

What Procurement Managers say ...

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Procurement professionals in the pharmaceuticals industry can proactively drive value-creation.



With expiring patents, proliferation of generic drugs, rising requirements for investment in R&D and marketing and huge pressure from governments and health insurance companies to reduce end-market prices, there is enormous opportunity for procurement to increase its contribution to sustainable business performance improvement.

Procurement professionals in the pharmaceuticals industry can proactively drive value-creation by: Seeking and capturing supplier innovation from the earliest stages of research and development all the way through healthcare delivery; Building collaborative, high performance partnerships with Contract Research Organizations (CROs) and other third-party providers of high-end technical and scientific services and Bringing the same measures of procurement discipline to indirect spending as they have often achieved with direct categories.

Hence **Nitin Konde** of BioSpectrum India spoke to procurement managers at leading pharma /healthcare companies about the current challenges they are facing and key elements to be a successful. Read their views:

- [Shrikant Bhilare, Procurement Manager, Senior Manager API purchase, Sun Pharma](#)
- [Rajesh Nawale, Chief Manager - Procurement, Abbott Healthcare Pvt. Ltd.](#)
- [Sudeep Hota, Sr. Manager Procurement Operations, Mondel?z International- India](#)
- [Sharad Raina, General Manager - Supply Chain, Fortis Healthcare](#)
- [Shreekant Malvadkar, Assistant General Manager - Purchase, Emcure Pharmaceuticals](#)

- [Hitesh Lilani, Purchase Manager - Operations Pan India, K-Hospitality Corp](#)
- [Sivaram Malaikani, Head Procurement, AstraZeneca Pharma India](#)