**Challenges**

After a major acquisition, a Fortune 100 pharmaceutical company needed to integrate a complex global supply chain to realize the manufacturing and distribution synergies that were a basis of the acquisition. The acquisition resulted in disparate Supply Chain applications being used throughout the organization, little global visibility, inconsistent planning processes, and an inconsistent organization structure across 50 global markets, 90+ plants, and 60+ distribution centers.

**Approach**

In order to realize the synergies promised through the merger, the client’s senior leadership team tasked the supply chain organization with integrating the acquired organization and reducing cost in the global supply chain.

Spinnaker was engaged to lead the integration activities for all business processes and applications for their Global Manufacturing division. In this role, Spinnaker developed the short and long-term strategy for integrating applications and processes related to manufacturing planning.

**Recommendations**

Over a 10-month period, Spinnaker led a team to integrate the acquired company’s planning systems with the client’s standardized systems. Additionally, Spinnaker worked...
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Founded in 2002, Spinnaker operates on two guiding principles – measure our success by our client’s accomplishments and treat every situation with honesty and integrity. It’s from these guiding principles that Spinnaker has been able to achieve tremendous growth.

Spinnaker has worked with entrepreneurial start-ups to Fortune 100 enterprises in industries such as Energy/Oil & Gas, Consumer Products & Retail, High Tech & Semiconductor, Industrial Manufacturing, Medical & Pharmaceutical, and Telecommunications. We combine our vast supply chain and business process knowledge with industry best practices to deliver solutions that drive tangible results for our clients.

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with each of the 50 markets worldwide to develop consistent metrics allowing comparison of performance across supply chains.

RESULTS

The project provided the client’s management team with a single view of consistent metrics across 50 global markets, 90+ plants, and 60+ distribution centers. The inventory and overhead savings from the merged processes and systems were not disclosed, but the success of the project was deemed critical to allow the client to achieve the financial objectives of the merger.