



eXensys Micro Vertical Solution

Micro-Vertical – Medical Equipments

Agenda

Industry Overview

Industry Characteristics \ Highlights

Key Processes 'n' Challenges

eXensys Best Practices

Business Performance Sustained

Industry Overview

Micro-Vertical – Medical Equipments

Medical Equipment industry comprises of two major sectors: Equipment and Supplies. The medical equipment sector encompasses value-added, high technology products. The medical equipment supplies market is a lower margin and high volume business.

Medical equipments and supplies can be classified as follows

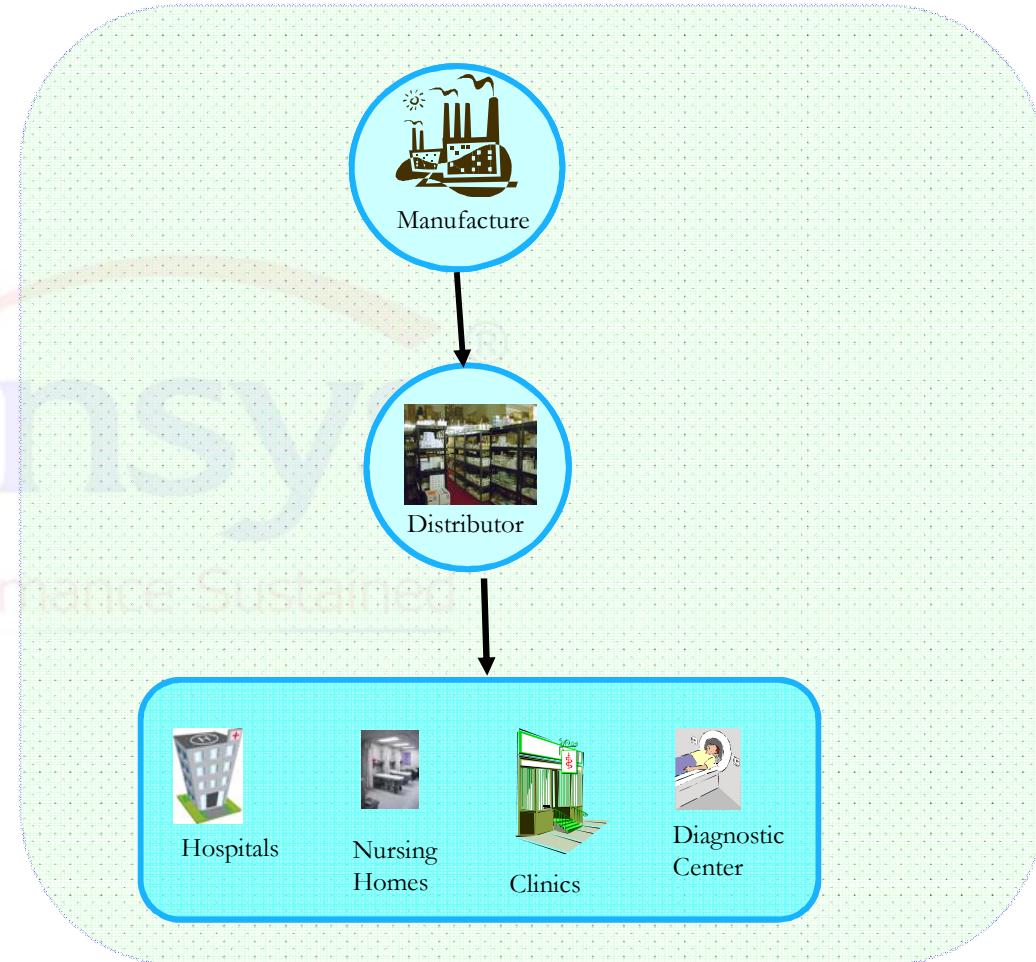
- Ophthalmic
- Electro-medical
- Surgical and Medical Instruments
- Irradiation
- Dental
- Surgical appliances and supplies
- Lab Apparatus



Industry Characteristics

Micro-Vertical – Medical Equipments

- Generally handled by medium, large scale and very Large Enterprise players.
- Wide Range of Products
- Medical equipment are mostly utilized by Hospitals, Nursing homes, Clinics and Diagnostic centers.
- Equipments are designed with rigorous safety standards.
- Manufactures and Distributors collaborate to provide best breed of World Class Medical Equipments.



Key Processes 'n' Challenges

Micro-Vertical – Medical Equipments

Key Processes

- Purchase and Inventory Management
- Contact Customers & Book Orders
- Order Scheduling and Dispatching
- Credit Management
- Manage sales regions, territory , customer, product, sales representative, etc.
- Add New Products\Product Lines

Pain Areas / Challenges

- Improper inventory Visibility throughout the supply chain
- High Inventory build-up due to inaccurate order scheduling
- Maintaining high Customer Satisfaction Levels
- Manage sales quotas definitions and incentive disbursements
- Sales Returns Management

eXensys Best Practices

Micro-Vertical – Medical Equipments

