

Making suture procurement simpler.

No pain, all gain.



Medtronic

Supply chain is second only to labor costs as a hospital's largest expense.

Improvements in supply chain performance can reduce supply chain costs by **10-12%**¹



Simplify supply chain

40%

Up to 40% of a hospital's total operating budget is spent on supply chain.¹

At any one time, hospitals carry 8,000 SKUs in-house and own up to 35,000 SKUs overall.¹ Rationalizing supply chain can lead to **better productivity in inventory management.**

Improve efficiency

20%

20% of hospital inventory can be lost due to product expiration.²

Reducing numbers of slow moving SKUs can **decrease wastage and ordering complexity.**

Reduce costs

10%

10% cost savings can be made by inventory optimization.¹

Eliminating superfluous SKUs is a great way to **optimize resources.**

Working with Medtronic can help you reduce costs while maintaining patient outcomes.

Complex supply chains increase operating costs, negatively impacting patient outcomes and safety.

Complexity leads to replenishment difficulties and use of unsuitable materials. Furthermore, **procedural delays can occur** when time is spent searching for supplies in overcrowded stock rooms, and if appropriate materials are not easily at hand.³

By reducing the number of similar or unused wound closure SKUs by up to 30%, our wound closure family of products can simplify your inventory, save you time and money, without compromising our flexibility and service to you.

Cost-cutting initiatives must be carefully balanced with quality, efficiency, and patient outcomes.⁴

Together including nurses, physicians and supply chain we can achieve these significant benefits.



Rationalization reduces redundancy, frees up shelf space, and helps the whole supply chain, all the way up to the end users”⁵

Sandy Wise

Director, Contracting & Resource Utilization CHRISTUS Health



Everyone benefits from a streamlined inventory.

Our wound closure rationalization program is designed with all stakeholders in mind.



Hospital administration and procurement

SKU rationalization improves supply chain performance, saving time and money.^{3,6}

It helps to:

- Reduce total costs of supplies purchasing
- Reduce pricing and ordering errors caused by obsolete products and data³
- Benefit economies of scale by removing redundant inventory items¹



Nurses

Nurses are under intense time pressures, which can negatively impact patient care.^{7,8}

SKU rationalization helps:

- Decrease time spent searching in stock rooms⁴
- Minimize wastage of time and out-of-date supplies
- Limit product variation, increasing familiarity and efficiency⁵



Physicians

Physicians' confidence in their supplies is essential for optimal patient care.⁴

SKU rationalization helps:

- Build surgeons' experience with a smaller product range^{4,5}
- Make products easily accessible, decreasing operational times³
- Reduces surgical variation⁹



Patients

Rationalization increases physicians' product experience and confidence.⁵

SKU rationalization helps as:

- Physician confidence leads to patient confidence⁴
- Smarter resource allocation improves overall care standards

Delivering savings which help **you**

Together we can identify valuable products

We have developed a robust rationalization program relating to our products:

Fully customizable and tailored to the needs of all stakeholders.

We can help you achieve the outcomes you need:
Delivering savings by reducing complexity, with a dedicated rationalization team available to support you.

3 months

= 4 steps for Simplified chain complexity
+ Reduced costs



Step 1: Initiation

Initial discussion with hospital administration

- Establish draft objectives
- Define scope for rationalization process



Step 2: Engagement

Internal engagement with key stakeholders

- Gain buy-in for rationalization process
- Collect key information
- Assess current situation
- Agree next steps



Step 3: Implementation

Prioritize SKU rationalization with all stakeholders

- Develop robust communication plan
- Establish timescale, milestones, and process for exceptions
- Ensure win:win for all parties



Step 4: Follow-up

Post-implementation and monitoring

- Refinement of rationalization plan
- Ensure delivery of key objectives
- Measurement of impact and benefits
- Ensure stakeholder satisfaction

Working together, we can help you reduce expenditure and enhance patient outcomes and safety



Who are we?

As a global leader in medical technology, services and solutions, we improve the lives and health of millions of people each year. We use our deep clinical, therapeutic, and economic expertise to address the complex challenges faced by healthcare systems today.



We are here to help

We are committed to supporting and guiding you through every step of this process. To find out more about how we can help improve your supply chain performance, please contact your Medtronic sales representative.



Medtronic

Engineering the extraordinary

References

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