

Research Synopsis ON Improving Vendor Selection in Pharma Using Digital Platforms

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Title: Improving Vendor Selection in Pharma Using Digital Platforms

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Abstract

The pharmaceutical sector relies heavily on vendor selection, which has a direct impact on manufacturing quality, regulatory compliance, and supply chain efficiency. This procedure has historically been manual, subjective, and heavily documented. But the way pharmaceutical companies assess, onboard, and track vendors has changed as a result of the integration of digital systems like SAP Ariba, Oracle SCM, Coupa, and Jaggaer. Through the use of automation, compliance tracking, consolidated documentation, and risk rating, this study explores how digital platforms improve vendor selection. Surveys and interviews with procurement specialists from Indian and international pharmaceutical companies will be used in this mixed-method study to assess platform efficacy, efficiency improvements, and implementation challenges. Based on the findings, a framework for digital transformation in pharmaceutical vendor management is suggested.

Introduction

The pharmaceutical sector is subject to strict regulations, therefore choosing the correct suppliers is essential to maintaining consistent quality and avoiding fines. Conventional vendor management techniques are ineffective and slow.

Digital platforms offer integrated solutions for performance tracking, risk assessment, onboarding, and supplier evaluation, which serves as a solution. A crucial area for technological transformation as pharmaceutical organizations digitize their processes is vendor selection. According to this study, digital platforms are revolutionizing procurement processes and improving vendor selection results.

Literature Reviews

The body of research suggests that digital procurement is becoming more popular across all sectors. SAP Ariba, Coupa, and Jaggaer are examples of tools that provide AI-based risk grading, performance dashboards, document version control, and supplier onboarding. According to research by McKinsey and Deloitte, digital procurement significantly reduces risk and saves money.

There isn't much scholarly research on pharmaceutical procurement, nevertheless, since vendor certification entails technical, quality, and regulatory checks. This study closes that gap by concentrating on the digital transformation of pharmaceutical vendor selection.

Problem Statement

Despite the availability of digital platforms, pharma companies still face challenges like delayed onboarding, documentation errors, and audit failures due to outdated or partially adopted procurement systems.

Objectives / Aim of the Study

- To explore how digital platforms are used for vendor selection in the pharmaceutical industry
- To assess their impact on process efficiency, audit readiness, and regulatory compliance
- To identify barriers to adoption and suggest solutions
- To develop a best-practices framework for digital vendor management in pharma

7. Methodology

- **Design:** Descriptive and analytical

- **Approach:** Mixed method (survey + interviews)
- **Sample Size:** 50 professionals from pharma procurement and quality teams
- **Tools:** Google Forms (survey), Zoom (interviews), Excel/SPSS (data analysis)

Data Types:

- Primary – Questionnaire responses, interview transcripts
- Secondary – White papers, case studies, platform documentation

Expected Outcomes

- Evidence-based understanding of how digital platforms impact vendor selection
- A list of key metrics that improve with digital adoption (e.g., onboarding time, compliance score)
- Identification of adoption barriers (e.g., cost, training, resistance to change)
- Actionable roadmap for pharma companies to implement or upgrade digital procurement systems

Timeline

Week Activity

- Week 1–2 Literature review and questionnaire design
- Week 3–4 Data collection from pharma professionals
- Week 5–6 Data analysis and interpretation
- Week 7–8 Report writing and recommendations

References

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