

Sapphiros & MyAmici: How MyAmici Helped Sapphiros Replace Spreadsheets, Save £17k a Month, and Win Back 89 Days a Year



Client:
Sapphiros UK

Industry:
Life sciences, R&D, Manufacturing

Size:
51 - 200

Location: Cambridge, England

Summary

Sapphiros UK is a fast-growing life sciences company combining R&D, production manufacturing, and engineering under one roof. As Operations Manager, Sam Hicks is responsible for facilities, health and safety, purchasing, IT, and equipment maintenance – essentially “everything that keeps the place up and running.”

When Sam joined Sapphiros UK, the business was scaling quickly, but its purchasing and inventory processes hadn't kept up.

The Challenge

“The dreaded Excel sheet”

Before MyAmici, Sapphiros UK had no purchasing platform. Like many biotech's in the area, they relied on a shared Excel spreadsheet to manage orders.

- Multiple people accessed and edited the sheet at the same time, leading to confusion and errors.
- End users had to search supplier websites themselves, find the exact product codes, and type product names manually.
- Codes and descriptions frequently got mixed up, and there was no easy way to manage purchasing holistically.

The entire process was slow, manual, and time-consuming for scientists and operations staff.

For an R&D-plus-manufacturing organization moving toward validation and clinical build, this approach was no longer sustainable.

Why MyAmici

Sam first encountered MyAmici while working at a biotechnology company in Cambridge. At that time she came from an environment with a full purchasing department and hadn't used a platform like MyAmici before.

Once familiar with it the benefits were immediately clear:

User-friendly, Intuitive UI that feels like online shopping

Centralized purchasing, supplier & catalog management

User-friendly, Intuitive UI that feels like online shopping

Getting buy-in:

One initial challenge was that Sapphiros UK's senior leadership team had never heard of MyAmici. Sam tackled this by:

- Walking them through her previous experience using MyAmici at two other companies.
- Comparing what the platform could do against their current manual process.
- Presenting clear time and cost-saving benefits for the business.

The contrast between the spreadsheet-based approach and a **dedicated LabOps platform** was so stark that the leadership team needed little convincing.

Sapphiros UK became the third company where Sam has implemented MyAmici.

Implementation

With approval secured, Sam reached out to her MyAmici contact to kick off implementation.

- Commercials and schedule were agreed quickly – Sam already had internal sign-off.
- The project was handed over to the implementation team almost immediately.
- Sapphiros shared their preferred suppliers and product lists, which the MyAmici team used to configure the platform.

Within a matter of weeks – “maybe even less” – the platform was live, staff were trained, and the old Excel sheet was retired.

Key points from implementation:

- The help centre, documents, and videos supported training.
- For everyday users, if they had ever done online shopping, they could use MyAmici.
- More advanced modules were introduced with light additional support.

Inventory management for V&V clinical build:

As Sapphiros moves through verification, validation, and into clinical build, a solid inventory management system has become critical.

- MyAmici’s inventory module, implemented over a year ago, now holds all critical parts.
- The team can fully manage stock levels and the end-to-end inventory process.
- Inventory is used heavily day-to-day across the organization.

“New request” and sourcing:

Sapphiros UK is not a typical single-function facility – it combines R&D, production manufacturing, and engineering. That means frequent requests for atypical items.

- The MyAmici sourcing team handles complex and unusual requisitions via the “new request” function.
- This has become a heavily used feature across the business.
- The sourcing support is particularly valuable for non-standard equipment and materials.

The results:

Each year, Sam reviews performance with the MyAmici team. They provide clear statistics on spend through the platform – and, crucially, on time and money saved.

£204,000 average savings
per year on purchasing

34 days of time saved
in order management

55 days of time saved
through sourcing function

“It’s an entire person, it’s an entire salary, pretty much. Particularly for an R&D company, you very rarely get to celebrate saving money... so to be able to present average savings of £17,000 a month is just incredible.”

“I highly recommend MyAmici. There’s no other platform like it in the world, and certainly nothing that can save time and money for biotech companies like my own the way MyAmici can.”

In total, that’s **89 working days of time saved in one year** – more than the workload of a full-time employee.

Sam expects the numbers to be even higher for years to come as Sapphiros UK’s activity has grown significantly.

Why Sam keeps coming back to MyAmici:

Sapphiros UK is the third company where Sam has implemented MyAmici, and she is clear about why:

- There is no other platform that combines lab-specific purchasing, sourcing, and inventory in this way.
- It consistently saves significant time and money for biotech and life sciences companies.
- The team behind the platform is responsive, supportive, and easy to work with.

This was not her first MyAmici rollout, and once again she “could not fault it.”

“Incredibly quick, incredibly easy... we were up and running in no time and very happy with it.”

ERP contrast

Sam contrasts MyAmici with traditional ERP systems:

Many companies have ERPs, but they are not truly connected to a purchasing platform.

With MyAmici, **inventory is linked directly to purchasing** – when stock runs low, the system knows and allows the team to order more with just a few clicks.

For Sapphiros UK, that combination of **visibility, control, and ease of use** has turned procurement and inventory from a “dreaded Excel sheet” into a strategic advantage.

For labs looking to reduce admin overhead and improve control of spend, MyAmici can deliver the same kind of time and cost savings Sapphiros UK now enjoys.

Ready to transform your LabOps like Sapphiros?

Schedule a demo to discover how MyAmici's procurement and inventory solution can streamline your processes, ensure compliance, and position your organization for growth.