

AHEAD OF THE CURVE

*Disruptive Technologies in the
Medical Device Market*

ABOUT TECHNIA TRANSCAT

TechniaTranscat is a leading global supplier of Product Lifecycle Management (PLM) solutions for creating and managing product information throughout the entire product lifecycle, from product planning, development and design to production, sales, training and support.

Our mission is to make product creation easier in the Life Sciences industry by turning regulatory complexity into competitive advantage with PLM.

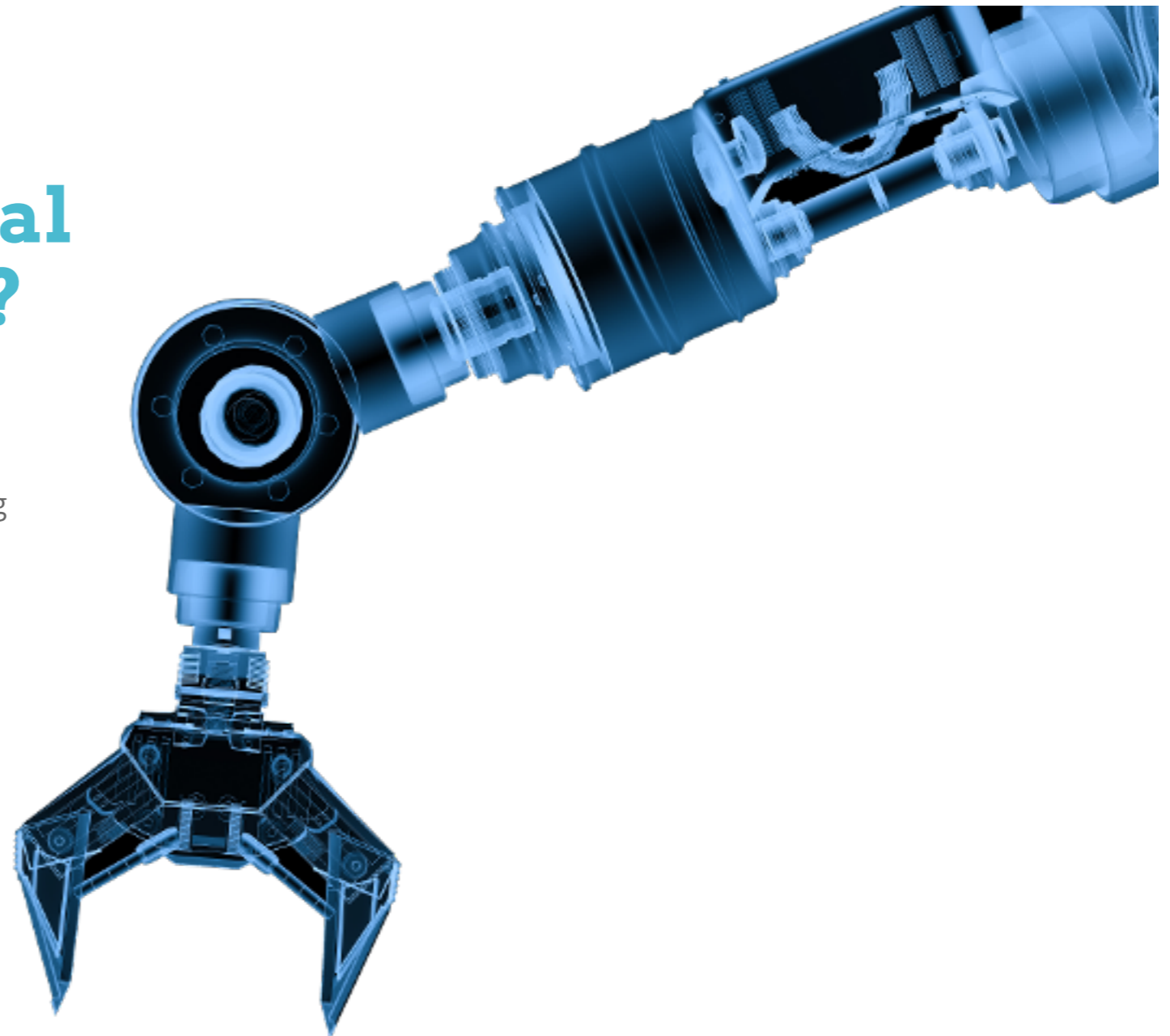
What disruptive technologies are influencing the medical device industry today?

Technia Transcat believes the medical device industry is continually evolving. Disruptive technologies are causing a paradigm shift in the development of new devices, influencing which businesses will enter this segment of Life Sciences, and who they will market their innovative devices to.

Just a few of the **"Hard Innovative" disruptive technologies** Technia Transcat sees influencing the medical device market are:

- The Internet of Things (IoT);
- Software as a Service (SaaS);
- 3D Printing;
- Artificial Intelligence;
- Robotics;
- Virtual Reality;
- Mobile (Wearable) Technology.

In addition, what is also critical to the medical device industry is addressing the **"Soft Business" disruptive modernizations**. Organizations must implement internal processes and organizational behavioral changes in order to sustain a competitive advantage and continue to grow through organic means in an industry challenged with reducing costs associated with risks of regulatory compliance and certification of supply chain solidity.



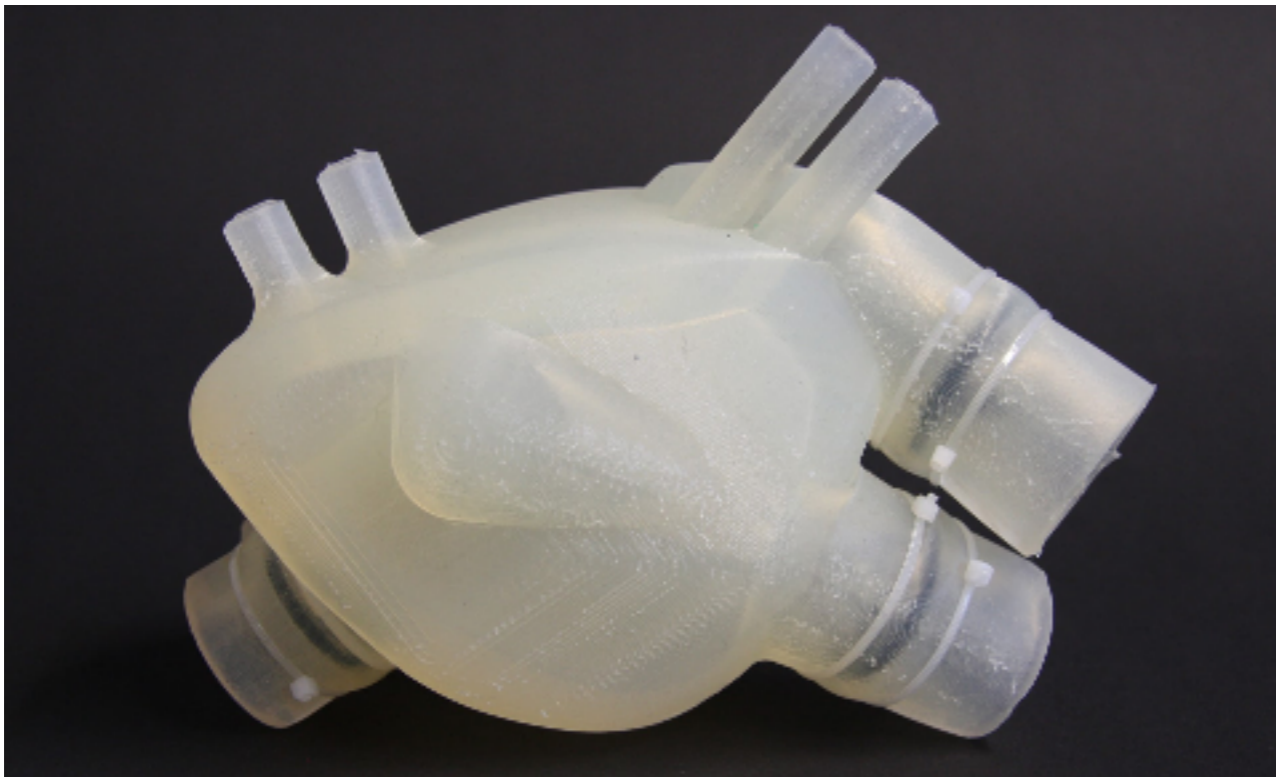
"Disruptive technologies are causing a paradigm shift in the development of new devices."

What kind of technological progressions do you think we will see in the next 5-10 years?

In the next 5 to 10 years, technological progressions will make medical devices more efficient and effective at a lower cost. Greater product availability with improved outcomes will become the norm. The present trends regarding disruptive technological influence will impact entrepreneurship as one innovation creates another.

Some trends Technia Transcat sees include:

- Cost efficiencies, faster on-demand product delivery, and lower implementation costs.
- Robotics and 3D printing materials continuing to have a role in prosthesis.
- Medical devices will get smarter through continued sensor and processor development, enabling medical device companies to deliver innovations and enjoy greater margins.
- PLM software will continue to evolve as a platform-based offering that empowers innovation/engineering across the enterprise and its ecosystem.



What will be the key impacts of these technological progressions on the medical device industry?

Today, the medical device industry is faced with substantial competition and mounting pressure to reduce costs. Technia Transcat believes the technological progressions over the next 5-10 years will support the need in the industry for advances in innovation and engineering. Organizations will continue to introduce breakthroughs in the value of the information produced by the medical devices. The advances will foster a more forward-thinking approach to development.



What do you think developers can do now to ensure they are able to take advantage of the technological advancements to come?

Medical device manufacturers need to collaborate on a much broader scale with their development partners. As the new technological progressions grow, opportunities for advancement will be driven by market considerations, preferences, and the innovation of big data. A forward-thinking, collaborative environment will eliminate the "silos" that exist across the organization. Supply chain agility is critical to the future success of a medical device company. By sharing one version of information across the entire organization, developers will ensure they are able to take advantage of advancements to come, and drive more product variety with shorter product lifecycles.

How can Technia Transcat help companies harness this technology as they strive for greater efficiency and faster times to market?

Globally, medical device manufacturers are facing the increased pressures of changing technologies, meeting needs of their target markets, and regulatory controls.

Technia Transcat is the #1 knowledge company in Life Sciences PLM, with extensive industry domain expertise including best practices and solutions. This expertise allows us to challenge your ideas, offer encouragement and advise, and even say "no" sometimes.

Technia Transcat provides the medical device industry solutions based on Dassault Systèmes 3D Experience for Life Sciences, a full framework which accelerates the delivery of innovative, safe, and fully compliant medical devices. As the oldest and largest global partner, we enhance the 3D experience with our own value components that provide greater efficiency from the user perspective.

The 3D Experience Platform offers a standard collaboration highway that enables organizations to obtain the applications that will help manage their innovative product portfolio that converts designs into competitive and marketable products.



Technia Transcat can help you:

- Get better visibility across supply chain;
- Reduce redesign cost;
- Conduct real-time business impact;
- Reduce risk of non-compliance;
- Reduce cost of managing quality;
- Improve traceability.

License to Cure: Dassault Systèmes 3D Experience for Life Sciences



License to Cure for Medical Device

INDUSTRY SOLUTION EXPERIENCE

Accelerate the delivery of innovative, safe & fully compliant medical devices



1 License for Requirement Change

2 License for DHF Change

3 License for DMR Change

4 License for Green

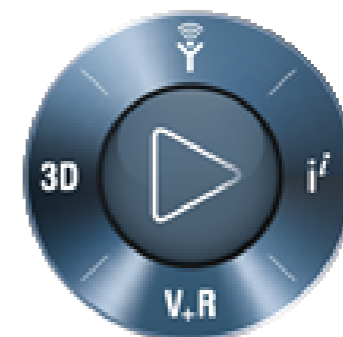
5 License for Quality

6 License for Document Control

7 License for Regulatory

Values of the License to Cure for Medical Device solution:

- Conquering complexity focusing on regulatory compliance.
- Embedding regulatory compliance as an asset.
- Balancing innovation in product development with Quality & Safety.



Case Study: Elekta

Global Life Science Customer; ENOVIA & TVC & TIF



Type of Business

Elekta is a human care company of 3,600 employees pioneering significant innovations and clinical solutions for treating cancer and brain disorders, providing intelligent and resource-efficient technologies that improve, prolong, and save patient lives.

Business Problem

Elekta's challenge is to foster innovation and keep leadership in a competitive and highly regulated environment. High investments in R&D and technology acquisitions must be used more effectively to ensure maximized output.

Solution

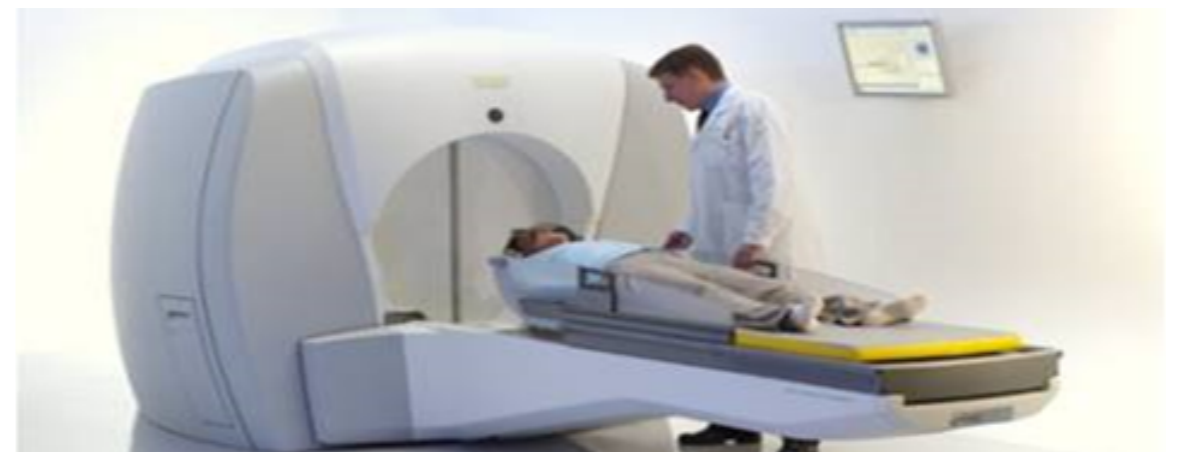
One global PLM system validated for FDA and MDD regulations ensuring efficient processes and secure access from all stakeholders in the R&D process. 700+ users in total, located in Sweden, UK, the Netherlands, China, Canada, and soon also the US and Germany.

Benefits

Faster response to customer requirements and control of changes.
Secure and FDA-validated system for documentation of product information.

"Authorities don't have any reason to question anything, since transparency in the system helps avoid mistakes and misunderstandings. As a matter of fact, the FDA praised us by saying we have excellent control over our information."

-Bo Nilsson, Former Director, Elekta



RESOURCES

Webinars

1. [The Life Sciences Webinar Series \(3DEXPERIENCE for Global Medical Device Development\)](#)

Case Studies

1. [Growth at Mölnlycke Health Care](#)
2. [TechniaTranscat Academy: Modern training with innovative technology](#)
3. [A Journey Towards Growth and Profitability](#)

TECHNIA TRANSCAT

ADDNODE GROUP



Get the right tools and knowledge to make your Product Lifecycle Management simple. You should focus on what's important to you - creativity, innovation and profitability. Make product creation what it should be. Easy.

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