

Product & Customer Profitability

MEDTECH INDUSTRY

Solutions Data Sheet

Supply Chain leaders at Medical Devices companies should develop a structured approach to understand the financial impact of serving patients, determine the contribution margin, include the financial drivers as a primary variable in the analysis, and understand opportunities based on service capacity.

River Logic's **Digital Planning Twin™** unveils the true profitability of each product. By creating an end-to-end analysis, companies in the Medtech industry can identify the right mix of products they should manage in their supply chain based on product profitability and capacity considerations.



KEY DECISIONS

PORTFOLIO OPTIMIZATION

Identify the right mix of products the company should manage in their supply chain based on Product Profitability and Capacity Considerations.



VALUE IDENTIFIED:

↑ productivity & margins
↑ production throughput
↓ operational costs

COST TO SERVE

Understand financial impact of serving patients; determine the margin of contribution, includes financial drivers as a primary variable in the analysis, and understand opportunities based on service capacity.



VALUE IDENTIFIED:

↑ Productivity & margins
↑ Margins (ultimately ↑ structural EBITDA and ↑ free cash flow)

SERVICE LEVEL STRATEGY

Determine overall optimal inventory position and service levels given network and inventory conditions. Define an appropriate service level and how quickly you can serve patients in line with keeping your costs in check.



VALUE IDENTIFIED:

↑ Inventory throughput
↑ Return On Assets
↓ Working Capital



QUESTIONS:

River Logic can address these industry questions with industry answers:

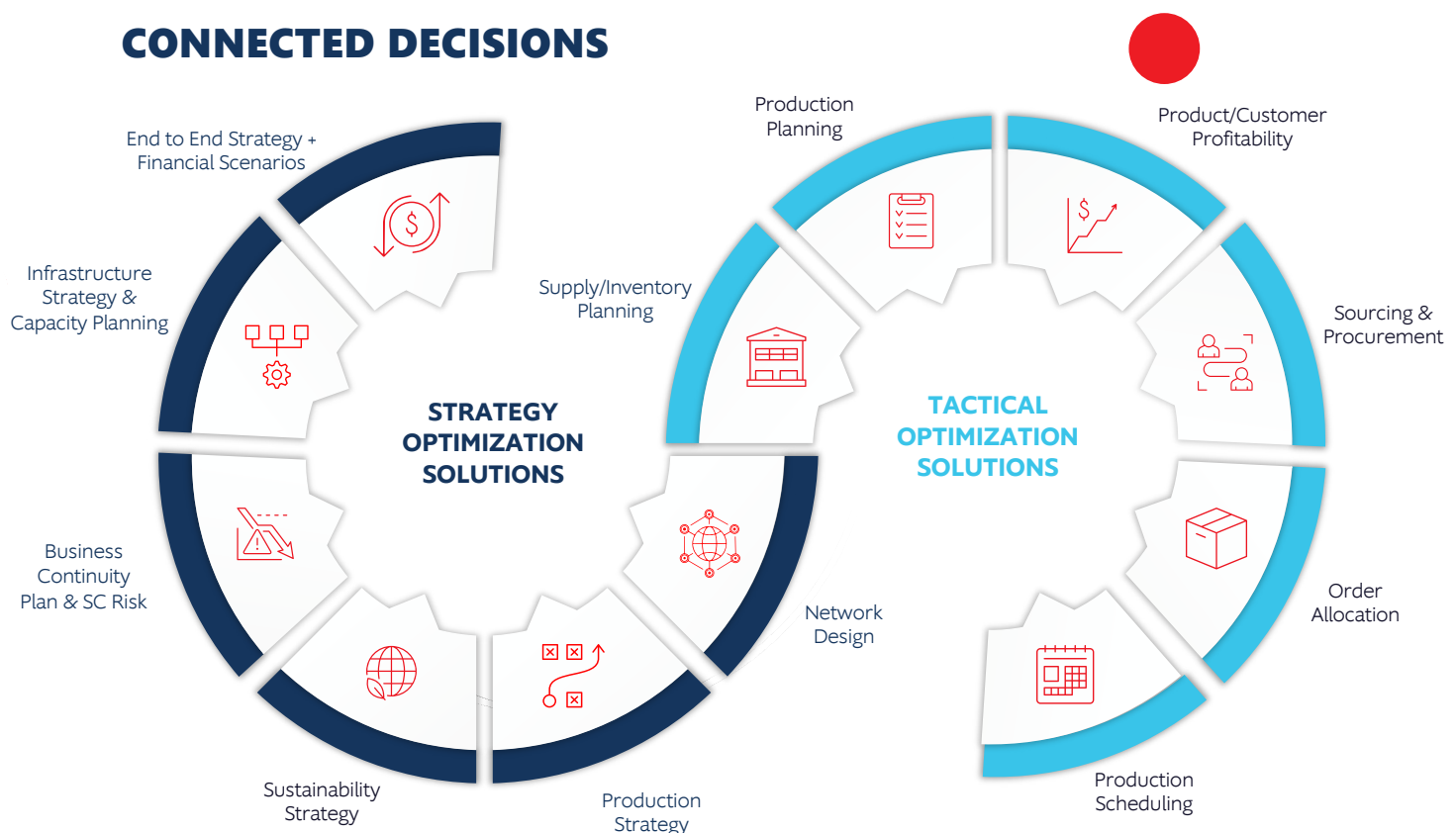
- Are we losing market share because we do not have the right products?
- What products within our portfolio contribute most to the margins?
- How can we improve Customer Lead times?
- What is the optimal cost-to-serve?
- What other opportunities do we have based on service capacity?

THE RIVER LOGIC DIFFERENCE

At River Logic, we understand the industry. Knowing the market allows us to bring value. River Logic can address these industry questions with industry answers. The foundation of our technology is a Digital Planning Twin™ of your end-to-end business as it exists today — including all financial complexities, constraints, and KPIs. Powered by optimization, you can run unlimited strategic, tactical, and operational scenarios to balance complex trade-offs and maximize the value of your decisions.

River Logic enables connected decision-making across the enterprise, empowering supply chain executives to have a strategic view of the business that extends to the tactical and operational levels of planning.

CONNECTED DECISIONS



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



**LET'S SET UP A 15-MINUTE
INTRODUCTORY CALL.**



RIVERLOGIC

Real decisions. Optimized.