

# Selux<sup>®</sup>DX

## BIOTECH

CASE STUDY

“

*With PLANERGY, all of our approved vendors are preloaded into the system. Instead of manually typing orders, we can simply select from a dropdown menu. It's a huge improvement.*

”

**Ben Spears, Lead Chemist, Selux**

**Selux Diagnostics, a pioneering biotech company, has been at the forefront of developing cutting-edge diagnostic solutions.**

Like many fast-growing startups in the life sciences sector, Selux faced challenges in managing its purchasing operations efficiently.

In a fast-paced R&D environment, delays in procurement can hinder innovation and progress. To address these challenges, Selux adopted PLANERGY, a spend management and procurement solution, which streamlined purchasing, enhanced transparency, and improved efficiency.

For more information visit [planergy.com](https://planergy.com)

**PLANERGY**  
For Biotech



## Challenges Before PLANERGY

At Selux Diagnostics, purchasing began as a small, informal process. **Ben Spears, Lead Chemist** at Selux, recalls:

*"When I joined, there were only five of us. We bought whatever we needed on credit cards. It was chaotic, and there was no centralized documentation."*

As the company grew, the lack of a formal procurement system led to inefficiencies and risks:



### Manual Processes:

Purchases were tracked in Excel or via email, often leading to miscommunication or missed details.



### Regulatory Challenges:

As the company moved toward FDA compliance, the need for better documentation and audit readiness became critical.



### Vendor Management Issues:

Tracking relationships with key suppliers like VWR, Sigma, and Thermo-Fisher became increasingly complex.



### Approval Delays:

Approval processes were inconsistent and opaque, requiring manual follow-ups.

Spears highlights the frustration of the early days:

*"We had a pseudo-inventory system in Excel, but it was rarely updated. This led to overstocking some items and understocking others. Accountability was a major pain point."*

## Implementing PLANERGY: A Game Changer

PLANERGY brought a structured procurement workflow to Selux, streamlining the purchasing process and making it easier for lab employees to focus on their work rather than navigating cumbersome procurement processes.

The system provided a clear, trackable approval process that eliminated uncertainty.

*"Before PLANERGY, approvals were a black box—you sent an email and hoped for a response. With PLANERGY, I knew exactly where my request was in the approval process, and I could follow up efficiently if needed."*

Ben Spears, Lead Chemist, Selux



## Key Benefits of PLANERGY

### 1. Faster Approvals & Reduced Bottlenecks

For a growing biotech company, time-sensitive purchases are critical. PLANERGY enabled quicker approvals and provided clear tracking.

*"In a startup, you have an idea on Monday and want to start working on Tuesday. Delays in procurement slow down innovation. With PLANERGY, I could immediately track approvals and push requests through faster when necessary."*

Ben Spears, Lead Chemist, Selux

### 2. Improved Inventory Management & Cost Control

Before PLANERGY, Selux relied on an Excel-based inventory tracking system that often led to overstocking or understocking crucial supplies.

*"Having a real-time log of purchases eliminated the guesswork. It prevented over-ordering and ensured we always had the right materials on hand."*

### 3. A Scalable Solution for Growing Companies

While PLANERGY was a perfect fit for Selux's startup phase, it also provided a smooth transition path for companies planning to scale.

*"As we moved towards FDA regulation, having a structured procurement system in place was invaluable. The sooner you put documentation systems in place, the easier it will be down the road."*

Ben Spears, Lead Chemist, Selux

### 4. Transparency & Accountability

The system reduced reliance on employees manually tracking purchases and improved accountability in procurement.

*"Before PLANERGY, we'd get emails from accounting at the end of the month asking for documentation on purchases, and we'd have to dig through old emails. Now, everything is logged automatically, saving us hours of time."*

## Results

Implementing PLANERGY transformed how Selux managed procurement, delivering measurable benefits across the organization.

#### ✔ Improved Efficiency:

Approval times dropped significantly, and automation reduced the need for manual follow-ups.

#### ✔ Enhanced Accountability:

Every purchase was logged, making it easy to retrieve records for accounting and regulatory compliance.

#### ✔ Scalability:

PLANERGY provided a foundation for future ERP transitions, such as integrating with NetSuite or SAP.

#### ✔ Cost Savings:

Tracking inventory and streamlining vendor relationships led to better purchasing decisions and reduced waste.

## Would Selux Recommend PLANERGY?

*"Absolutely. PLANERGY streamlines processes, reduces touchpoints, and eliminates the need for lab workers to manage purchasing documentation. It saves time across the board, from placing an order to accounting reconciliation."*

Ben Spears, Lead Chemist, Selux

When asked if he would recommend PLANERGY to other life sciences startups, Ben's answer was a resounding yes.

For any biotech or life sciences company looking to optimize procurement, reduce costs, and improve efficiency, PLANERGY stands out as a proven solution. As Ben puts it:



*"Once I place an order in PLANERGY, I don't have to think about it again. Everyone who needs to know is instantly informed, and I can focus on my work."*

Ben Spears, Lead Chemist, Selux



## Conclusion

Selux Diagnostic's experience with PLANERGY demonstrates how implementing a structured procurement system can lead to major efficiencies in fast-paced scientific environments.

By reducing administrative burdens, increasing transparency, and speeding up procurement cycles, PLANERGY has helped Selux maintain its momentum in innovation while keeping operational costs under control.

*"For life sciences startups aiming to scale efficiently, PLANERGY is not just a procurement tool—it's a catalyst for growth."*

Ben Spears, Lead Chemist, Selux

275 Grove Street, Suite 2-400,  
Newton, MA 02466

Phone :  
Email:

800-737-5605  
[Inquiry@planergy.com](mailto:Inquiry@planergy.com)



Read the full story  
by scanning this  
QR Code

**PLANERGY**  
For Biotech