



CASE STUDY

Boston Scientific's Path to Payroll Efficiency

How Boston Scientific
Leveraged APA's Expertise to
Achieve Payroll Confidence

SNAPSHOT

Boston Scientific, a global leader in medical technology, partnered with Australian Payroll Advisory (APA) to revolutionise its payroll technology procurement process. Headquartered in Marlborough, Massachusetts, and founded in 1979, Boston Scientific specialises in creating and marketing medical devices for various interventional medical modalities, including cardiology, endoscopy, urology, and neuromodulation.

PROCESS

APA conducted a comprehensive industry scan of potential vendors that could meet Boston Scientific's unique requirements. They prepared an exemplary Request for Proposal (RFP) pack, facilitating a smooth market entry. The structured procurement methodology and APA's deep industry knowledge resulted in a streamlined and efficient vendor selection process.

CHALLENGE

Boston Scientific faced inefficiencies due to an inappropriately selected payroll provider, chosen five years prior without impartial consultation or clear system requirements. This misstep led to numerous operational challenges, prompting the need for a thorough and structured procurement process to select a new, fit-for-purpose payroll system.

RESULTS

APA's expertise led to identifying a shortlist of vendors tailored to Boston Scientific's specific needs. The methodical approach ensured that Boston Scientific selected a vendor that met and exceeded their global requirements, resulting in a highly satisfactory outcome for all stakeholders involved. This successful partnership showcased APA's unparalleled ability to deliver exceptional value, efficiency, and trust.

By leveraging APA's comprehensive industry knowledge and structured procurement process, Customers like Boston Scientific can confidently achieve operational excellence and easily navigate complex procurement landscapes.

KEY TAKEAWAYS

- 01** APA's procurement methodology facilitated a smooth vendor selection process, tailored to Boston Scientific's unique requirements.
- 02** Engaging APA's expertise ensured the identification of a vendor that exceeded global requirements.
- 03** APA's structured approach delivered exceptional value and efficiency.
- 04** This partnership underscored APA's ability to provide credible and trustworthy services.
- 05** APA's industry knowledge and professional procurement practices enhanced Boston Scientific's payroll efficiency.

CUSTOMER TESTIMONIAL

"The procurement methodology was straightforward, and the APA consultant, Andrew Barwick, was professional, knowledgeable, and very responsive. After this experience, I would highly recommend APA."

— BOSTON SCIENTIFIC

This case study highlights Boston Scientific's journey towards payroll efficiency, underscoring APA's role in delivering expertise, credibility, and trust.



ANDREW BARWICK, Senior Payroll Consultant

With a wealth of experience gained from a dynamic payroll career spanning diverse sectors, including hospitality, healthcare, education, transport, retail, and manufacturing, Andrew has played a pivotal role in empowering clients to optimise their payroll technology, implement systems with efficiency, and maintain stringent compliance standards.

In his capacity as a Senior Consultant, Andrew has consistently excelled in leading substantial remediation projects for a variety of clients. His expertise extends to the interpretation of awards and enterprise agreements, with a specific emphasis on seamlessly integrating Time and Attendance rules into relevant software solutions.

Andrew's impressive client roster boasts prominent organisations such as Dahlsens Building Centres, Uniting, St. Vincent's Health Australia, and esteemed councils like the City of Casey.

His track record is a testament to his ability to deliver tangible results and drive payroll excellence across diverse industries.