

Industry Pharmaceutical

Employees
5000+

PROFILE

The company is focused on three long-term priorities - Innovation, Performance, and Trust - underpinned by their ambition to build a more purpose & performance-driven culture, aligned to their values.

40 new medicines & 17 new vaccines in 2020. More than \$0.5 billion turnovers in 2020

Market leader in dermatology and vaccines in the private segment.

KEY BENEFITS

- A single point of contact for all the training needs.
- Faster decision making.
- Access to a vast network of vendors.
- Compliant with "No Advance" policy.
- Round-the-clock support.

CHALLENGES

Contact with limited training providers and thus, access to a restricted number of learning solutions for their teams.

The LSO and procurement teams were going through the tedious & lengthy process of search, negotiation, finalization, contract signing, vendor management, and process tracking.

No policy for paying advances to the vendors, but most vendors seek advance payment.

Solutions

- Single point contact for all the training-related necessities by OT Marketplace.
- Outreach to a vast network of solution providers and 5000+ learning solutions.
- From the search for the right training to vendor selection, trainer onboarding, finalization, contracts, vendor management, and participant analytics, are handled by OT Marketplace.
- A customized approval flow that accounts for all the stakeholders involved in MD.
- Round-the-clock assistance for any operational, training process, or trainer-related issues.

“ Both our L&D and Procurement teams have experienced improvements in productivity after partnering with OT Marketplace. They removed our need of contacting multiple learning solution providers while at the same time provided us a huge network of vendors. www.ot.market is our gateway to the training programs and vendors we need. Our overall training cost has come down and a lot of time has been saved. They also deliver any new training requests very quickly & efficiently. ”

Procurement Head

Results

Within **3 months** of adopting the **OT platform**



Booking time reduced by
80%



Savings on the cost of training programs:
30%



Average feedback
4.4