

The background of the slide is a dark blue gradient. On the right side, there is a complex, glowing blue network of interconnected nodes and lines, resembling a molecular structure or a data network. This network is denser on the right and fades towards the left.

VETERANS FOR PHARMA

Procurement as a Service (PaaS)

About Veterans For Pharma

- Service-disabled, veteran-owned, minority-led enterprise — trusted partner with military precision and healthcare expertise
- 16,000+ products, 132 global brands, 20 U.S. partner distribution centers — global reach, just-in-time delivery
- Deep commodity and category expertise in regulated healthcare, pharma, and life sciences supply chains
- Proven track record delivering measurable cost savings, compliance assurance, and supply resilience for Fortune 500 clients



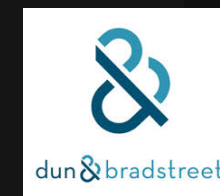
Transforming tail spend into strategic value through disciplined, compliant procurement solutions.

40+ Years / 24.64 % Average Savings

Certified Service Disabled Veteran Owned Small Business (SDVOSB)

Who We Are: Certified SDVOSB, minority-led

**Recognized & Registered
SBA, SAM, Dun & Bradstreet**



Win Highlight
\$18.7M saved in 3
months for a
Fortune 500
manufacturer

Procurement expertise honed across federal, pharma, and Fortune 500 supply chains — turning compliance-heavy spend into measurable savings.

• Private Sector • Federal • Fortune 500

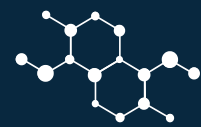
MARKETS WE SERVE

• **Private Sector** • **Federal** • **Fortune 500**

Regulated supply chains in:



Healthcare & Life Sciences



Pharmaceuticals & Biotech



Government & Defense



Industrial & MRO

Why Partners Choose Us



Proven Impact

- \$32.2M+ total savings delivered across pharma, real estate, manufacturing, and federal sectors
- Consistent double-digit % savings in regulated, high-compliance categories



Compliance as a Competitive Advantage

- 100% adherence to FAR/DFARS, HIPAA, ASTM, and ISO standards
- Supplier qualification processes that stand up to internal audit & federal scrutiny



Scalable Partnership Model

- Flexible engagement: project-based, category outsourcing, or full procurement operations
- Seamless integration with client systems (Oracle, Ariba, Coupa, JAGGAER, etc.)
- An extension of your existing team across Americas, EMEA, and APAC

Case Study / Proof of Impact

Strategic Supplier Consolidation for a Fortune 500 Manufacturer

Client Profile Global Fortune 500 manufacturing enterprise with multi-site operations across North America, EMEA, and APAC. Annual indirect and direct spend exceeding \$1B+, with a highly fragmented supply base.

Challenge

- Over 20 active suppliers across critical categories, leading to inflated transaction costs and inconsistent service levels
- Significant maverick spend and redundant contracts across regions
- Lack of centralized market intelligence to inform negotiations
- Target from CPO: achieve single-digit hard savings on targeted categories within the same fiscal quarter without disrupting operations

Solution Approach

1. Spend & Supplier Consolidation Analysis

- Mapped overlapping supplier contracts and SKUs across regions
- Conducted performance, compliance, and ESG scoring for all vendors
- Identified consolidation opportunities in high-volume, low-value categories

2. Strategic RFQ with Embedded Market Intelligence

- Leveraged real-time commodity pricing, global benchmark data, and supplier capacity insights
- Developed multi-round RFQ packages tailored to strategic suppliers capable of multi-site fulfillment

3. Reverse Auction Execution

- Pre-qualified suppliers invited to a competitive e-auction event
- Leveraged category expertise to define bidding rules and lot structures that maximized competitive pressure while ensuring compliance

4. Contract Finalization & Change Management

- Negotiated multi-site master service agreements with selected suppliers
- Embedded KPIs for service, quality, and ESG compliance into all contracts

Metric	Outcome
Six Digit Hard Cost Savings	Eight Digit Hard Cost Savings \$18.7M over 3 months
Supplier Base Reduction	20 → 10 strategic suppliers
Cycle Time	35% faster RFx to contract execution
Compliance	100% adherence to corporate and regulatory procurement standards

Service Model / How We Work

Engagement Options

Project-Based Support

- Short-term, high-impact sourcing or procurement initiatives
- Ideal for urgent cost-reduction, compliance audits, or supplier re-bids

Category Outsourcing

- End-to-end management of defined spend categories
- Delivers sustained savings, risk mitigation, and supplier performance optimization

Embedded Team

- VFP staff integrated into client procurement function
- Acts as a seamless extension, leveraging your systems, processes, and culture

Our Process

Discovery → Market Analysis → RFX & Negotiation → Implementation → Review & Continuous Improvement

- **Discovery** – Identify objectives, compliance needs, and baseline spend
- **Market Analysis** – Price benchmarking, supplier ESG/compliance scoring
- **RFX & Negotiation** – RFQ/RFP execution, multi-round negotiation, award strategy
- **Implementation** – Contracting, onboarding, system integration
- **Review & CI** – Track savings, supplier performance, and market shifts

EXECUTIVE TEAM



Anthony Theriault
Managing Partner

- Leads strategic sourcing, procurement, supply chain, operations, market intelligence, and business development
- 20+ years in regulated industry leadership, delivering cost optimization and operational excellence
- Expert in compliance, digital transformation, and high-value partnership development



Sunny Lakhani
Managing Partner

- 20+ years leading global supply operations, logistics, strategic partnerships, product development, and contract manufacturing
- Proven track record in optimizing end-to-end supply chain performance across multiple sectors and geographies
- Expert in building high-impact alliances and driving innovative product lifecycle strategies

Contact



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