

CASE STUDY



ValQ on Power BI helped Merck & Co. Inc handle long range capacity planning to meet the growing global demand for their vaccines



INDUSTRY:
Pharmaceutical



LOCATION:
Kenilworth, NJ

COMPANY OVERVIEW

Merck is a leading global biopharmaceutical company that has been inventing for life for more than a century, bringing forward medicines and vaccines for many of the world's most challenging diseases.

They work with customers and operate in more than 140 countries to deliver innovative health solutions. Today, Merck continues to be at the forefront of research to advance the prevention and treatment of diseases that threaten people and communities around the world

BUSINESS CHALLENGE

Economic analysis had to be made to understand impact behind increasing production of vaccines and expanding capacity in various franchises. The process is heavily capital intensive & human intensive with high investments impacting over a long term.

The challenge was to get a clear understanding of the cost structure with the help of what-if analysis and the impact simulations will have on different variables. Getting real-time insights on multiple scenario analysis became a complicated and a tedious process with spreadsheets.

PROPOSED SOLUTION

A seamless workflow by analysing & simulating the scenarios with ValQ's real-time insights in a visual and intuitive manner. The easy-to-use simulation interface of ValQ enabled to by visualize the variables and their impact at one go.

ValQ's capabilities that played a significant role in streamlining Merck's planning process:

Simulate multiple drivers in parallel

Quick analysis saving a lot of time

Advanced financial formulas and functions

Flexibility across calculations while modelling

Intuitive assumptions enabling an effortless scenario planning

Scenario comparisons and other advanced analysis to a granular level

KEY OUTCOMES

- ✓ Create and compare multiple scenarios with easy-to-use interface.
- ✓ Get an overall picture on the simulations & its impact effortlessly.
- ✓ Perform advanced analysis quickly with intuitive pattern recognition capability.

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“ValQ for Power BI could turn an incredibly complicated process with a lot of variables into something you can visualize on a screen. It made it much easier to understand how every variable connected.

I was surprised at the speed of the calculations, and you got an immediate idea on the impact of the change you were looking to potentially implement.”

Andrew Gundrum
Merck & Co.Inc

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