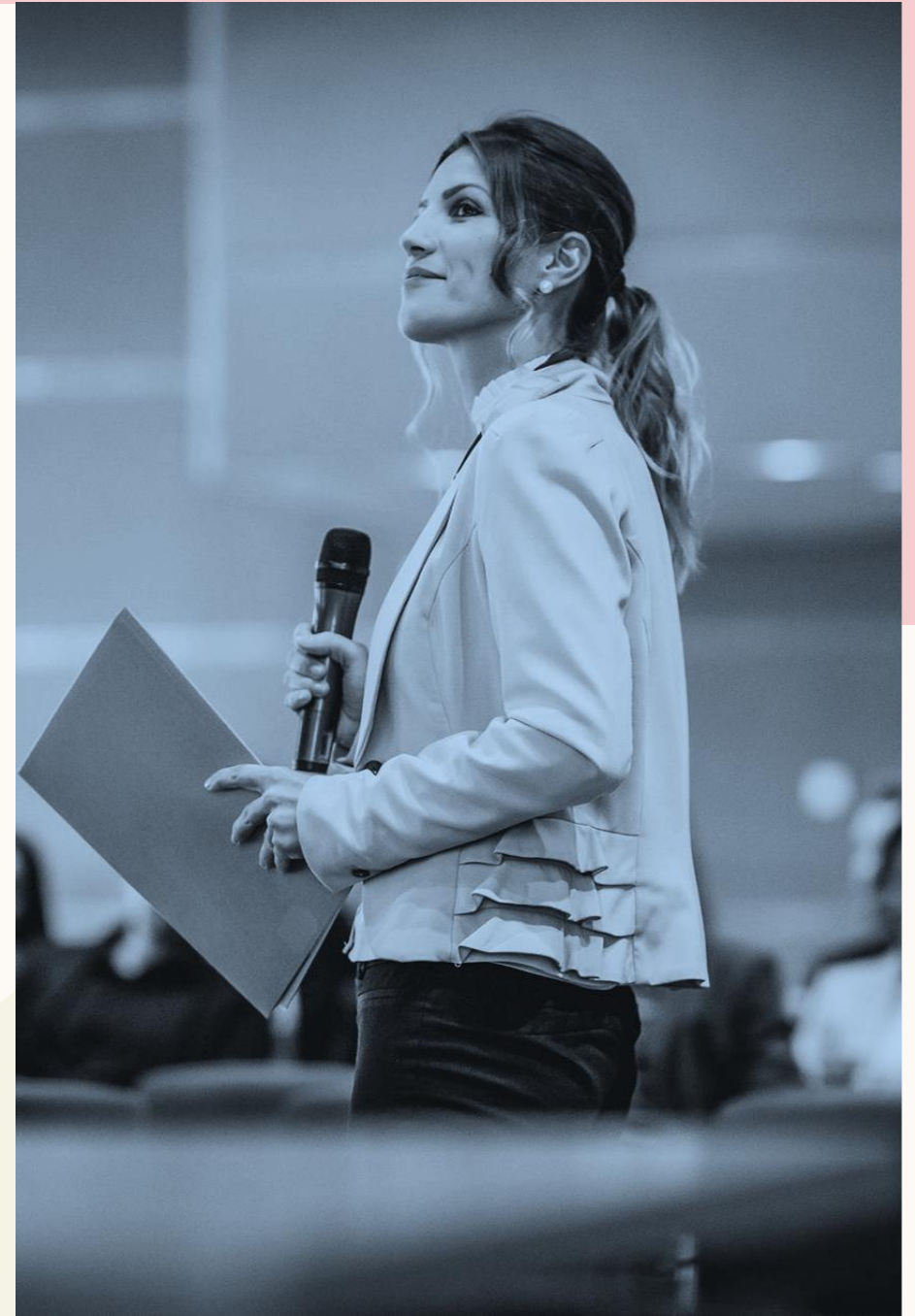


NEED FOR THE STUDY

- A single vendor mistake can cause big losses (recalls, penalties)
 - Pharma needs faster, smarter, and compliant vendor management.
 - Digital tools can solve many problems but are underused.
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OBJECTIVES OF THE STUDY

- Find which digital tools are used in pharma vendor selection.
- Check how they improve speed, compliance, and decision-making.
- Understand challenges in adopting digital systems.
- Suggest ways to improve digital vendor selection.



RESEARCH METHODOLOGY

- Method: Mixed (survey + interview)
- Sample: 50 pharma professionals
- Tools used: Google Forms, Zoom, Excel, SPSS Data collected on onboarding time, tools used, audit readiness, etc.

KEY FINDINGS

- 78% use digital tools like SAP Ariba, Oracle, Coupa.
- Onboarding time reduced from 30–45 days to under 14 days.
- Better audit readiness and performance tracking.
- Top platforms: SAP Ariba (38%), Oracle SCM (22%).

BENEFITS OF DIGITAL PLATFORMS

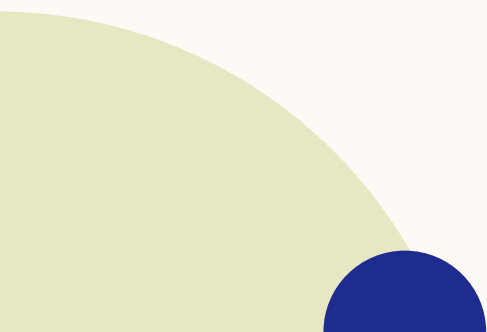
- Faster vendor onboarding.
- Easier documentation and compliance.
- Real-time dashboards for vendor tracking.
- Predictive risk scoring using AI.
- Centralized data = better decisions.

CHALLENGES FOUND

- High setup cost of digital platforms.
- Employees resist new tech or lack training.
- Some pharma companies still prefer manual systems.



RECOMMENDATIONS

- Train teams using both online and offline methods.
 - Involve QA and regulatory teams early.
 - Leadership should monitor ROI on digital tools.
 - Platform providers must customize tools for pharma needs.
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CONCLUSION

- Vendor selection in pharma is no longer manual—it's going digital.
- Digital platforms improve speed, accuracy, and compliance.
- Pharma companies must invest in tools and people to fully benefit.
- Better vendor selection = better product safety and patient trust.



THANK YOU