Korcomptenz

Leveraging the full potential of data beyond the basics

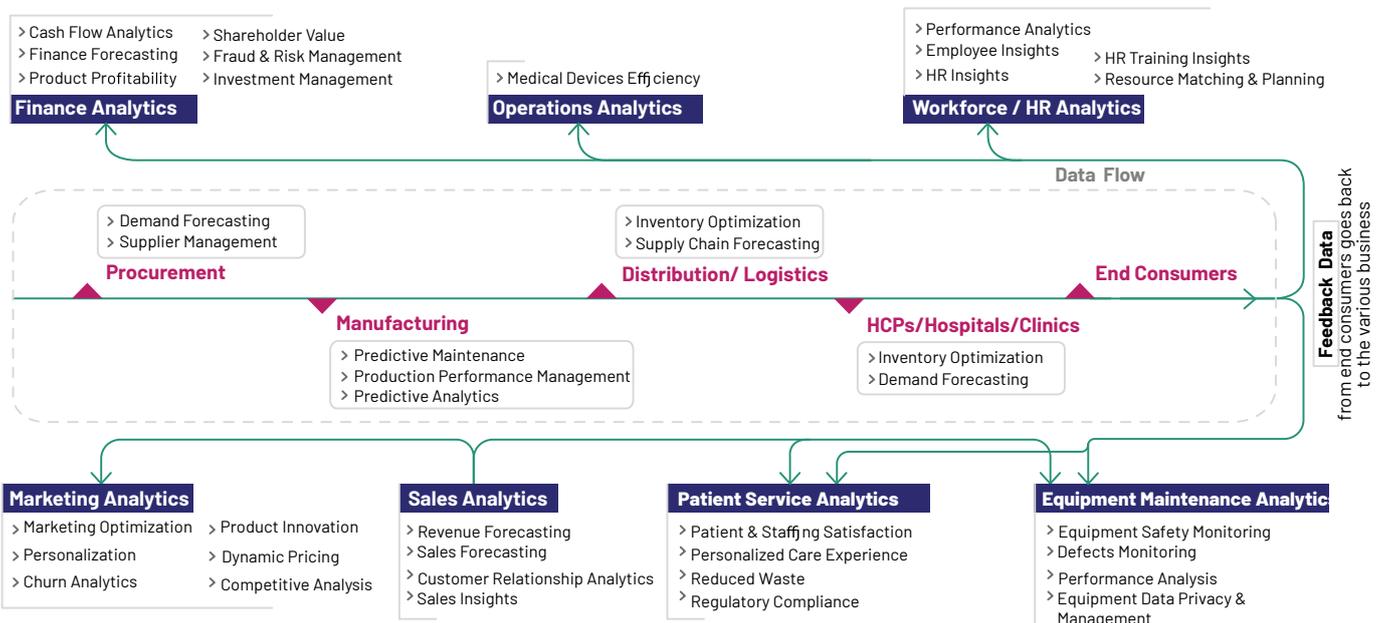Analytics for Medical Devices Manufacturers

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 oÑering 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?

Finance Analytics
- Cash Flow Analytics
- Finance Forecasting
- Product Profitability
- Shareholder Value
- Fraud & Risk Management
- Investment Management

Operations Analytics
- Medical Devices Efficiency

Workforce / HR Analytics
- Performance Analytics
- Employee Insights
- HR Insights
- HR Training Insights
- Resource Matching & Planning

Data Flow

Feedback Data from end consumers goes back to the various business

Procurement
- Demand Forecasting
- Supplier Management

Distribution/ Logistics
- Inventory Optimization
- Supply Chain Forecasting

End Consumers

Manufacturing
- Predictive Maintenance
- Production Performance Management
- Predictive Analytics

HCPs/Hospitals/Clinics
- Inventory Optimization
- Demand Forecasting

Marketing Analytics
- Marketing Optimization
- Personalization
- Churn Analytics
- Product Innovation
- Dynamic Pricing
- Competitive Analysis

Sales Analytics
- Revenue Forecasting
- Sales Forecasting
- Customer Relationship Analytics
- Sales Insights

Patient Service Analytics
- Patient & Staffing Satisfaction
- Personalized Care Experience
- Reduced Waste
- Regulatory Compliance

Equipment Maintenance Analytics
- Equipment Safety Monitoring
- Defects Monitoring
- Performance Analysis
- Equipment Data Privacy & Management

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.
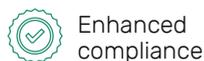
Reduced waste   Enhanced compliance   Multiple vendor management   Logistics management

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.

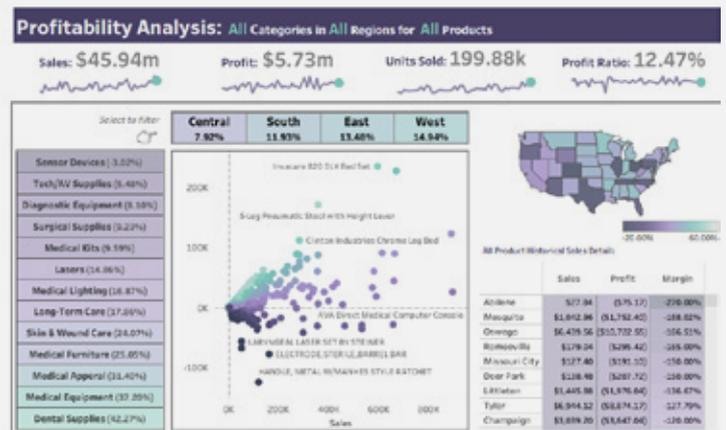Finance Forecasting   Fraud & Risk Analytics
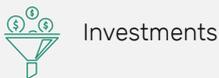
Investments   Cash Flow Analysis

Medical Equipment Cost

Use Case Scenario: Marketing and Sales Analytics

Create a tailormade 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.
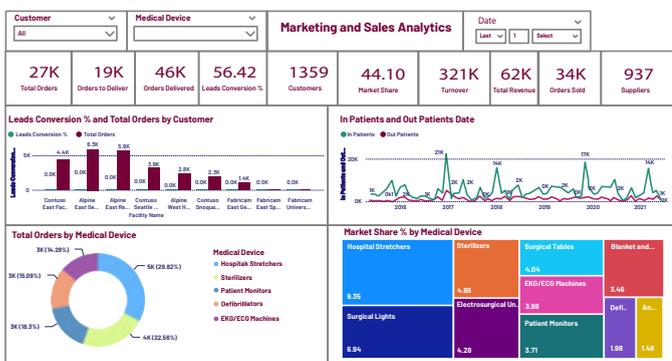
Prospecting   Marketing intelligence   Self-servicing   Behavioral analytics   Case management

Use Case Scenario: Cloud Analytics

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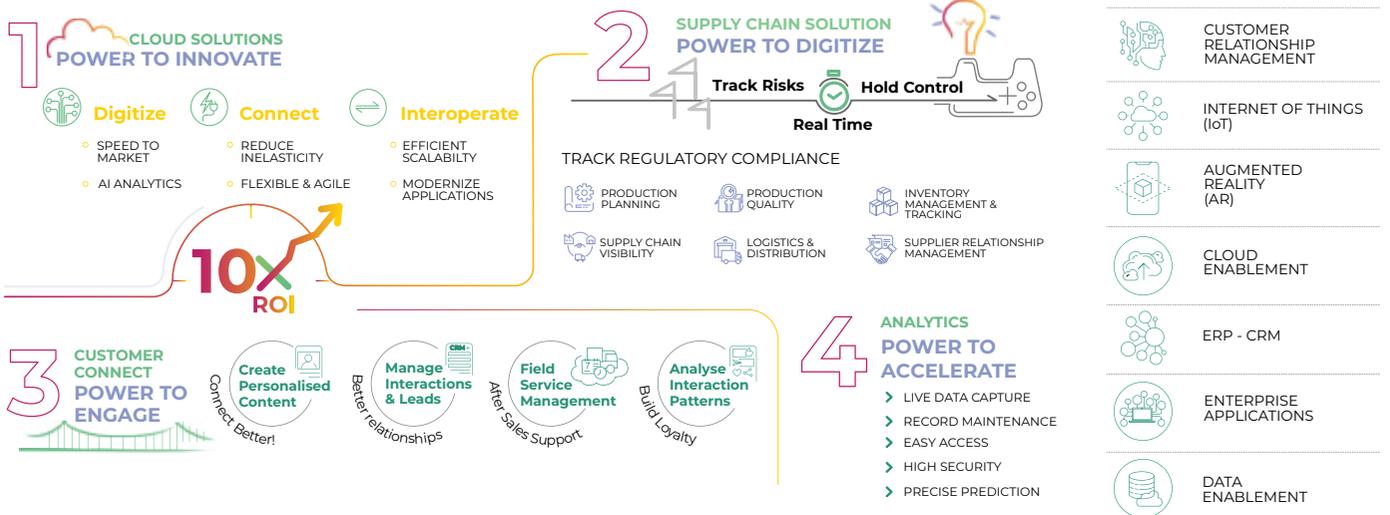
The sample provided here explains how cloud when connected with medical devices, processes and stores data through multiple channels leading to ability to use the insights to maximize cost saving and increase patient outcomes. For example you can monitor a patient with regards to the symptoms, treatment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

Sample of technology framework on how Continous Patient Monitoring Architecture works

- Maximize cost savings
- Reduce patient care costs
- Increase patient outcomes
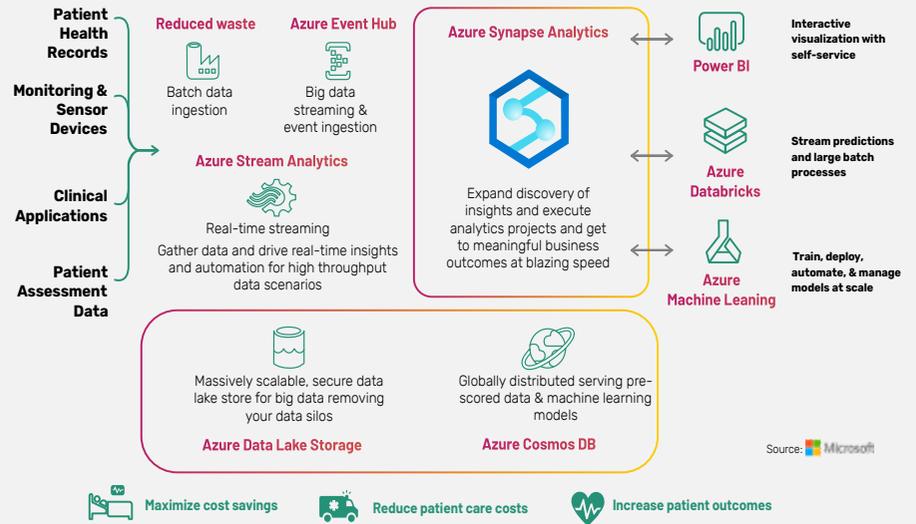
Korcomptenz Solutions for MedTech Companies

Korcomptenz is a total technology transformation facilitator with more than 18 years of experience across an assortment of services. We specialize in best-in-class platforms and cutting-edge technology including artificial intelligence, machine learning, the Internet of Things (IoT), ERP, CRM, data analytics, and cybersecurity. Our focus on value creation, strategy management, and cost-optimized solutions ensures our customers experience real return on investment across our solution stack. A comprehensive and resilient delivery model, oÑ-shore and near-shore options, industry-specific experience, design-thinking philosophy, and a technology agnostic platform approach help enterprises innovate successfully.

- CUSTOMER PORTAL
- CUSTOMER RELATIONSHIP MANAGEMENT
- INTERNET OF THINGS (IoT)
- AUGMENTED REALITY (AR)
- CLOUD ENABLEMENT
- ERP - CRM
- ENTERPRISE APPLICATIONS
- DATA ENABLEMENT

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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