



Healthcare

# Shaping **more sustainable** IT procurement

Bristol Myers Squibb

Leading biopharma company Bristol Myers Squibb (BMS) embraces responsible hardware procurement by incorporating smarter shipping and packaging services from Lenovo.

Lenovo

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## Who is Bristol Myers Squibb?

Bristol Myers Squibb (BMS) is a global biopharmaceutical company headquartered in Princeton, New Jersey. Its mission is to discover, develop, and deliver innovative medicines that help patients prevail over serious diseases. BMS employs more than 30,000 people and focuses on therapeutic areas including oncology, hematology, immunology, and cardiovascular disease.



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## The Challenge

Technology is a critical enabler at BMS, helping to bring more medicines to more patients at a faster rate, whether it's driving new discoveries in research labs, manufacturing innovative medicines, or enabling teams in the way it designs, develops, produces, and commercializes medicines.

The company works with Lenovo as one of its key technology suppliers. BMS is aware that its IT footprint carries an environmental impact—one that the business is determined to minimize as part of its broader commitment to achieve net zero emissions across its own operations and full value chain by 2050.

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“We looked within the IT department and recognized its electronic waste and energy consumption impact on the environment. We realized we had an opportunity for positive environmental change and to make sustainability gains with help from partners like Lenovo. This led to planning discussions related to more sustainable procurement and packaging practices.”

**Latha Kethineni**

Senior Director, IT Asset Management Services, Bristol Myers Squibb

# Taking the first steps

In early 2023, BMS conducted sustainability workshops with Lenovo. The aim was to find tangible opportunities to help decarbonize the supply chain of its hardware devices.

Using historical data on the company's hardware purchases, Lenovo and BMS decided to make emissions savings by switching from air to ocean freight, as well as by making use of bulk packaging services.

## Services

Lenovo Bulk Packaging Service  
Lenovo Ocean Freight Service  
Lenovo Sustainability Workshop

## From insights to action

The next step for BMS was to put the changes into practice. This required new ways of thinking and working, especially when it came to using ocean freight.

As Joe McGuigan, Director of IT Procurement at BMS, explains: “Because the shift from air to ocean freight extends delivery timelines, BMS worked closely with Lenovo to be more proactive and collaborative with our demand planning to ensure the right supply of devices.”

BMS also works with Lenovo to expand its use of bulk ordering and sustainable packaging. Bulk ordering helps reduce packaging waste and shipping emissions. Meanwhile, Lenovo’s bio-based packaging uses materials like bamboo and sugarcane which are 100% rapid renewable. It’s also lighter, which reduces emissions during transportation.

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Historically, we've looked at meeting the needs of the enterprise in terms of speed. That has led to a default of shipping product via air as the most efficient form of transportation. However, when you look at the enterprise's device needs from a different angle, you realize that opportunity exists to adjust variables such as order dates and lead delivery times, and still achieve our business objectives. This has allowed us to optimize for sustainability and business continuity, not just speed."

**Joe McGuigan**

Director of IT Procurement, Bristol Myers Squibb

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## Results

Choosing more sustainable shipping and packaging options for its Lenovo devices has delivered real, measurable impact for BMS.

Based on internal calculations, the company estimates that it saved 70 metric tons of CO<sub>2</sub> emissions in 2023 by opting for ocean freight over air freight. Meanwhile, with bulk packaging, BMS is able to use a single cardboard box for up to 10 Lenovo devices—reducing the amount of packaging by up to 20%. The company estimates that this has helped it achieve a further 10-15% reduction in emissions.



70 metric tons of CO<sub>2</sub> emissions estimated to be saved by using ocean freight shipping



10-15% estimated emissions reduction from using bulk packaging



Brings BMS closer to achieving net zero operations by 2050



## **Leading the way to more sustainable IT practices**

BMS' environmental sustainability goals are enterprise-wide which means that every function, including procurement, has a role to play in driving and embedding sustainable practices. By empowering individuals and teams to collaborate with partners, such as Lenovo, BMS has been able to find meaningful solutions to achieve greater environmental sustainability.

Latha Kethineni, Senior Director of IT Asset Management Services at BMS, notes: "Reaching our sustainability goals is all about finding those simple, smarter choices that add up to making a big impact."

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“Getting to net zero is a journey and we can’t do it alone. The improvements that we’re making to our IT operations with the collaboration of Lenovo is just one step of that journey—and it doesn’t end here.”

**Devin Carsdale**

Associate Director of Sustainability for Strategic Sourcing & Procurement,  
Bristol Myers Squibb

# Why **Lenovo**?

Lenovo brings both proven hardware solutions and a strong commitment to sustainability. It is taking direct action regarding data transparency, enabling customers like BMS to make more informed decisions, and how it manages services and transports solutions globally. Lenovo has set a vision to achieve net zero by 2050 and is working with the Science Based Targets initiative to support this objective.

Devin Carsdale, Associate Director of Sustainability for Strategic Sourcing and Procurement at BMS, says: “The fact that Lenovo sets Science Based Targets shows us that they’re serious about reducing carbon emissions and it means that we have a common outcome in mind when designing potential solutions. Our partnership is important because it’s a chance to come together with a shared purpose towards sustainability and challenge ourselves on how to achieve our goals.”



# How do you make IT procurement more sustainable?

Bristol Myers Squibb cuts emissions from its IT purchases with smarter shipping and packaging options from Lenovo.

[Explore Lenovo Sustainability Solutions](#)