



9th Annual

R&D Procurement & Sourcing in Pharma Summit

**SPEAKER
INTERVIEW**



Siamak Baharloo

Co-founder & CEO
Labviva



In your view, what are the main pain points in pharmaceutical procurement?

McKinsey reports that pharmaceutical procurement is inefficient and time-consuming, citing that manual entries consume up to 30% of laboratory staff time. At the same time, life sciences suppliers struggle to digitize and integrate key data sources. According to McKinsey, augmented sourcing and real-time inventory optimization are powerful use cases capable of reducing procurement management costs by up to 10% and increasing productivity by up to 80%. So, as you can imagine, we are dealing with a tremendous demand for our services to address these issues.

How is Labviva addressing demand while helping big pharma and biotech companies navigate the changing regulatory landscape?

The uncertainty around tariffs and trade barriers is disrupting the global supply chain and threatening the life sciences industry worldwide. This compounds existing inefficiencies, including the lack of transparency, siloed purchasing, and waste caused by the continued use of legacy systems and processes. Labviva's mission is to accelerate the pace of life science research by connecting suppliers, pharmaceutical and biotech purchasing departments, and scientists through AI. Since our platform is AI-native and designed by scientists for scientists, Labviva is uniquely qualified to help these organizations navigate regulatory uncertainty while modernizing their procurement processes.

How does Labviva help modernize R&D procurement for these research labs?

Labviva's platform automates time and resource-intensive activities by optimizing purchasing, tracking supply chains, and managing inventory more effectively. This provides pricing and inventory transparency for procurement teams while arming scientists and researchers with the tools they need to easily locate and purchase R&D equipment and raw materials, across a variety of suppliers, in a single checkout. Labviva unifies procurement across research locations, ensuring compliance, supply chain security, and sustainability. Ultimately, this unburdens scientists by eliminating hours of manual research, while reducing R&D costs and ensuring no-touch forecasting and inventory replenishment.

How does Labviva support more innovative, strategic sourcing initiatives?

Labviva has unique touchpoints across the global life sciences supply chain. While we provide advanced AI technology and tools to help big pharma and biotech procurement teams increase transparency, reduce waste, and achieve efficiencies of scale, we also help them with their sourcing strategies. Labviva delivers the "Amazonification" of supply chain procurement to the life sciences ecosystem, instantly connecting scientists and procurement teams with 90% of all life sciences suppliers in the U.S. and Europe. This R&D supplier marketplace provides research organizations with direct access to a curated list of brand name, small, local, and green-certified businesses from around the world, offering them competitive pricing and supplier diversity so they can ensure purchasing compliance and meet sustainability goals. It also allows suppliers to compete directly for the business of many of the world's leading pharmaceutical and biotech companies.



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How is Labviva scaling its business to address the needs of the global life sciences supply chain?

We recently announced our entry into Europe and the establishment of our international headquarters in London's prestigious life sciences hub in Kings Cross. We've also tapped former Roche executive, Dr. Carlo Iannicola, as general manager of Labviva Europe. Our goal is to accelerate the global adoption of AI-enabled supply chain procurement while continuing to deliver a vast pool of diversified suppliers to Europe's life sciences community. In Europe, we plan to improve R&D for new pharmaceuticals by supporting the collaborative procurement efforts of the European Health Public Procurement Alliance and the EU Critical Medicines Act. Since many of the world's leading pharmaceutical and biopharmaceutical research labs already trust and rely on Labviva to automate their supply chain and procurement processes, we've already been supporting our customers' global needs for some time.

What element of the procurement transformation journey is key for developing a smart lab of the future?

A smart shift that several of our pharmaceutical and biotech customers have been implementing is transitioning away from vendor-managed inventory models. This arrangement puts the vendor in control of the customer's data and decision-making and causes gaps in visibility, mounting waste, and places a burden on scientific staff. Smart labs of the future must modernize operations, especially sourcing-to-procurement processes, so they can retain complete ownership of their data and make strategic sourcing decisions that are in their best interests.



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