



# Precision Planning Pays Off: Kinaxis Optimizes S&OP for a Leading Life Sciences Organization

**Key objectives:**

- Company-wide S&OP
- Better forecasting and collaboration
- Unified end-to-end global supply chain

**Industry:**

Life Sciences and Clinical Diagnostics

**Geographies:**

Headquartered in Hercules, California, with 18 global manufacturing sites

**Employees:**

Over 7,700 employees

**Revenue:**

\$2.7 billion

**Results:**

- Higher forecast accuracies across the company's statistical, consensus and constrained forecasts
- A robust way to measure and view progress across all of the company's global sites
- Advanced technology tools replaced Excel spreadsheets, legacy systems and email for collaboration and data-sharing

Three years ago, Bio-Rad Laboratories, Inc., needed a company-wide sales and operations planning (S&OP) process that would help tie together its global operations and get all of its departments working from the same playbook. Up until that point, the Hercules, Calif.-based life sciences innovator was using a largely “disconnected” approach to these processes.

“We lacked a continuous connection between plans and across our supply chain, manufacturing, sales and finance teams,” said Steven Caron, IT Director. “We needed a more advanced planning system to support our growing operations.”

Those operations play an important role in the life science research and clinical diagnostics markets, for which Bio-Rad develops, manufactures and markets a broad range of innovative products.

**Kinaxis Comes Out on Top**

Bio-Rad wanted a solution that could pull together all of the growing life science organization's data at a consistent cadence. This would help it shift over to data-driven decision making, versus having to use a cumbersome system of enterprise resource planning (ERP), Excel spreadsheets and emails to share data across departments and team members.



Working with Gartner, Inc., Bio-Rad researched supply chain orchestration platforms on the market. “Kinaxis ranked high on our short list,” Caron recalled. After a thorough evaluation of the system, Bio-Rad implemented the Kinaxis Maestro platform as the foundation layer to support its company-wide S&OP process.

### **Optimizing Processes and Workflows**

Bio-Rad has a long-standing partnership with IBM, which implemented Kinaxis alongside some of the latter’s professional services team members. Kinaxis’ native functionalities were a key selling point for the platform, which doesn’t require a lot of customizations and IT intervention to implement, run and optimize over time. Bio-Rad also relies on Kinaxis’ S&OP life science package to run its international supply chain, where shelf life specifications can vary from one country to the next.

Bio-Rad uses the task flows to establish standard processes for completing specific tasks. The checklists are featured side-by-side with the work itself, so if someone is doing workbook planning, for example, then the process flow will be visible and ready to guide them through the task at hand. “That consistency and standard process enabled through the task flows definitely separated Kinaxis from other platforms that we considered,” said Caron.



“We didn’t have a great measurement of these three areas before Kinaxis. Now we have a very robust way of measuring and viewing our progress in those areas across all of our global sites.”

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STEVEN CARON,  
IT DIRECTOR, BIO-RAD  
LABORATORIES, INC.



## Employees Love Using Modern Tools

Bio-Rad is now driving higher forecast accuracies across its statistical, consensus and constrained forecasts. “We didn't have a great measurement of these three areas before Kinaxis,” Caron explained. “Now we have a very robust way of measuring and viewing our progress in those areas across all of our global sites.”

Kinaxis has also made a difference for Bio-Rad’s team members, who like using advanced technology tools over Excel spreadsheets, legacy systems and email for collaboration and data-sharing.

Looking ahead, Bio-Rad plans to get its Quality Systems Division on the Kinaxis Maestro platform and away from using Excel spreadsheets. The company also wants to optimize its freight and multimodal transportation planning, with an eye on using more ocean versus air to move product between its distribution centers.

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