

HEALTHCARE SECTOR SUPPLY CHAIN OPTIMIZATION



The client is a multi-specialty health care company focused on discovering, developing and commercializing innovative pharmaceutical, biologics, medical devices, and other over-the counter consumer products. Trindent was invited to assess the improvement of opportunities in freight and transportation, accounts receivable, and inventory management of the Breast Implant Business.

HOW WE MADE IT HAPPEN:

- Decreased 3PL warehousing costs:
 - Implemented a process for tracking and early warning of exceeding allotted footprint at the warehouse
 - Introduced a process to better track excess and obsolete inventory, and manage destruction schedule
- Improved Demand Planning/Inventory Management:
 - Developed an inventory and demand planning dashboard to increase visibility of fluctuations in demand
 - Developed inventory management and demand planning tool to optimize safety stock levels and weekly orders per SKU
- Identified opportunities and implemented improvements in the A/R area:
 - Prioritized and developed different collection methods by segmenting customers
 - Converted customers to use more preferred payment methods and frequency
 - Standardized and enforced procedures dealing with delinquent customers
 - Improving the management of unclaimed A/R credits
- Introduced/improved a number of processes to reduce sales reps' administration time:
 - Introduced a standardized customer form when ordering through CSR or sales reps to eliminate rework or information errors

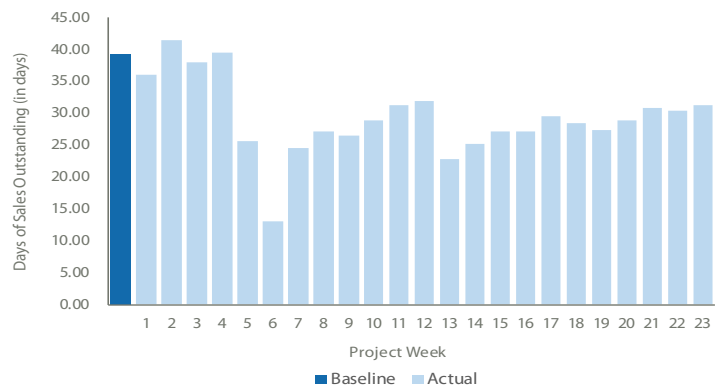
\$650K
ANNUALIZED SAVINGS



RESULTS:

The project delivered \$650K in annualized savings through improvements in processes, management tools, and a scientific approach to inventory management.

20% Decrease in Days of Sales Outstanding



We are here to Make It Happen™.

Contact us for a complimentary assessment to help solve your complex business issues at info@trindent.com.