

CONNECTING DECISIONS IN THE MEDTECH INDUSTRY

**Build
resiliency**

**Accelerate
transformation**

**Increase the
availability of
critical care
resources.**

The MedTech industry faces unique challenges:

- High levels of product and SKU fragmentation across regions
- Increasing regulatory requirements
- Provide visibility for healthcare stakeholders and patients.
- Demand Volatility

These challenges require thoughtful decision-making and a focus on building resiliency while accelerating transformation.





7 USE CASES FOR MEDTECH INDUSTRY



Network Design of Facilities and Product Lines.

Going beyond the traditional cost-cutting approach to network optimization by considering cross-functional impact and margin-based optimization.



Product/ Customer Profitability

Understand the financial impact of serving customers, determine the contribution margin, and discover opportunities based on service capacity.

MedTech companies can optimize their product portfolios based on the impact on patient outcomes and the impact on the business.



End-to-End Strategy + Financial Scenarios

Higher levels of fragmentation require end-to-end optimization and driver-based financial planning to meet demand and corporate objectives such as growth, profit, and revenue.



Sourcing & Procurement

What proportion of overall business revenue is tied to each supplier? What proportion of total procurement spend is associated with each supplier? Which products have only single sources?



Production Strategy

Considering the footprint strategy, what to make vs. buy, where partnerships can be beneficial, and the potential value of mergers and acquisitions.



Sustainability Strategy

A circular economy approach in MedTech minimizes resource input, waste, emission and energy leakage by slowing and closing material and energy loops.



Business Continuity Planning & Supply Chain Risk

Long-term business model/risk evaluation

That is why we are: REAL DECISIONS. OPTIMIZED.
Get in Touch with Us, we are Happy to help!

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