

Co-op Student: Jade Bouchard
Co-op Manager: James Grayson

The company's culture

Pricing Operations faces a challenge familiar to many teams in growing companies - we are responsible for a huge dataset that we must manage using relatively rudimentary tools. Embracing STEMCELL's culture of innovation we have addressed this by teaching ourselves how to program using Python to build our own tools to gather, analyze, and maintain our data. I mentioned this to Jade during our interview and by the time she joined the team months later she had taught herself Python to an advanced level and immediately contributed during collaborative working group sessions in a bright, friendly, and positive manner. STEMCELL is a group of 'Scientists Helping Scientists' and Jade embodied this helping culture - developing and leading instructional sessions to help the team better understand the advances we could make and provide the best possible infrastructure for the future.

The company's sense of innovation

Our team is applying Python to a broad range of applications from the analysis of datasets, to the creation of pricing files, and the gathering of competitor intelligence. Initially these have been designed as separate programs, however Jade applied learnings from her undergraduate classes and her own research and identified that they share common functionality and so, even though the range of applications is broad, they could partially share the same code. If updates were required then only one set of code would need to be updated instead of multiple groups. Jade has mapped out an innovative solution that will enable the different programs to share a simple and stable codebase, which will be built out over the remainder of her placement, giving us better programs today as well as access to the building blocks required to quickly build and update new programs in the future.

The achievement of a team or company business objective

One of the organization's goals this year is the optimization of pricing processes to better serve our customers, and Jade has contributed to completing that goal. One such example is to support customers by offering fair prices for related products, however with >100,000 prices there are many thousands of interdependencies that must be considered together if prices are to be consistent across the portfolio. Jade worked alongside colleagues across the Global Pricing team to understand the different types of interdependencies and then worked with a colleague to build a program that would analyze our entire catalog and find discrepancies that should be addressed. The result was enthusiastically received by Jade's colleagues in the Strategic Pricing team, who will now be able to check proposed price changes before they are enacted to minimize discrepancies.

Overcoming of a business challenge

Our team gathers competitor intelligence to understand the pricing landscape of our products. This uses an automated program we've built in-house, and while this is an improvement over

gathering information manually, there is still a lot of variability in how we gather information from different competitors. By applying object oriented design principles Jade simplified the way we set up our program to gather competitor information from different competitors. This enabled us to add new competitors to the program more readily, gather and analyze that information more quickly, and have a greater degree of confidence in the accuracy of the data that is collected. We are in a much stronger position as a result of Jade's work in this area, and are thoroughly excited about what she will achieve through the remainder of her placement.