



MEDICAL DEVICE

TODAY'S CHALLENGES

Medical device manufacturers and suppliers face significant disruptions in technology, reimbursements and their business models that are profoundly transforming the industry.

There is constant competitive pressure for innovation – by the time a product is approved and released, work on the next innovation is already well underway.

FUTURE TRENDS

Acquisitions will accelerate as medical device companies continue to seek competitive advantage, challenging the ability of their enterprise systems to achieve rapid time to value. Organizations are adopting two-tier ERP strategies to facilitate this integration.

Increasing supply chain and inventory risk will require the cascading of best practices down the supply

Security is critical. Medical device companies find themselves in an ongoing battle to protect data and intellectual property against cybertheft.

Many medical device manufacturers are making acquisitions to remain competitive, and to increase speed of innovation and speed to market.

Despite all the new business challenges, medical device manufacturers must continue to focus on operational excellence, including quality, cost and delivery.

chain, enabling more comprehensive supply chain visibility.

Wearable devices and other emerging technologies will result in the increased availability of clinical data. Medical device manufacturers will need to determine the best method for capturing this data.

As data becomes more readily available, patients will continue to be more informed, leading to a boom in personalized medicine. All facets of the patient care chain from patient to doctor and insurer to manufacturer will be involved in the personalized solution for that patient.

IMPERATIVES FOR KEY DECISION MAKERS

Successful COOs will bring IoT and other advanced technologies to the shop floor and warehouse to improve quality and delivery. The COO must also deliver connected products and services and must improve IT/OT integration.

CEOs need to ensure their company is agile enough to execute rapidly on key decisions. This impacts people, processes, practices, partners and solutions. The CEO will continually need to balance cost, innovation, risk and investment.

CIOs need to move from old, rigid, insecure systems to adaptable solutions, which will help their

companies embrace changing business models, deal successfully with consolidations and with the turbulent external environment.

The VP of Purchasing must become more strategic, moving from price-centricity to viewing and managing the complete supply chain, by improving visibility and applying best practices.

The VP of Regulatory and Quality must constantly balance the meeting of evolving regulatory and compliance requirements with the need to meet changing business requirements.



HOW CAN QAD HELP?

QAD has been a trusted solution partner to companies in the medical device industry for decades.

QAD actively participates in global industry associations, such as AdvaMed, in developing standards for quality, the supply chain and corporate responsibility. QAD incorporates the resulting practices in its solutions.

QAD Adaptive ERP provides a comprehensive yet flexible solution for global life science manufacturers, supporting the unique needs of each manufacturer and offering excellent fit out of the box. Our cloud-based, FDA-qualified environment reduces the effort required for software validation and 21 CFR Part 11 and Annex 11 compliance. It also supports traceability, ISO 13485, FDA QSR and EU MDR requirements.

The **QAD Enterprise Platform**, the application platform for QAD Adaptive ERP, simplifies extending the ERP solution through low/no code techniques which eliminates the need for costly and difficult to maintain customizations.

QAD is known for fast and dependable implementations and around-the-world support. QAD has been deploying its solutions in the QAD Cloud for over a dozen years, which provides excellent global availability, security and scalability

From the **QAD Adaptive Applications** portfolio, QAD offers several integrated applications to support the distinct planning and manufacturing needs of medical device suppliers – including quality management, warehousing, demand and supply chain planning and shop floor visibility.

For more information on how **QAD Adaptive ERP** can help your company, please contact QAD at +1-805-566-6100 or email info@qad.com.



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