

Leveraging the full potential of data beyond the basics

Analytics for Medical Devices Manufacturers

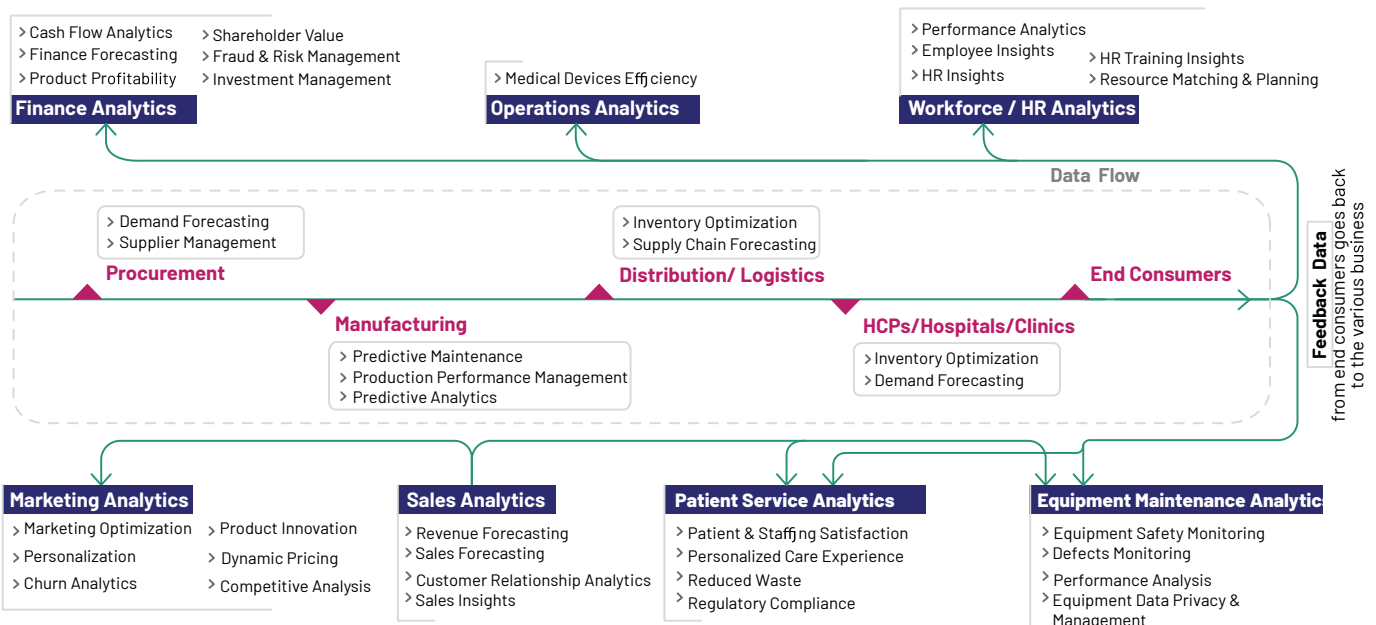
Care is time-sensitive, the recent pandemic bears a testimony to it, how can Analytics help?

Keeping the patient at the heart of the entire healthcare ecosystem can help you create value at every level. When it comes to offering real-time care and enhancing patient care, analytics can be the game-changer. For example, a diabetic patient using mobile and web apps can self-manage and improve his condition with the synchronized data with diabetes care devices that tracks activities to collect data like insulin, blood pressure, blood glucose, diet, and weight.

Improve your experience

While as a manufacturer of medical devices, you have been continuously investing in research and development you are now also required to keep pace with software, technology, and processes to bring an end to end experience around performance and quality. Whether it is producing a safer, innovative device or managing procurement, reducing costs, enabling efficiencies with speed, taking market feedback, adhering to quality and FDA compliance, or managing distribution, there is a surge of available data across the organization that can help you make informed decisions.

What are the opportunities at your organization that you need help with regards to Analytics?



Some Use Case Scenarios

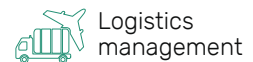
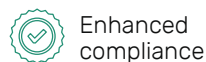
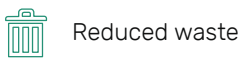
Use Case Scenario: Optimize Supply Chain



A resilient supply chain is the need of the hour.

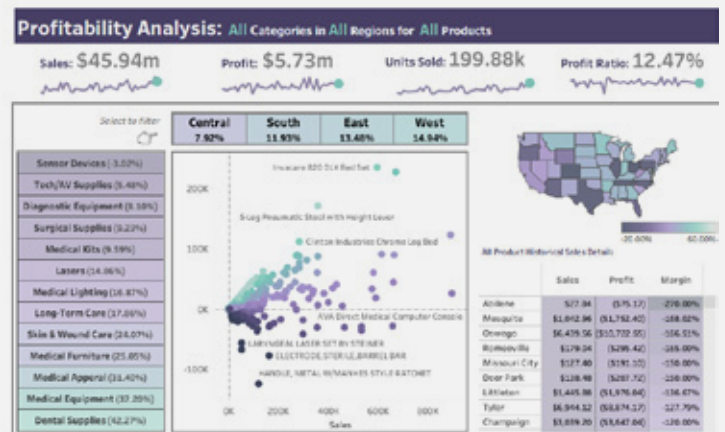
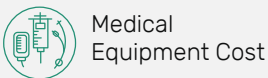
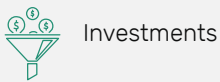
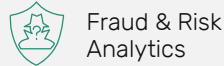
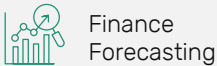
Raw materials and commodities across the board are experiencing greatly extended lead times, and for many medical device manufacturers, this is more than a disruption. With the spike in demand and prevailing shortages they are now being forced to work with multiple global vendors, putting an unimaginable pressure on supply chain operations. Not to mention medical devices manufacturer also needs to adhere to regulatory compliances, managing waste, product recalls, having the right stock, logistics management, while doing all this efficiently and profitably.

Supply chain analytics can help into giving more visibility to combat some of these challenges with insightful and actionable real time data and dashboards.



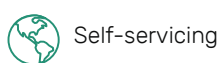
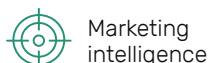
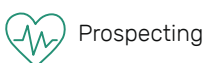
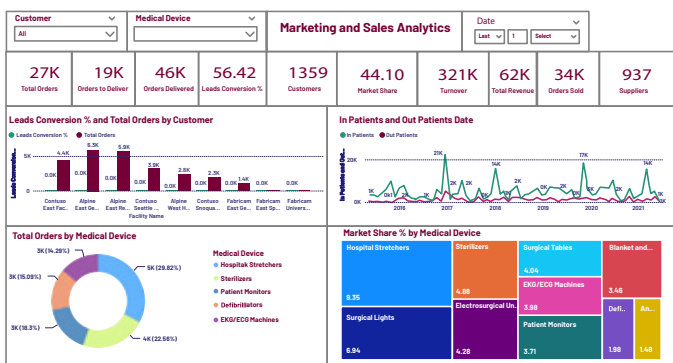
Use Case Scenario: Finance Analytics

Medical devices enterprises can benefit from improving efficiency and profitability by balancing revenue growth and meeting the operating costs. Analytics can be useful in making huge savings, planning your investments, and making financial predictions for managing future manufacturing activities.



Use Case Scenario: Marketing and Sales Analytics

Create a tailored communication based on your customer persona, create a self-service portal to enhance customer experience. Obtain visibility to the complete sales cycle of prospecting, opportunity handling, converting lead to a customer, followed by field service management with respect to product device installation, preventive maintenance, warranty and servicing and complaint handling.

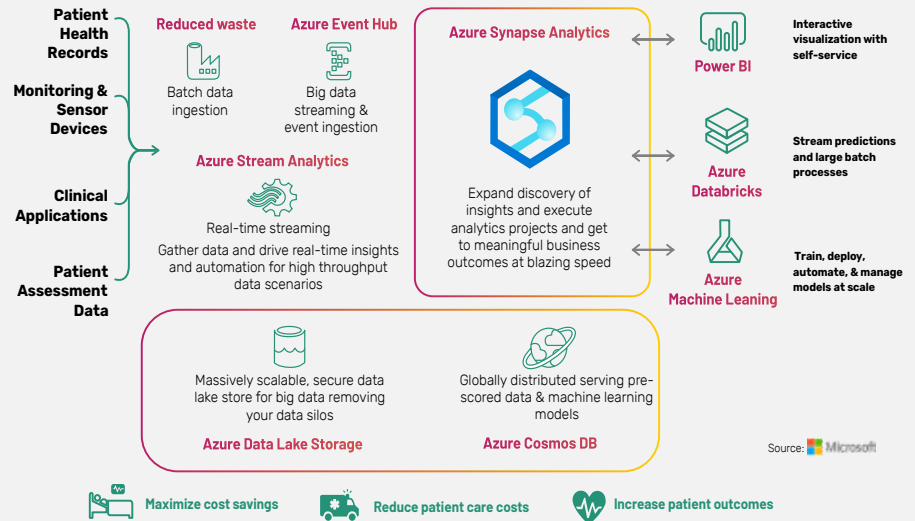


Use Case Scenario: Cloud Analytics

Cloud helps you with connected medical devices that helps you reap the benefit of IoMT (internet of medical things).

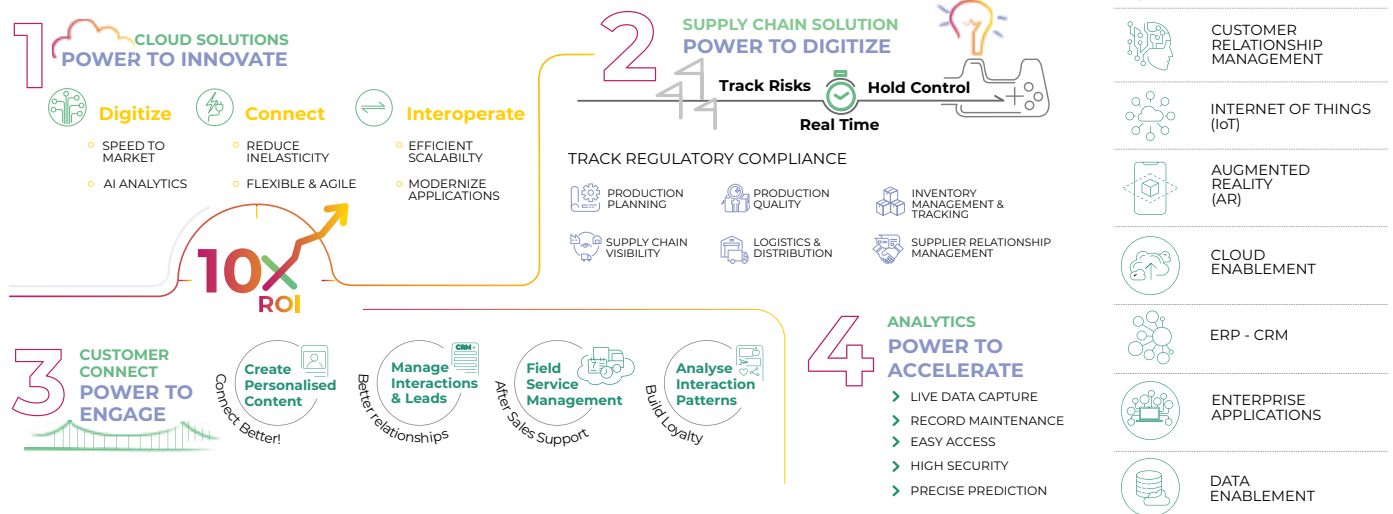
The sample provided here explains how cloud when connected with medical devices, processes and stores data through multiple channels leading to ability to use the insights to maximize cost saving and increase patient outcomes. For example you can monitor a patient with regards to the symptoms, treatment and even take preventive measure before a deterioration happens.

Sample of technology framework on how Continuous Patient Monitoring Architecture works



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Other Resources for MedTech

- Learn how we help MedTech companies drive digital transformations to accelerate performance and enhance productivity.
- Create a resilient supply chain to provide real-time visibility across your value chain.



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