



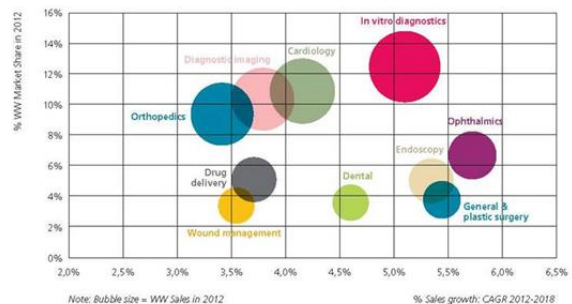
Season's Greetings!

It's hard to believe that another year is almost over and we'd like to thank all of our clients and suppliers for making this another bumper year. We have worked on an exciting array of projects and are proud to have helped both established and start up Health Technology and Medical Device companies to overcome their purchasing, supply chain and commercialisation challenges. We look forward to working with existing and new clients in 2014.

The value of the European Medical Technology industry

MedTech Europe's report, *The European Medical Technology Industry in Figures*, estimates that the European Medical Technology industry is worth 100 Billion Euros. There are 25,000 companies creating 50,000 separate products and filing 10,000 new patents a year. Based upon manufacturer prices, the European medical technology market is estimated to comprise around 30% of the world market. It is the second largest medical technology market after US (40%). Click on the graph on the right to read the article in full. If you require help to make your products more profitable in this market place or require a more efficient supply chain, then please contact the experts at Lime Associates for an informal chat on 0114 213 8306.

Medical technology market estimates by area and sales growth, World, 2012-2018*



How we helped Owen Mumford to choose a new ERP System

Lime Associates has completed an assignment to assist global medical device manufacturer **Owen Mumford** in its choice of computer system upgrade.



In order to support its current growth and future expansion plans, the Directors at Owen Mumford recognized that they needed to invest in their IT systems, and in particular, a company-wide ERP (Enterprise Resource Planning) system to help integrate inter departmental processes.

Gavin Jones, Group Finance Director of Owen Mumford engaged the Lime Associates team on this project because of the team's track record in effective contract negotiations and their knowledge of both the Medical Device industry requirements and ERP implementation projects.

Lime Associates' Supply Chain Director Dr. Stephen Langron led the project team and explained the process; "Over a three month period, we interviewed Owen Mumford users to understand their specific requirements and researched the ERP industry to find potential suppliers with a client base

including companies of a similar size and industry to Owen Mumford. From this research, we established a short-list of suitable vendors and indicative costs to enable Owen Mumford to plan and budget for the project.

“In the next phase the short-listed ERP suppliers provided financial bids via our e-procurement tool. In addition to competitive pricing each bidding company demonstrated their system and provided reference site visits to see their system in action.

“This methodical approach enabled us to directly compare each vendor based on their cost, their functional fit to Owen Mumford’s needs and how Owen Mumford staff perceived the systems “user friendliness”. On this evidence, Owen Mumford chose to partner Bracknell based leading ERP software company **Epicor Software**.”

Congratulating Lime Associates on a very successful project, Gavin Jones said; “Aside from achieving on target completion for this phase, I believe you have facilitated an extremely professional system selection process culminating in successful contract negotiation with, in my view, the right partner for Owen Mumford. The foundations you have been instrumental in creating and the planning undertaken to date will no doubt assist us greatly as we move forward.”

Top Tips for Commercialisation: Pre-launch considerations

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

Before the launch review your progress against the following check list;

1. Have you benchmarked your component costs and manufacturing costs?
2. How reliable is your supplier base and their component suppliers?
3. Is there a component in your supply chain that exposes you to a catastrophic risk?
4. Do your suppliers manufacture to the relevant quality standard and are they working to their quality system?
5. Is your supply chain protected by appropriate contracts?
6. GDP guidelines were updated in March 2013 and became effective in September 2013. Will you meet these requirements?
7. Are your suppliers capable of growing as you grow?
8. Is your product designed to enable future increases in growth and reduction in costs?
9. 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.

Lime Associates can help you assess the risk in your supply chain and recommend remedial action to build a robust, scalable process.

Martyn passes PRINCE2 for third successive time

Congratulations to Lime Associates' Implementation Manager, Martyn Slingsby who has re-qualified and passed (for the third successive time) the PRINCE2 Practitioner Project Manager Examinations. This allows him to keep his accreditation with the Association of Project Managers who validate this examination and qualification on behalf of The Cabinet Office. Martyn's PRINCE 2 expertise ensures that all



of the purchasing projects within the team are implemented utilising best in class project management skills.

James grows for Movember

We're pleased to report that Lime Associates' Client Director, James Cooper has raised over £100 for men's health charities by growing and sporting this very dapper moustache. It's not too late to sponsor him and any support would be very much appreciated. You can donate by clicking on [James's Movember page](#). Many thanks.



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

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

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