

Med-Device Connect (MDC) for MedTech

Increase Sales and Operational Efficiencies by Connecting SFA, CPQ, CLM, and Rev Mgmt

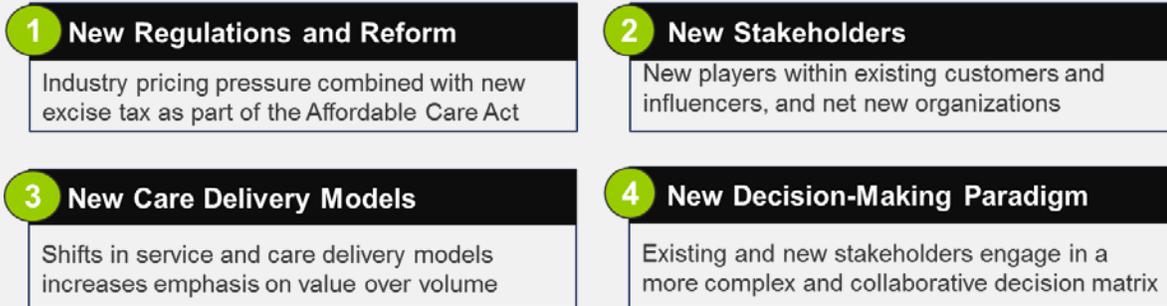
As a global leader in successful business transformation and technology delivery, Deloitte Digital is uniquely positioned to assist MedTech firms with the transition to a comprehensive, best of breed Lead-To-Cash platform.

Market Forces and Impacts

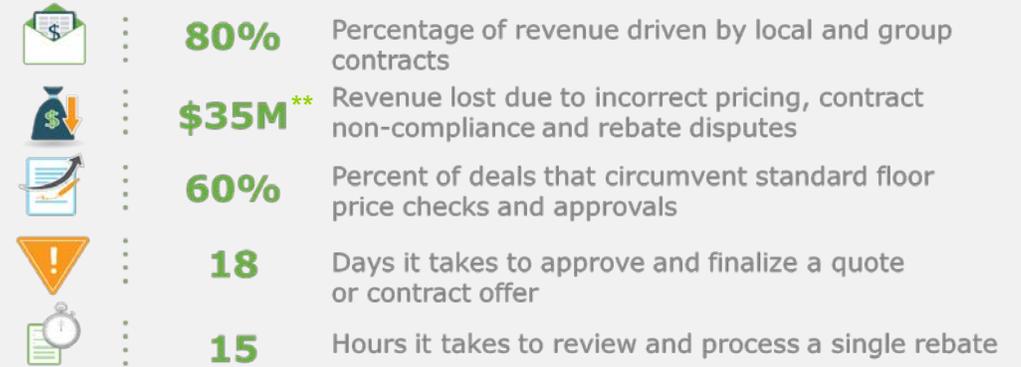
Changes in the healthcare eco-system are impacting the commercial model of Med Tech companies



Impacts



Common Challenges*



Solution

Deloitte's integrated Med-Device Connect (MDC) vision uses the Force.com platform to connect across the enterprise



* The numbers are not industry standards and were determined by independent survey

** Number based on \$1B company

Key Benefits

Increase revenue and be compliant with MDC

- Drive revenue growth through increased average deal sizes, up-sell, cross-sell and win rate assisted by best-in class tools
- Enhance value by providing customer specific configurations and quotes with bundle service, financing and premium options
- Better forecasting and analytics enabling better visibility and data-based preemptive decision making for executives
- Streamline and add rigor to the approval process helps manage healthy profit margin
- Easily manage GPO and IDN rosters for membership driven pricing and rebates and maintain compliance
- Reduced operating costs and improve employee productivity as a result of enhanced user experience
- Built on the Salesforce1 platform, the MDC solution provides Anytime, Anywhere access

The Deloitte, Salesforce and Apttus advantage

By engaging with Deloitte, Salesforce, and Apttus for Sales Force Automation (SFA), Configure, Price, Quote (CPQ), Contract Lifecycle Management (CLM), and Revenue Management (RM), you can tap into leading-edge technology and a broad source of knowledge, experience, and skills.

Get in Touch.

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