



The CPO's expectations of a Procurement CoE –What we aspire to become

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Draft v1.0

The Agenda and Speaker



Discussion:

- Takeda Company Overview
- Procurement Today
- Why we changed
- How we are structured
- Knowledge management as the glue
- Our learnings so far
- Coming Soon

Speaker:



Takeda is the number 1 Pharma company in Japan with Global revenues of Y1,778bn from across 70 markets



Built on values

Integrity
誠実

Fairness
公正

Honesty
正直

Perseverance
不屈

Takeda-ism guides the actions of everyone within our company. They are our principles, our core strengths – they are the spirit of Takeda.



FY2015:
Positioning Takeda
for long-term sales
and profitable
growth



R&D-driven

Focused, world-class R&D innovation engine

- Gastroenterology
- Oncology
- Central Nervous System
- Specialty CV
- Vaccines

People-oriented

Patient and customer centered

Global, collaborative and agile



Performance-focused

- Gastroenterology
- Oncology
- Value brands in emerging markets



Procurement is set to play a pivotal role in Takeda's success. Our new operating model allows us to deliver strategic and tactical value



300+

Global Procurement Experts

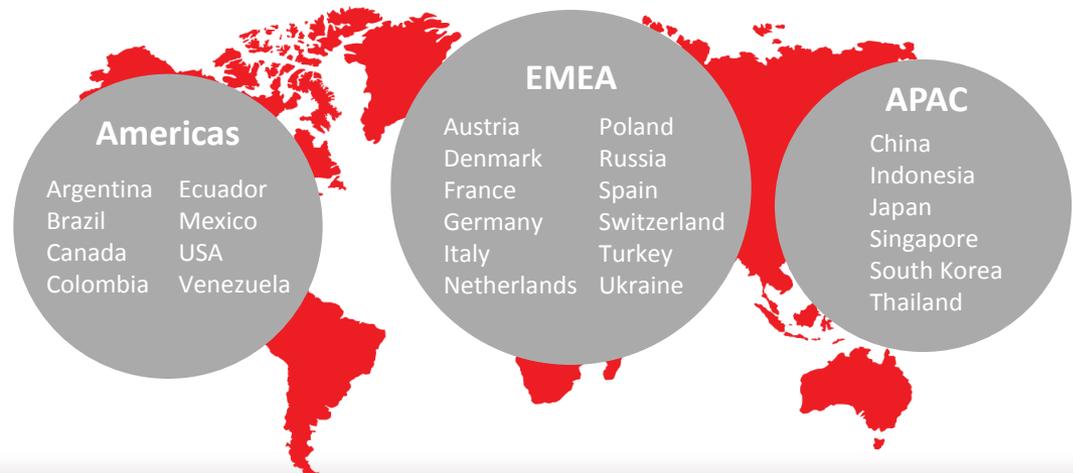
WHO...

- Put the patient and functions at the center of everything we do
- Act as one global function
- Work in a category-centric and global structure
- Strive to be agile and diverse
- Meet the needs of its stakeholder and generate savings and value for Takeda

STRATEGIC, GLOBAL SUPPORT TO CATEGORIES



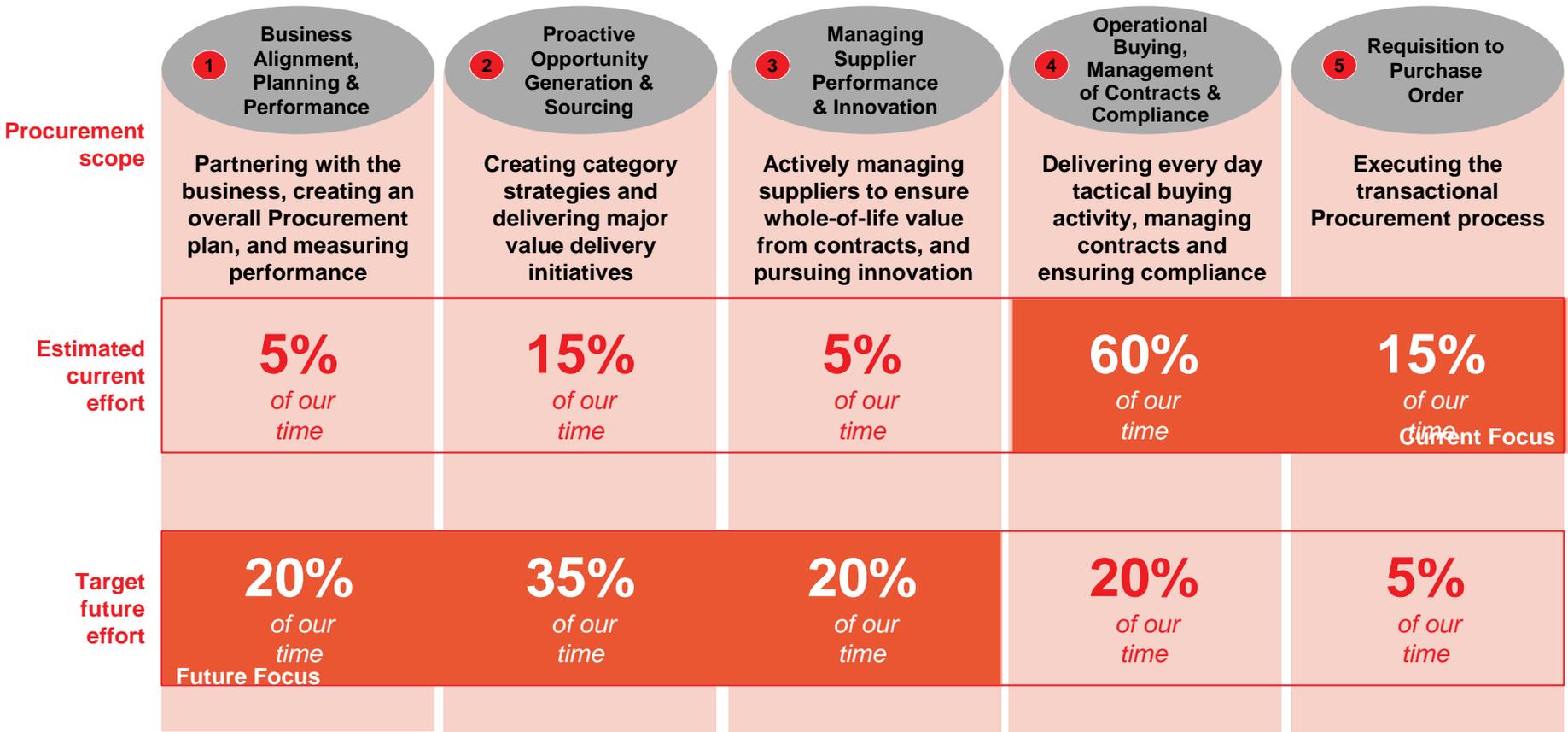
COUNTRY PROCUREMENT PRESENCE



In June '14 we recognized the need to rebalance Procurement with a targeted growth in our strategic capability

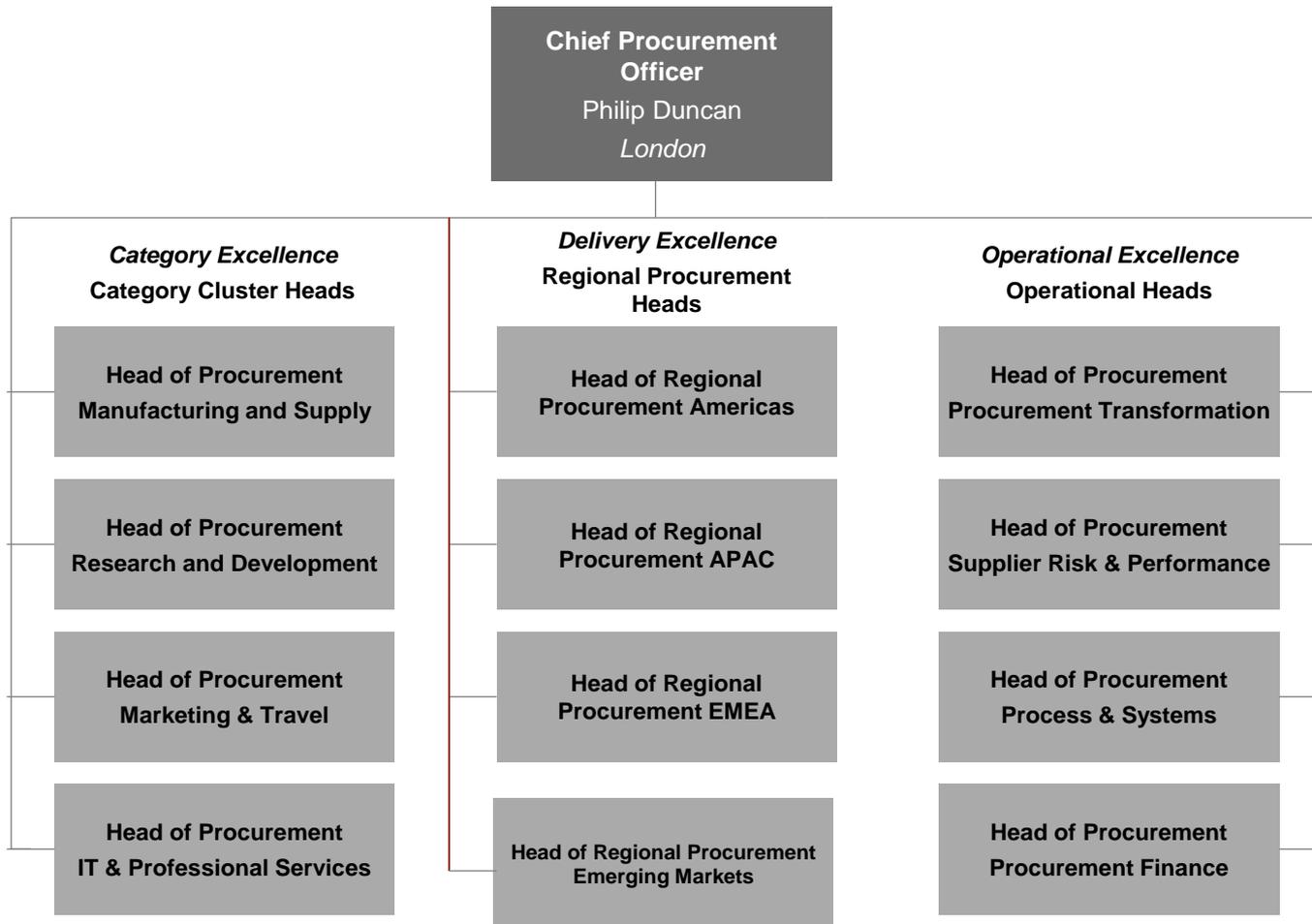


We needed to rebalance from being tactically focused toward a more strategic function that is aligned with business and Patient needs and focused on value creation



Source: Input from 168 Procurement employees during 5 design workshops

Change started with the creation of best-in-class sub-teams to complement the operational heart of our function.



At the heart of linking this team together is our Knowledge Management and Communications Capability



Site Actions Bennett, Dean [Logout](#)

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- Organization
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- People
- Working in Zurich
- Location
- Zurich

Global Procurement

- About
- Calendar
- Glossary
- Procurement Channel
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Global Procurement

Information at a Glance



About

- Our CPO Phillip Duncan
- Knowledge Base: Our Key Documents & Sites
- Phillip's Corner: Our CPO's Blog
- Procurement Leadership Team

Help at Your Fingertips



Need Help from Procurement?

- Contact your Local Procurement Partner
- Procurement for Non-procurement

Can't find what you're looking for?

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News

Just In: New enterprise glossary available

Procurement News

-  **Hyatt Credit Card Incident**
February 1, 2016
Fraudulent messages on credit card after a stay? Important steps to deal with this explained
-  **Introducing: Enterprise Glossary**
January 27, 2016
New enterprise glossary available
-  **Tiger Maintenance**
January 21, 2016
Tiger SharePoint sites (inclusive of Global Procurement Intranet) unavailable from 22 January 8PM CET through January 25 8AM CET
-  **Well Informed into the New Year**
January 20, 2016

FAQ5

-  **Procurement Academy Serving Hundreds**
December 18, 2015
Since the Procurement Academy launched in October, more than 350 Procurement Academy courses have been completed.
-  **Supplier Due Diligence: Update & FAQs**
December 18, 2015
All Region, Cluster and Enabler team launches are now complete. Launch events for new employees to begin in November, with OBU launches coming soon.
-  **Takeda's Supplier Diversity Program: A Year-End Review**
December 18, 2015
In 2015, Takeda made impressive strides in broadening the diversity of our supplier base. But more work remains to be done to meet corporate goals and industry standards.
-  **In the Spotlight ... Clinical Outsourcing**
December 18, 2015
Learn about Takeda's Clinical Outsourcing team, which is responsible for strategic sourcing activities associated with clinical trial outsourcing across our product [MiApp](#)

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Competitive Intelligence

- Category Reports
- CEB
- inSync
- NewsWatch
- Resource Catalog

7 |

Takeda Pharmaceuticals International

Knowledge Management plays a pivotal role in providing the Market Intelligence to drive our annual target setting discussions



Provided on a dynamic basis and in support of our annual plan review, market intelligence is key for our internal credibility as we build the function

TIGER

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ABOUT US • LOCATIONS • ORGANIZATION • PEOPLE • PRODUCTS GLOBAL PROJECTS • TOOLS & SERVICES • MY COLLAB MY APPS SEARCH

Global Procurement > Knowledge Base > category reports >

Global Procurement	Type	Publisher	Title	Resource Type	Report Date
Global Procurement Categories : Contract Manufacturing (2)					
	Beroe		API Contract Manufacturing Market	Opportunity Assessment	10/7/2014
	Beroe		Lyophilisation Services Market	Opportunity Assessment	11/11/2014
Global Procurement Categories : Discovery Research and Laboratory (1)					
	Beroe		Lab Equipment Supplies	Opportunity Assessment	9/29/2014
Global Procurement Categories : Human Capital (8)					
	Beroe		Contingent Staffing	Opportunity Assessment	10/6/2014
	Beroe		Fleet (Part I)	Opportunity Assessment	10/6/2014
	Beroe		Fleet (Part II)	Opportunity Assessment	10/6/2014
	Beroe		Fleet (Part III) - Regional Differences in Sourcing Financing and Engagement Models Beroe Inc 2014-10-06	Opportunity Assessment	10/6/2014
	Beroe		Legal Services	Opportunity Assessment	9/29/2014
	The Smart Cube		Legal Services	Opportunity Assessment	10/7/2014
	Beroe		Management Consulting	Opportunity Assessment	9/29/2014
	Beroe		Contingent Staffing	Opportunity Assessment	10/6/2014
Global Procurement Categories : Logistics and Warehousing (1)					
	The Smart Cube		Logistics Market	Opportunity Assessment	10/23/2014
Global Procurement Categories : Marketing and Market Research (6)					
	The Smart Cube		Pharma Market in Japan	Market Intelligence; Sample	9/21/2014
	Beroe		Crioped by Cost-CMO Quo Vadis	White Paper	3/1/2014

Our annual stakeholder survey, however, told us while change is being recognized, we still have some improvements to make...



“interactions between Procurement and the Business are improving”

“We recognize the commercial value that Procurement can bring”

“Savings initiatives also help to transform the CRO/Takeda relationship to deliver better value and efficiency”

...but we need to better understand business requirements and to improve systems and processes

“Think beyond cost savings”

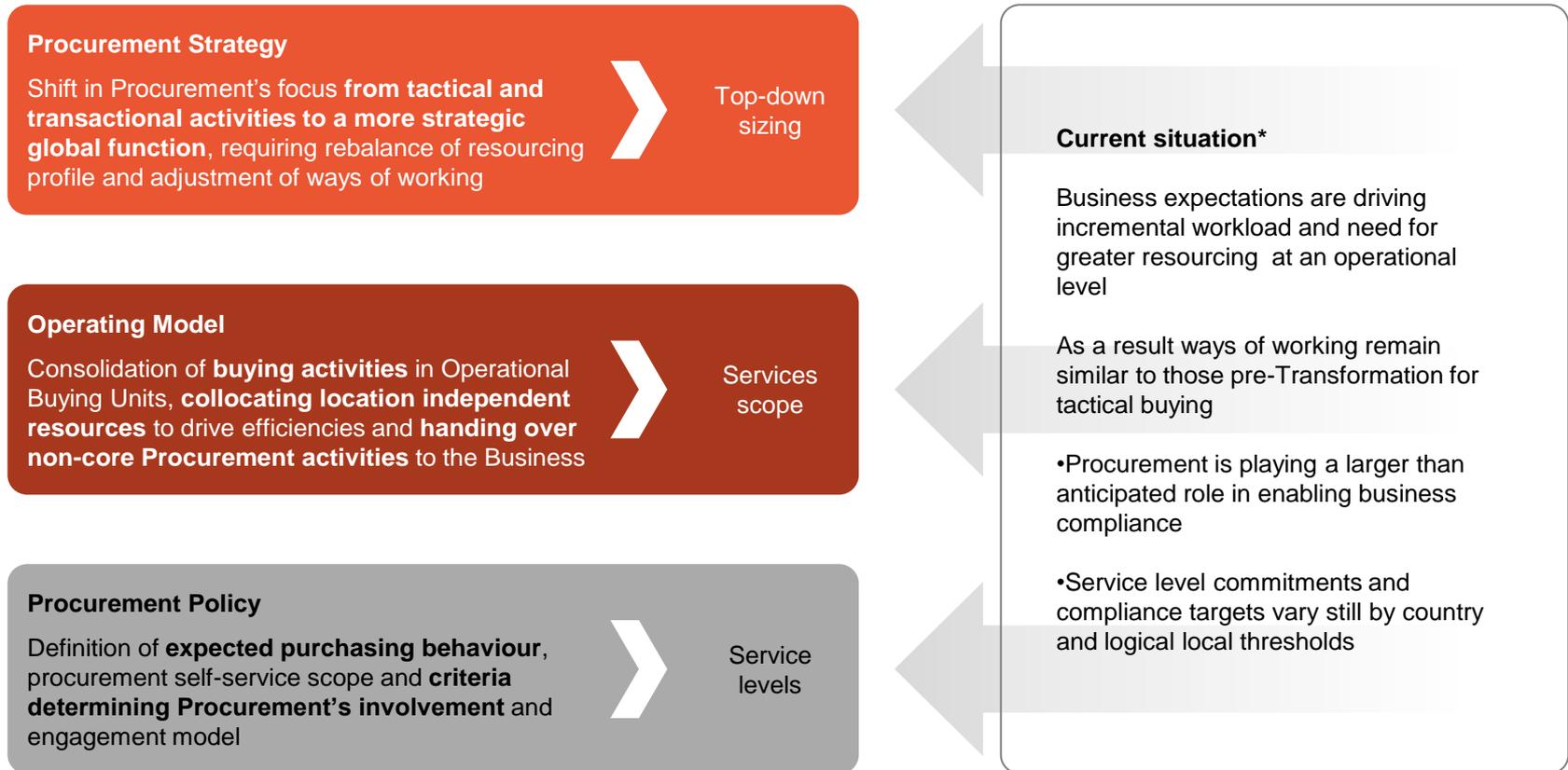
“Have integrated Processes and systems to be more efficient”

“ Better leverage innovations from suppliers to benefit the business”

“Deliver consistently; on time and on target”

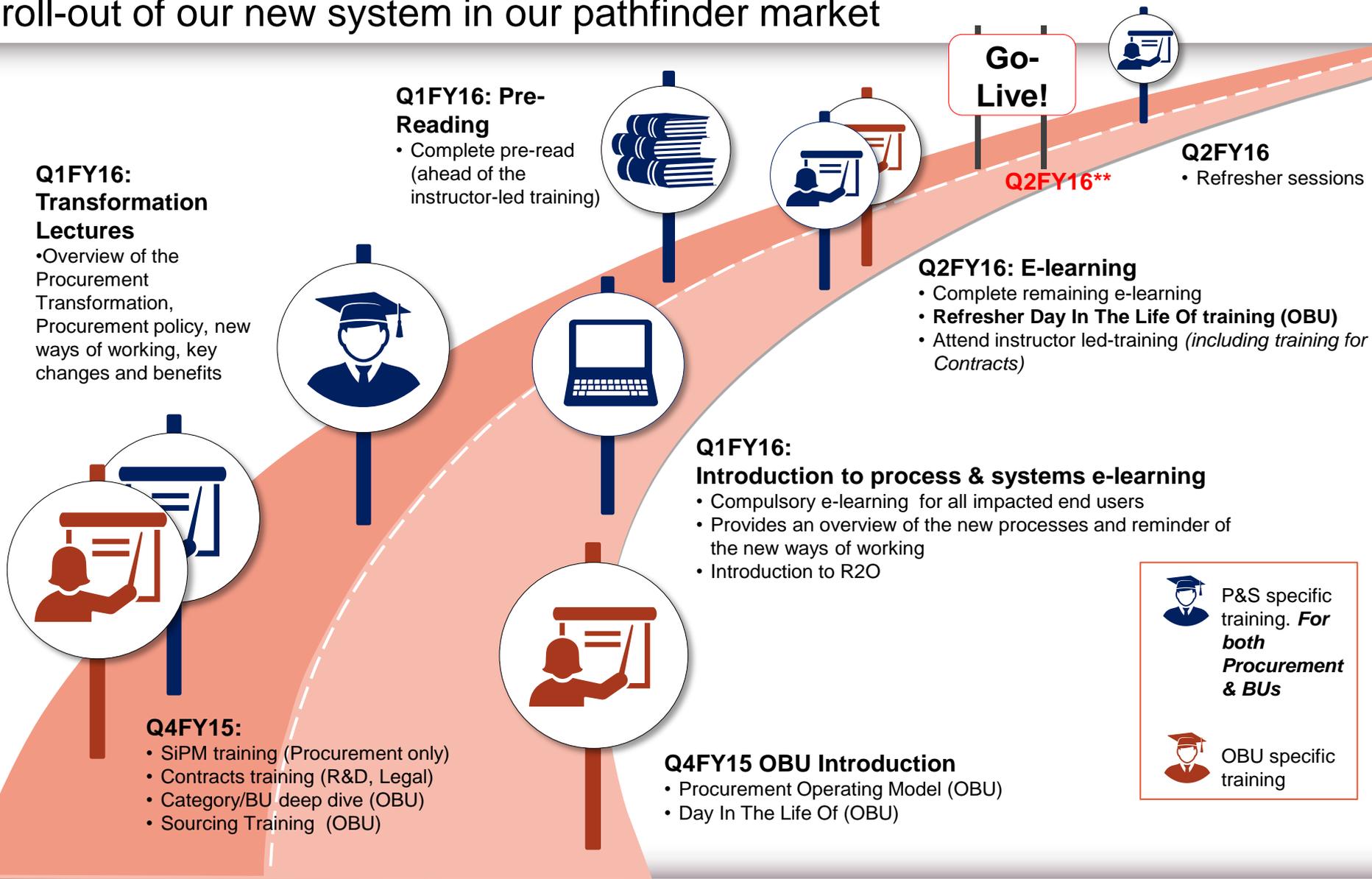
“Understand the uniqueness of each site/function and don't try to address it with a one size fits all approach”

Conclusion: we need to remain close to the business at an operational level until new systems land



Strengthening governance and providing a new level of support and insight has the business functions requesting more help at all levels

Our focus for the next 6 months is training and preparation for the roll-out of our new system in our pathfinder market



Q&A