

Strategic Sourcing and MBE Development

Client Name & Address	Eli Lilly and Company Lilly Corporate Center Indianapolis, Indiana
Contact Name	Mr. Andrew Crowe Minority Business Development
Project Summary	Performed business assessment for Eli Lilly's Global Manufacturing Department to identify ways to improve operating performance, implement improved sourcing (procurement) of product and services, and significantly increase MBE participation
Scope of Work	<p>Stratus:</p> <ul style="list-style-type: none"> • Conducted interviews with Lilly senior management and staff to identify areas of concern or with significant potential for MBE sourcing • Performed business evaluation with respect to performance and cost, including mapping processes and benchmarking cost • Performed detail cost analysis and computing potential cost savings with the implementation of new technology, processes, and consolidation or privatization activities • Identified significant business concepts for MBE development or formation • Developed all administrative reports and presentations • Implemented a sourcing methodology that was conducive to the formation of a significant MBE <p>Eli Lilly received a management consulting evaluation that identified million of dollars in cost savings and a portfolio of six (6) significant MBE development opportunities. Upon implementation of the Print Management and Desktop opportunities, Eli Lilly achieved approximately \$9 million in cost savings and significantly increased its MBE sourcing with the implementation of IT Services.</p>
Duration	01/1996 to 03/1997