

ImmuONE & MyAmici:

How ImmuONE Transformed Procurement and Freed Scientists to Focus on Innovation with MyAmici

Summary

ImmuONE is a growing biotechnology company specializing in in-vitro inhalation safety and lung immune-response research. Before partnering with MyAmici, ImmuONE struggled with a fragmented purchasing process – scientists were tied up in ordering lab supplies and spending valuable research time on administrative tasks. There was little control over pricing or visibility into spending, since each department ordered independently.

MyAmici stepped in with an agile procurement solution that quickly centralized ImmuONE's purchasing, harnessed group buying power for better pricing, and established clear governance. ImmuONE praised the training provided during implementation, which aided a smooth transition and adoption by scientists who report that the MyAmici system is 'the best thing since sliced bread.'



Client:

ImmuONE

Industry:

Life sciences, Biotechnology

Size:

~50

Location: Hertfordshire, England

Customer Challenges

Decentralized Purchasing: Each scientist was spending time individually browsing online catalogues and ordering lab consumables directly with suppliers. This approach led to duplicated effort, inconsistent procurement methods, and no single overview of what was being bought.

Scientists bogged down by admin: Highly skilled researchers were spending hours on vendor searches, paperwork, and tracking orders. Every hour spent on procurement was an hour away from the lab, slowing down innovation.

No pricing control: Without a unified purchasing system, ImmuONE had little leverage with suppliers. The company couldn't easily negotiate volume discounts or standardised pricing, resulting in higher costs and variability in what they paid for the same items.

Lack of central governance: There was no central oversight or approval process for purchases. Management had limited visibility into spending, making it difficult to enforce budget discipline or ensure compliance with procurement policies.

The Solution

Fast implementation: The MyAmici platform was up and running in a matter of weeks. 75% of the lab consumables ImmuONE purchased were already on the MyAmici platform, which aided a smooth transition to the new procurement system.

ImmuONE's team was on-boarded quickly, with minimal disruption to ongoing work: A swift deployment meant the benefits were realised almost immediately.

Expert onboarding & support: MyAmici's procurement experts worked closely with ImmuONE from day one. They helped set up catalogues and approval workflows tailored to ImmuONE's requirements. The MyAmici team remains on-hand for support, handling supplier communications and troubleshooting, which means the ImmuONE team never feels alone in the process.

User-friendly Solution: MyAmici's online procurement system is intuitive and easy to use. ImmuONE's scientists can now requisition items through a single portal with a few clicks. The interface is clean and logical, requiring little to no training – so adoption across the team was quick and enthusiasm was high.

Group buying power: By joining MyAmici's network, ImmuONE instantly gained the leverage of collective purchasing. MyAmici negotiates contracts with suppliers on behalf of all its clients, so ImmuONE now enjoys pre-negotiated discounts and better pricing on lab consumables and lab equipment.

Real Results



Full traceability



Centralized governance



Time back to science



Cost efficiency

Full traceability: Every order and invoice now goes through the Amici system, creating a complete audit trail. ImmuONE's management can track who ordered what, when, and from which supplier – in real time. This transparency makes financial reporting and forecasting significantly easier and more accurate.

Centralized governance: With a single, centralized workflow, ImmuONE established proper procurement governance. Purchase requests automatically route through an approval process, enforcing spend limits and compliance with company policies. Leadership now has oversight of all purchasing activities, reducing maverick spend and ensuring accountability.

Time back to science: Perhaps the most important gain, ImmuONE's scientists have reclaimed a significant portion of their day. What used to be hours of comparing vendors and managing orders is now just minutes on MyAmici's platform – or handled by MyAmici's support team entirely. Researchers are refocused on experiments and product development, accelerating ImmuONE's innovation pipeline.

Cost efficiency & pricing control: Thanks to MyAmici's group purchasing power and negotiated supplier agreements, ImmuONE has markedly reduced its spending on supplies. The company is saving money through lower unit costs and can budget more predictably. No more surprise price variations – all departments are benefiting from the same best-price deals, and those savings directly support ImmuONE's R&D budget.

Centralized purchasing, full spend visibility, and cost efficiencies for a fast-growing lung research biotech

"For SME's, using MyAmici is the right way to run your procurement. For ImmuONE, investing in the MyAmici procurement solution was a unanimous decision. It was a no-brainer for us as we weren't always getting the best prices, and our scientists were having to waste time placing and chasing orders for lab consumables. We now have traceability, accountability, and save an enormous amount of time in our purchasing processes. We've ticked all the boxes we set out to fix."

Jon Green, Consultant COO, ImmuONE

Ready to transform your LabOps like ImmuONE?

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