

Optimizing high-value RM procurement to ensure supply continuity

Client - A European multinational corporation active in the fields of health, nutrition and materials. Associated with Laurus for the past 10+ years

Program

- The compound of interest is an advance intermediate of a water soluble vitamin. While the client organization provided technical pack was constrained by their incumbent CMO not providing full details. This program is however only 2 years old.

Challenge

- The inadequacy of the tech-pack which can become a constraint given the process involved multiple critical parameters
- The scale of manufacture & the given process necessitated an input of 60+kg of precious metal catalyst per batch which in continuous production could be a cost management nightmare
- Given the starting material is provided by the client, it becomes important that the expectations v/s reality of the SM-Product CCs are aligned between client & Laurus and all this without the benefit of the exact yields or practices of the incumbent CMO

Solution

- Laurus tech-team evaluated the given process and significantly improved it without changing the registered scheme
- Laurus optimized the process to use a grade of precious metal catalyst already part of the organizational pool inventory. The investment in total purchased quantity however was smart managed to effective planning of the collection of spent & recovery of the catalyst without holding up the charging of the batches in the interim
- Established theoretical v/s practical yields at all stages & agreed with client on effective CCs of SM thus helping them plan SM procurement

Outcome

- Successfully validated the process and supplied all required commercial quantities to the client & approved in their system as a qualified second supplier
- The client is working closely with Laurus on improving the yields further towards cost optimization so that most procurement can be shifted to Laurus
- The client is considering Laurus for collaborative business opportunities
- 10000KG DELIVERED AS ON DATE