SCM 19

"Impact of Efficient Procurement on Productivity Performance in Pharmaceutical Industry. A case of twin cities"

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Abstract

The main goal of this research is to determine the impact of efficient procurement on the productivity performance in pharmaceutical industry of Pakistan (Companies operated in Islamabad & Rawalpindi). Because it is essential to life and health, the pharmaceutical business plays a unique role in creating economic opportunities. Pharmaceutical firms in Pakistan are having a lot of problems and challenges. They aren't aware that they need to put their primary attention on corporate efficiencies and that they urgently need to establish a procurement system within their firms. To be differentiated from other companies the pharmaceuticals companies of Pakistan should develop a proper procurement structure. There are numerous aspects that explain the literature in terms of efficient procurement. Furthermore, the study looks at which variables are more relevant and vital for a smooth and efficient procurement process in the pharmaceutical sector today. With the use of a questionnaire design, the study used a quantitative method with pharmaceutical businesses as the target audience. There are six sections to the questionnaire. It includes independent variables as Procurement planning in section A, Supplier Quality in section B, Supplier lead time in section C, Supplier partnership in Section D, Information & Communication in Section E and with the dependent variable as productivity performance in section F. Five different pharmaceutical firms were chosen, and all of the respondents worked in supply chain, logistics, inventory, and procurement departments, all of which have a direct impact on a company's productivity. A total of 152 people were contacted, and the data was analyzed using statistical methods and SPSS software. In descriptive analysis, tables and their analysis were employed, while in inferential analysis, the regression approach was employed to evaluate the hypothesis. These strategies were chosen to learn more about the issue in depth and in depth according to the nature of the topic.

Keywords

Supplier Quality, Supplier Lead-time, Efficient Procurement, Productivity performance, Pharmaceutical Companies

Abbreviations

SCM: Supply Chain Management

MNC's: Multinational Companies

PDRA: Pakistan Drugs Regulation Authority

PPMA: Pakistan Pharmaceutical Manufacturers Association

ISF: International Standard Formulation

MTO: Make to order

ATO: Assemble to order

EDI: Electronic Data Interchange

IOT: Internet of Things

SLT: Supplier Leadtime

SLT: Strategic Leadtime

SQA: Supplier Quality Assessment

PPOA: Public Procurement Oversight Authority

TOC: Theory of Constraints

TABLE OF CONTENTS