



## Welcome to the latest news from Lime Associates

Although summer time is traditionally a quiet time for many non seasonal businesses, we're pleased to report that we've had a very busy time meeting new potential clients all over the UK.

## Do you want to improve the Med-Tech Supply Chain?

We're proud to have been invited to speak at the Medilink **Improving the Med-Tech Supply Chain** conference on 19th September at the Pear Tree Hotel, Worcester.

Good supply chain management is arguably more important in the medical device sector than any other. It's about getting potentially life-saving, quality products to the right place at the right time and the importance of supply chain traceability was starkly highlighted by the faulty silicon breast implant scandal.

Challenges such as globalisation of the medical device industry over recent years, the complex regulatory environment and on-going cost pressures result in the need for manufacturers to be more creative with their supply chain and to identify new opportunities for innovative ways of working.

Visit the [Medilink website](#) for more information and to book.



## Welcome to our latest Associate



We're delighted to introduce Martyn Slingsby to you as the latest addition to the team at Lime Associates. Martyn is from Hull and takes on the new role of Implementation Manager to support Lime Associates' busy Project Management team. Martyn has over 15 years' experience in Process Mapping, Business Analysis, Business Benefits realisation and Software Test Management.

## Top Tips to Help Make a Change in a Regulated Environment

We all know some of the challenges to making changes in the Medical industry, but why do some changes fly while others take three times too long and deliver 50% of the benefits? Here are some considerations when making changes that may help smooth the process. For the full version of this document, please visit our [Downloads page](#).

1. Relationships are extremely important. Think QA, RA, S&M, Production, Planning, Project Office, Finance. You need these key stakeholders on side.
2. Understand the business case fully and sell the benefits. These are not always cost, but may be service improvements etc
3. Include a change that the customer will value and position this with marketing as a critical element of making the change, not just for cost reduction
4. Think about risk. If there is a risk-mitigation benefit, shout about it loudly!
5. Focus on the 'burning platform'. Ever noticed how when there is an enforced change all of a sudden everyone gets organised very quickly. I wonder why...
6. Manage your workload effectively. Only ever take on 3 or 4 projects at once and really deliver them. Oftentimes projects take longer purely because they don't get the focus they need.
7. Lobby for senior level support. If you have the right individuals backing you, strangely resource will be freed up to support your project
8. Think of innovative solutions. You know something needs to change so think what else you could to make this change happen.

## Tri-party event unites medical purchasing and supply chain professionals

We're proud to have facilitated a seminar questioning whether supply chain replenishment processes can have a negative impact on procurement performance has been organised by a unique three party alliance.

**Are you ruining your suppliers' performance?** is a [Medilink](#) event in partnership with [CIPS](#) and in association with Lime Associates.

Keynote speaker, Simon Eagle from Demand Driven Supply Chains Ltd, will address the audience on topical medical purchasing and supply chain issues including why 'forecast push' destroys supplier performance, how demand driven supply chains work and how demand driven replenishment can help your company reduce procurement spend.

**Are you ruining your suppliers' performance?** takes place in the Conference Hall at BioCity, Nottingham on Tuesday 15 October, 2013. For more information and to book, visit the [Medilink website](#).



"Lime Associates provided top notch work & detailed documentation that allowed clear, concise decision making"

Anthony James - Vice President Operations & Quality, Bioventus

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