



Korcomptenz

Build a resilient supply chain to optimize your value chain

Disruptions in global supply chains have significantly increased over the last decade. Companies want to gain planning agility by conducting supply planning in near real-time. Transform your medical device manufacturing operations with solutions that **#FocusOnYou**

The Rich Opportunity for Medical Device Manufacturers

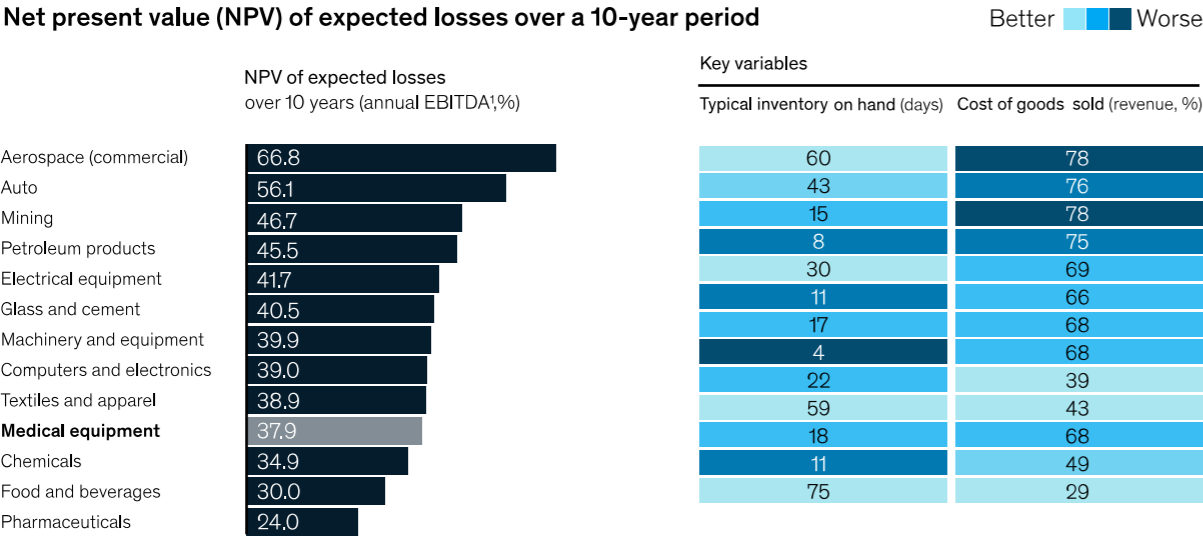
Today's world is powered by advanced artificial intelligence, from movie recommendations on our favorite streaming platforms to cars that alert us when there is someone in our blind spot, computers make humans more capable and informed. We find that digital technologies are disrupting almost every industry, today business models are being transformed to serve evolving global needs and shifting demands by connecting people, enabling cross-industry collaboration, and bringing holistic, end-to-end value to both product and service innovation. The landscape of medical device industry is also undergoing digital transformation which has prompted manufacturers to rethink their roles in healthcare system.

The digital technology transformation has brought the importance of a resilient supply chain to all industries, including MedTech. Medical device manufacturers are paying more attention to the resilience of their supply chain due to the impact of pandemic which has affected manufacturing operations, altered supply and demand predictability, and caused unexpected gaps with suppliers.

Supply Chain Shocks to the Industry

Although COVID-19 has significantly disrupted the medical device industry, it is not the only threat to the MedTech value chain. Supply chain shock is another threat to the industry which includes unforeseen occurrences (like global warming or natural disasters), macroeconomic and political circumstances (like changes in trade regulations or policy), malicious threats (like cybercrime and intellectual property theft), and counterparty problems (such as financially fragile suppliers).

Recent research from the McKinsey Global Institute (MGI) found that within a ten-year period, shocks could cause some MedTech companies to lose approximately 38 percent of one year's earnings.



¹Earnings before interest, taxes, depreciation, and amortization

Source: McKinsey Global Institute analysis



The Business need for a resilient supply chain

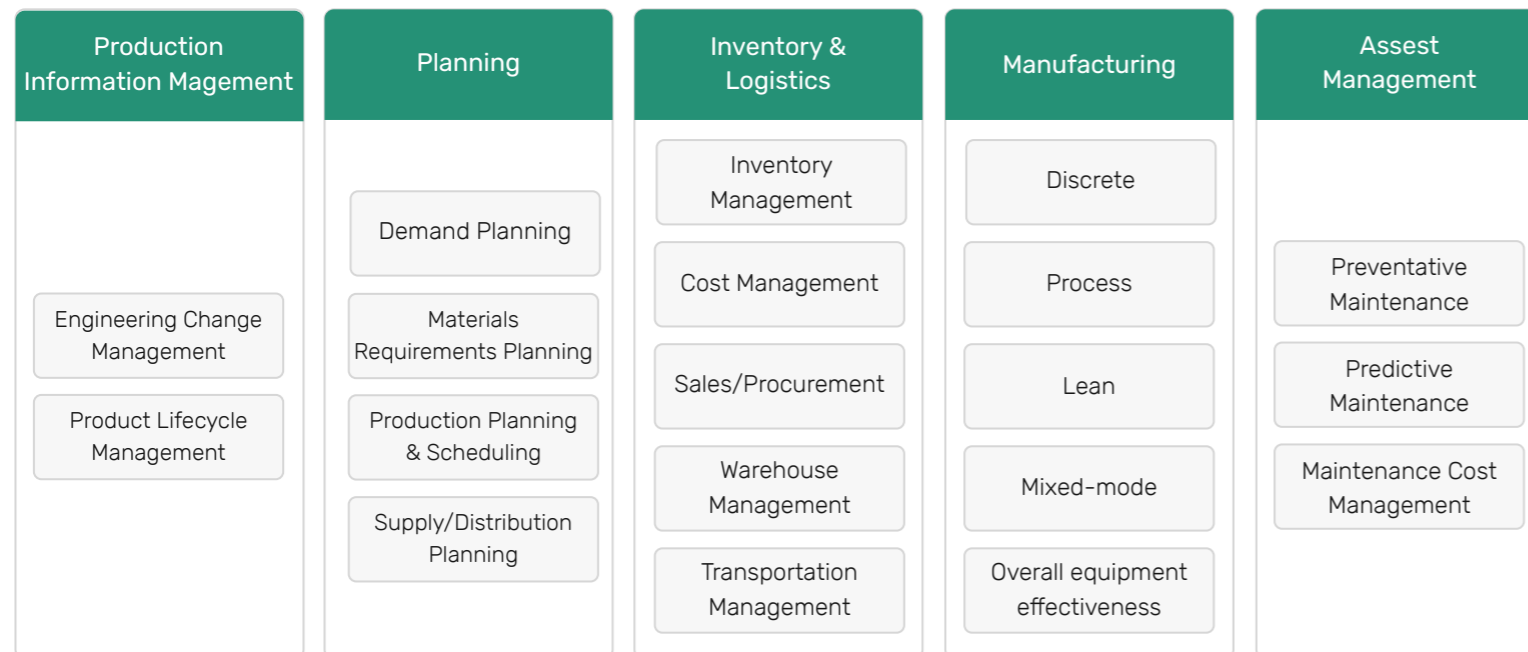
The semi conductor shortage has put the healthcare industry under tremendous pressure resulting in increased demand on the MedTech industry for its products. This increased demand has also highlighted certain vulnerabilities and challenges in their supply chain both in terms of infrastructure and performance.

Unlike other manufacturers, medical device manufacturers must manage a lot of bureaucracy to maintain regulatory compliance. Shortage of any single component is quite costly for a medical device organization as you cannot replace it with something similar component easily without obtaining regulatory validation. A slight defect results in rejections and product recalls, also cost these enterprises highly.

Now with these vulnerabilities exposed, it has become imperative to find ways in which to address them. This is where an ERP on prem or on cloud or hybrid can help.

Dyncamics 365 Supply Chain Management

End-to-end visibility throughout the supplychain



IOT Intelligence for SCM

Data from manufacturing execution system, asset management and warehouse management i.e., connected manufacturing, connect assets, connect warehouse

Supply Chain Analytics

Medical Device Supply Chain Challenges



Leverage tailor made ERP solutions for Medical Device Manufacturing

Track Regulatory Compliance

The medical device industry is driven by strict rules, compliance requirements, and safety. Microsoft Dynamics ERP allows you to handle all your compliance requirements like identify products as regulated products, restricted products etc., maintain Safety data sheet for products and other tracking provisions like products / parts by batch number, lot number, or serial number. It also provides various compliance reports as standard feature

Supply Chain Visibility

D365 SCM Solution Powered by AI and the Internet of Things (IoT), helps you streamline and connect multiple supply chain segments like inventory, production, transportation, warehouse, and planning to improved product quality, visibility, and profitability of your supply chain management.

Production Planning

Minimize lead times, fulfil customer demand, and manage your resources to get greater efficiency from your discrete, process and lean manufacturing operations. Use real-time data to track production progress, get more accurate delivery dates and reduce costs. Execute multiple production strategies, including configure-to-order, assemble-to-order, make-to-stock, and make-to-order.

Inventory Management and Tracking

Track items by inventory dimensions, including site, warehouse, pallet, location, batch, and serial number. Take advantage of multiple inventory control systems and inventory valuation methods. Lower inventory costs and improve turn-over with advanced inventory allocation.

Procurement

Use a single application to collaborate with vendors across procurement processes such as purchase order management, request for quotation (RFQ) bidding, and invoicing with secure portal access. Effectively track vendor performance, lead times, and quality with embedded purchasing insights using built-in Power BI templates.

Product Quality

Quality Control is a must for medical device manufacturers as their products need to meet the highest standards. An ERP helps to automate quality processes with integrated quality control capabilities and quickly identify issues through real-time insights and track issue resolution by using case management and non-conformance reporting.

Add Benefits of Dynamics 365 in SCM

Optimize manufacturing processes with AI

Improve production efficiency and reduce downtime – without requiring data scientists – using AI-powered automation.

Improve supply chain resilience and minimize disruption

Connect internal and external supply chain, partner, and market data to optimize your planning and inventory visibility.

Better forecasting and inventory planning

Use AI to automate and elevate fulfilment with rule-based orchestration.

Digitally enable your workforce with smart solutions

Empower your next-generation workforce, equipping them with the skills and tools to keep up with new complexities and speed of digital engagement.

Increase GxP compliance and responses

Good Practice regulations covering a wide range of processes utilized in the development, manufacturing, and distribution of regulated products ensure that products are safe to use and meet stringent quality standards during the production process. Use big data and smart analytics to help you meet regulatory scrutiny within processes and data integrity.

Build more predictability in your operations

Unify data across systems in your supply chain to predict customer demand and consistently deliver products on time with near real-time production planning.

Integrate for more agility

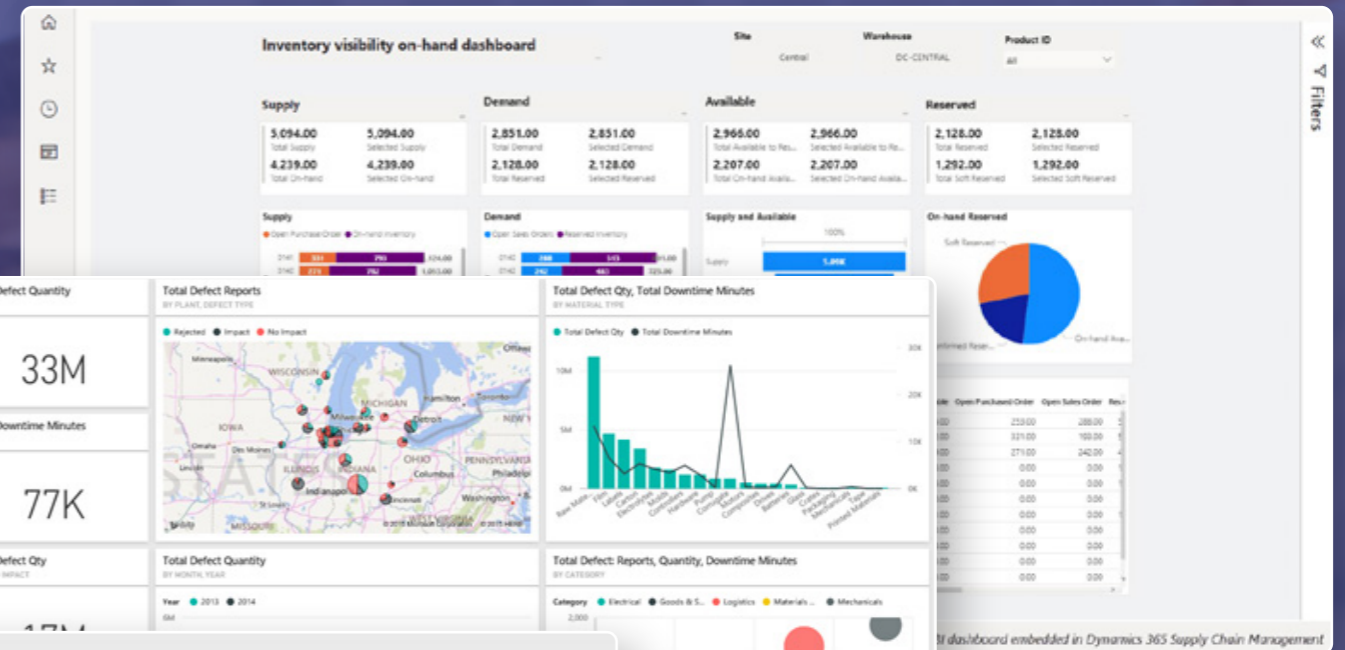
Discover and connect to sustainability data to measure against goals, reduce waste and enable intelligent insights to take more effective action.

Connect people, products, and processes

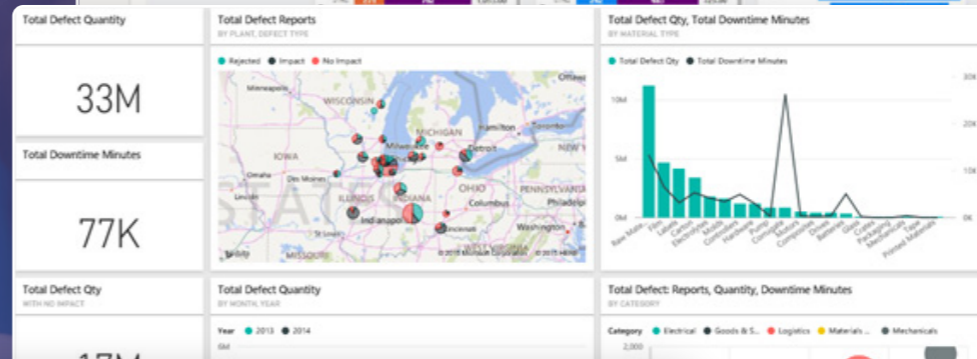
Gain better visibility into end-to-end supply chain status, and support productivity goals through increased automation for more complex products

Gain 360-degree view of your Supply Chain Operations

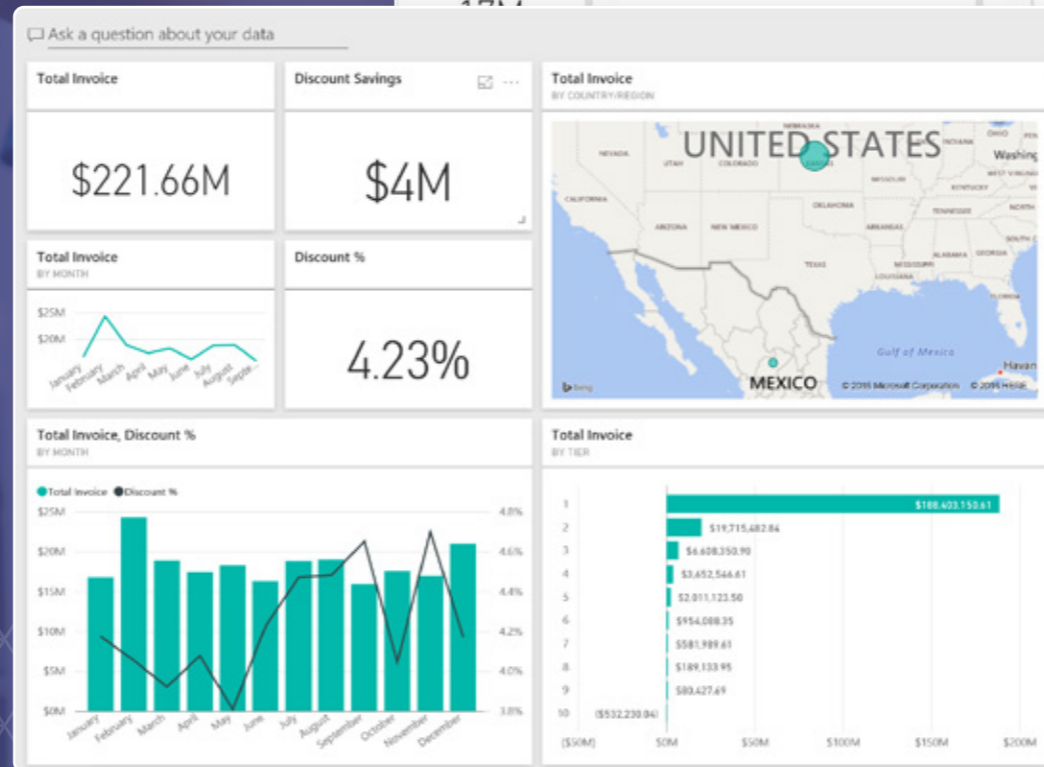
1 Inventory Management



2 Quality Control Management



3 Procurement Analysis



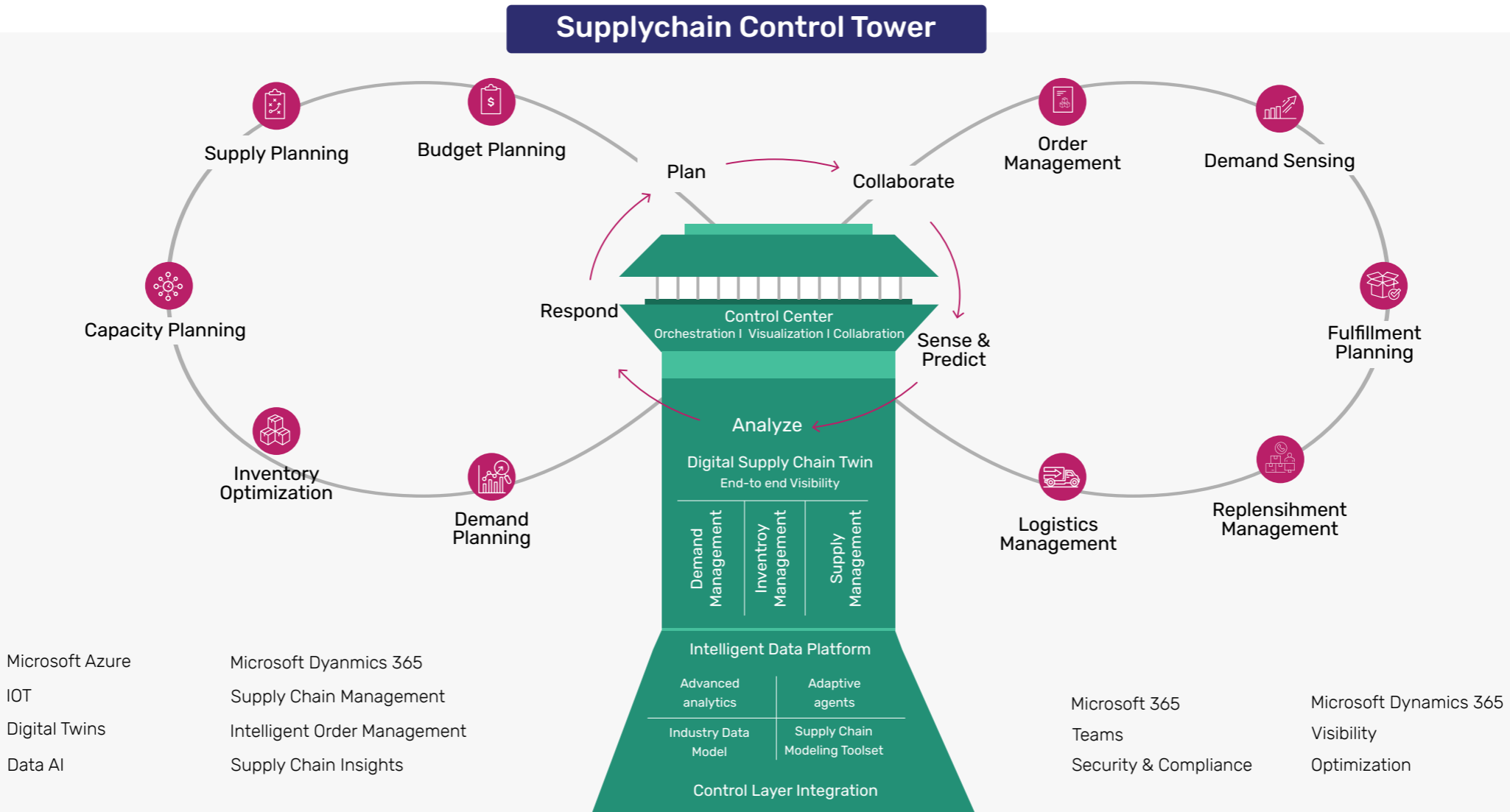
The Supply Chain Control Tower for Medical Device Manufacturers

One of the main advantages of ERP solutions is that it integrates well with other Cloud solutions, allowing you to keep a track of your entire supply chain all from one interface.

For example: Medical Device Manufactures can build a supply chain control tower using Dynamics 365 Supply Chain Management, Dynamics 365 Intelligent Order Management, Dynamics 365 Supply Chain Insights together with Microsoft Power Platform, and Microsoft’s growing digital supply chain applications ecosystem, as seen below.

This allows medical device manufacturers to respond faster and more intelligently to disruptions and opportunities. Additionally, Dynamics 365 integrates seamlessly with many API-enabled applications, using Microsoft’s out-of-the-box pre-built connectors for order intake sources, tax calculation, and third-party logistics partners’ ecosystems. Moreover, it automates and optimises fulfilment using AI and real-time omnichannel inventory data.

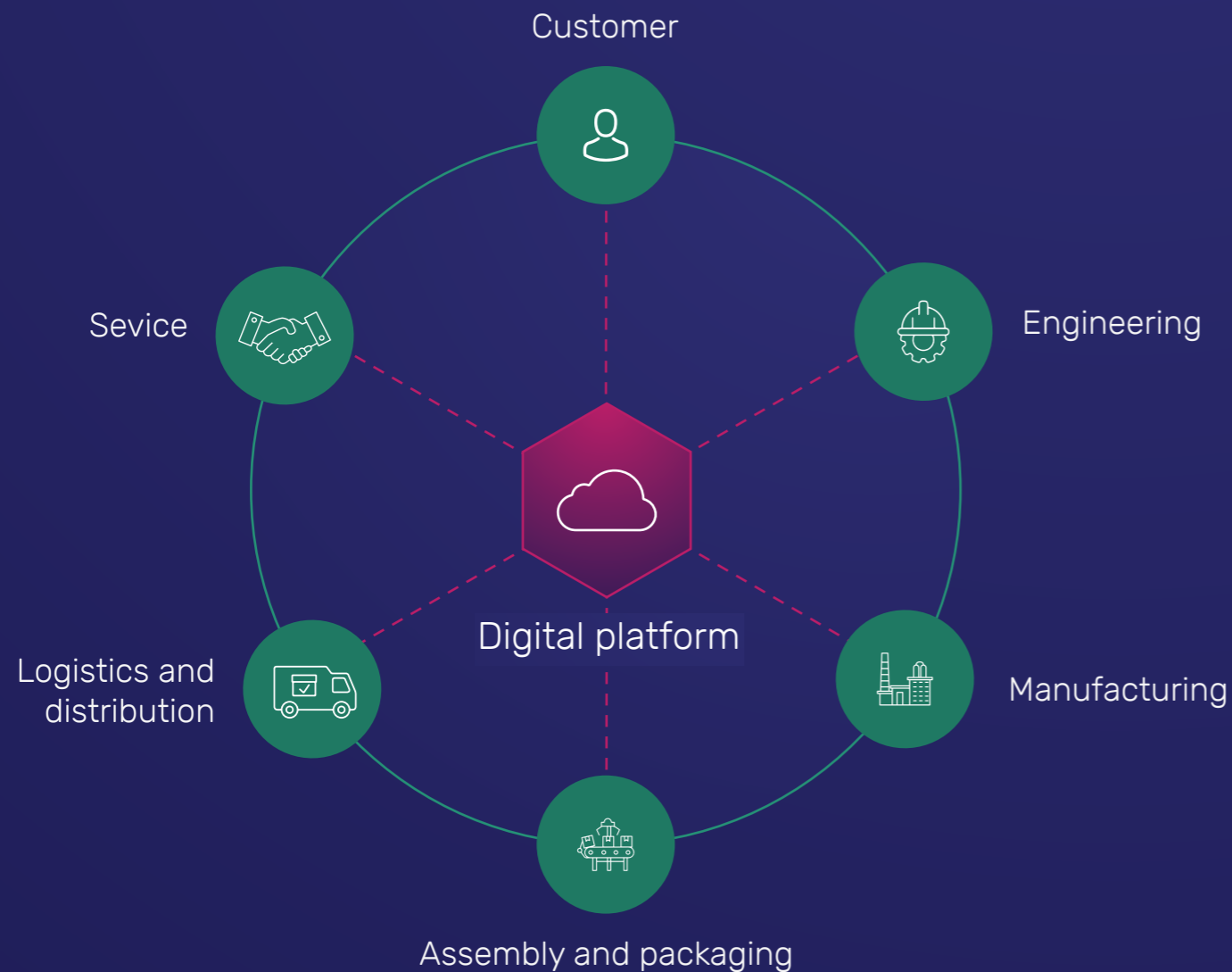
By providing them with all these capabilities, the supply chain control tower enables companies to speed their order management digital transformation and turn the difficult task of order fulfilment into a competitive advantage.



Future of Supply Chain for MedTech Industry

Future supply chains will be circular, enabled by a core cloud based central platform that will integrate, orchestrate, and execute actions by working with each variable of the value chain. This creates a more holistic view of operations for enterprises, providing for new levels of agility, responsiveness, and risk mitigation.

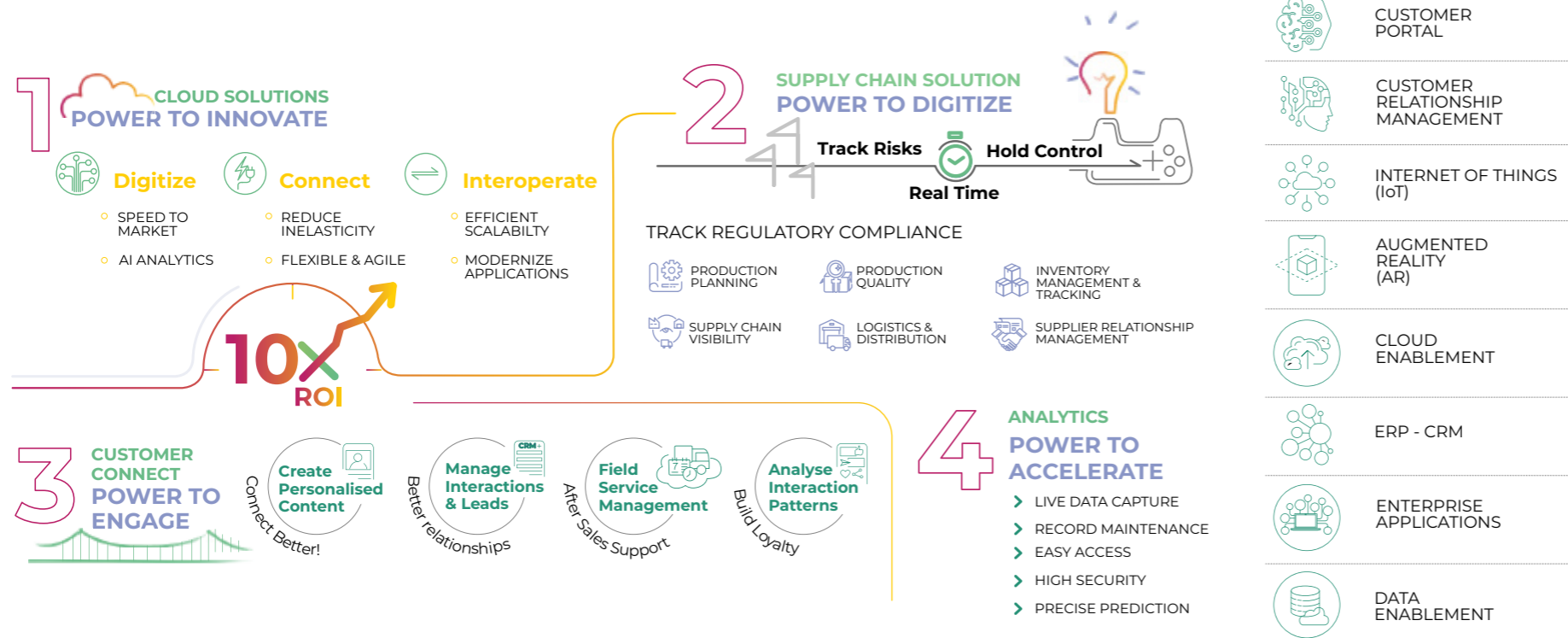
Ecosystem of MedTech Value chain:



High service levels, cost optimized, and dynamically responsive

- **Orchestrated processes**
- **Connected**
Leverage the cloud to connect, automate, visualize, E2E view
- **Predictive**
Move from reactive to predictive with big data, machine Learning, and IOT
- **Cognitive**
Amplify with algorithmic decision-making and automated execution

Korcomptenz Solutions for MedTech Companies



Other Resources for MedTech

- ★ Find out how to use advanced data and analytics capabilities to generate actionable insights
- ★ Learn how we help MedTech companies drive digital transformations to accelerate performance and enhance productivity.



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Discoverhowwe#FocusOnYouat
www.korcomptenz.com

Get in touch with us:

+1(973)6018770|sales@korcomptenz.com

