



An ERP project for multi-million pound medical company

Our Client: Our client is a UK based global medical device manufacturer that specialises in drug delivery devices. With a growing, multi-million pound turnover, it faced a critical situation whereby its business systems were old, required updating and, in some vital areas, were either unsupported or poorly supported.

Project: We were engaged on a two stage process to identify suitable software and to create an implementation plan. The first stage was to understand suitable partners and the expected cost and timescale of an ERP selection and implementation project.

Follow the link to view the article in full.



Commercialisation of new patented technology

Client: A UK based start up medical device manufacturer with high technology patented devices that meet growing customer needs in the area of safer sharps. With new legislation coming into force in the EU in the near future, this company required help in bringing their technology to the market. The project required a range of skills and a focused, results driven approach within tight timescales.



Project: Lime Directors and a highly experienced and qualified team of Associates designed and delivered a project that provided the company with a comprehensive plan to deliver a profitable and secure future. The plan covered:

- Manufacturing and sourcing solutions. Negotiating with low cost manufacturing sources for the injection mouldings and the complex supply chain into the relevant markets
- Key opinion leader development. Working closely with KOLs to develop clinical advocates for the technology to support the commercialisation plan.
- Health Economics. Researching funding pathways for the technology and recommending the ways

forward.

- Regulatory. Ensuring the appropriate regulatory approvals and authorisation is in place
- User evaluations. Setting up and monitoring and reporting on informal clinical evaluations
- Identifying suitable partners. Finding and negotiating with partner organisations to bring the technology to market.
- Marketing and branding. Advising and delivering the right branding and key marketing messages.

For more information on this or other commercialisation projects, please [contact us](#).

Highlighting the importance of medical device regulations



Understanding medical device regulations is important to any company manufacturing or distributing medical devices in both the UK and Europe

Recognising this, [Medilink East Midlands](#) has prepared a series of podcasts addressing this crucial issue from three different perspectives: regulators, consultants and companies.

In this first podcast, Medilink EM talks to Neil

Adams, the Director of Operations & Delivery at [BSI](#).

Neil discusses the role of Notified Bodies, their powers and limitations as well as proposed EU changes, such as the proposed “Super-Notified” body. Neil also looks at the definition of a medical device and touches on some of the areas of overlap between medical devices and medicines.

You can listen to the podcast [here](#) and if you need any guidance about medical device regulations, please [contact us](#) for an informal chat.

Commercialisation: Supply Chain Top Tips

A well designed and executed supply chain will maximise your sales, minimise your product cost and hence optimise the value of your brand.

Before a brand launch review your progress against the following check list.

- Have you benchmarked your component costs and manufacturing costs?
- How reliable is your supplier base and their component suppliers?
- Is there a component in your supply chain that exposes you to a catastrophic risk?
- Do your suppliers manufacture to the relevant quality standard and are they working to their quality system?
- Is your supply chain protected by appropriate contracts?
- GDP guidelines were updated in March 2013 and became effective in September 2013. Will you meet these requirements?
- Are your suppliers capable of growing as you grow?
- Do your suppliers meet ethical sourcing criteria?
- Is your product designed to enable future increases in growth and reduction in costs?
- Is your supply chain ready to capture customer orders and their cash? In the UK and abroad?

Potential purchasers of your brand will want to minimise their outlay. Make your supply chain an

asset to sell; not a liability that the purchaser can exploit.

Save the date...

Following the successful launch of the Medilink EM Supply Chain Special Interest Group (SIG) in Nottingham, the topic and date for the next meeting have been set. The event will take place on Thursday 17 July and the topic is "Medical Product Deliveries: the final 100 metres".

Please reserve this date in your diary for now - the programme, exact timings and location of the event will be available soon. Sign up to the [Medilink EM newsletter](#) to make sure that you don't miss important events.



"Lime Associates showed a thorough understanding of the contract healthcare market"

David Bytheway - Head of Business Development, Flexible Medical, UK

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