

MEDICAL SUPPLY CHAIN OPTIMIZATION HEALTHCARE CASE STUDY



A global diagnostic device and service provider focused on infectious disease, cardiometabolic disease and toxicology, engaged Trindent to redesign their Sales & Operations Planning (S&OP) process to tackle increasing inventory levels, high expiry and obsolescence rates.

\$5,700,000

REDUCTION IN SCRAP

\$33,700,000

**REDUCTION IN NET
INVENTORY**

31%

**IMPROVEMENT IN
FORECAST ACCURACY**

HOW WE MADE IT HAPPEN

Sales & Operations Planning

- Installed methodical demand and supply planning review procedures and enhanced forecasts and production requirements
- Redesigned an organizational structure to better support new S&OP processes
- Implemented monthly meetings with key decision makers to review performance, enhance cross-functional alignment, manage risks and drive continuous improvement
- Deployed comprehensive processes and tools to effectively manage products with unpredictable demand related to product lifecycle, seasonality and tender sales

Reduced labor costs

- Increased forecast accuracy enabling better resource planning and lower labor costs
- Improved quality control effectiveness and increased throughput
- Applied lean manufacturing principles, resulting in enhanced resource allocation and decreased labor costs per kit

Inventory management

- Redefined inventory policies and purchasing strategies at 14 entities across the global manufacturing and distribution network
- Reduced Minimum Order Quantities and identified consignment opportunities to increase purchasing flexibility
- Implemented global inventory oversight and review processes to increase management of finished goods and expiry exposure
- Increased visibility into upcoming expiries to allow proactive scrap mitigation activities (e.g. date extensions)

Forecast accuracy improvement

- Developed statistically driven forecast baselines, reducing subjectivity in the forecasting process
- Created a forecasting Standard Operating Procedure that included early feedback loops and advanced training
- Implemented Forecast Accuracy and Budget Dashboards to improve KPI visibility and accountability and drive alignment across global objectives

"Trindent deployed a team of skilled and multi-cultural consultants that travelled across 3 continents, built relationships and uncovered supply chain optimization opportunities at every location. The approach was energetic, data based and collaborative. We look forward to the next opportunity to collaborate."

– Senior Vice President Global Operations

WE'RE HERE TO MAKE IT HAPPEN™.
CONTACT US TODAY AT info@trindent.com.