

Case study

## 50 000 Compound Set in December

**MolPort Beat the Calendar and a Hard Budget Cap to Deliver an Expanded 50K Compound Set at the Busiest Time of the Year**

### Overview:



The customer is European biopharmaceutical company developing therapeutics for oncology and rare diseases. Target to acquire a 40,000-compound set for screening; with specified an average per compound price limit and with delivery to be complete before the end of calendar 2019.

### Approach:



### Outcome:

On-time delivery of the 50,000-compound set during a very busy time of year for both the suppliers and MolPort. Achieved customer requirement- average price per compound.

## How MolPort Beat the Calendar and a Hard Budget Cap to Deliver an Expanded 50K Compound Set at the Busiest Time of the Year

### Situation

An European biopharmaceutical company developing therapeutics for oncology and rare diseases approached MolPort for help in acquiring a 40,000-compound set for screening; and they specified an average per compound price limit, with delivery to be complete before the end of calendar 2019. The customer had previously approached individual suppliers to see if they could provide the compounds, match the required per compound price, and whether they would be able to deliver on time during a typically busy time of year for suppliers. They found the negotiations time-consuming and sometimes inconclusive, so they turned to MolPort for assistance in selecting suitable suppliers and negotiating an acceptable price.

### Solution

The customer already had access to MolPort's downloadable and searchable database of commercially available compounds, and they also used MolPort's API Web Services to access the database (via KNIME and Pipeline Pilot) to search and select compounds. Using these tools, they designed a library of approximately 75,000 available compounds, and asked MolPort to triage the list to create a 40,000-subset containing the cheapest compounds available in the required amount.

MolPort did this, and in negotiations with the most appropriate and reliable suppliers they were able to match the agreed average price per compound. Process was better than the customer's expectation and based on this, they increased their budget from the initial US\$300K to US\$500K, and extended the compound set to over 50,000. This also considered a likely 1-5% cancellation rate to be expected at that busy time of year.

MolPort placed the orders with nine suppliers and provided the suppliers with the customer's required 96-well tube-racks to be used to supply the specified amounts. Most of the 50,000 ordered compounds were delivered on time to MolPort for consolidation. The received sets of compounds from the various suppliers were consolidated at the MolPort warehouse, and were delivered just-in-time, on the last working day of 2019, as specified by the customer to comply with administrative and accounting requirements.

### Outcome

The customer was pleased with the sourcing service and appreciated the on-time delivery of the 50,000-compound set during a very busy time of year for both the suppliers and MolPort.

Effective and timely communication between the customer, MolPort, and the suppliers ensured that any delivery and pricing issues that cropped up during the project were addressed and resolved quickly, and a customer visit to meet face-to-face helped cement and improve credibility and trust.

The customer's feedback was overwhelmingly positive, as MolPort had enabled them to receive a much larger library of compounds and on-time.

If you are facing library selection challenges in your compound acquisition and screening programs, MolPort can help. MolPort can quickly understand your requirements, offer expert advice on library and supplier selection, and help negotiate an attractive price to maximize your compound acquisition budget.

Please contact MolPort to see how we can help.