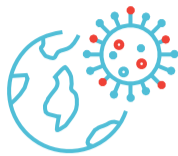Siemens Digital Industries Software

Operate your business with digital precision with
Operational Excellence for Medical Devices

Unprecedented need for efficiency and agility, while maintaining quality and compliance

Increasing design complexity

Global Demographics and Disease

Competitive Cost Pressures

Evolving Regulatory Landscape

Phases of the pandemic cycle impact the demand for equipment
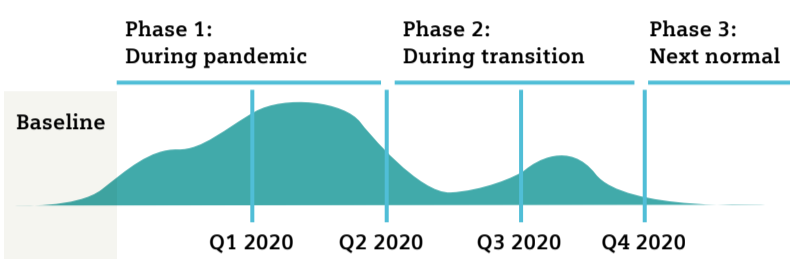
Demand surge | **Rapid response** | **Unpredictability**

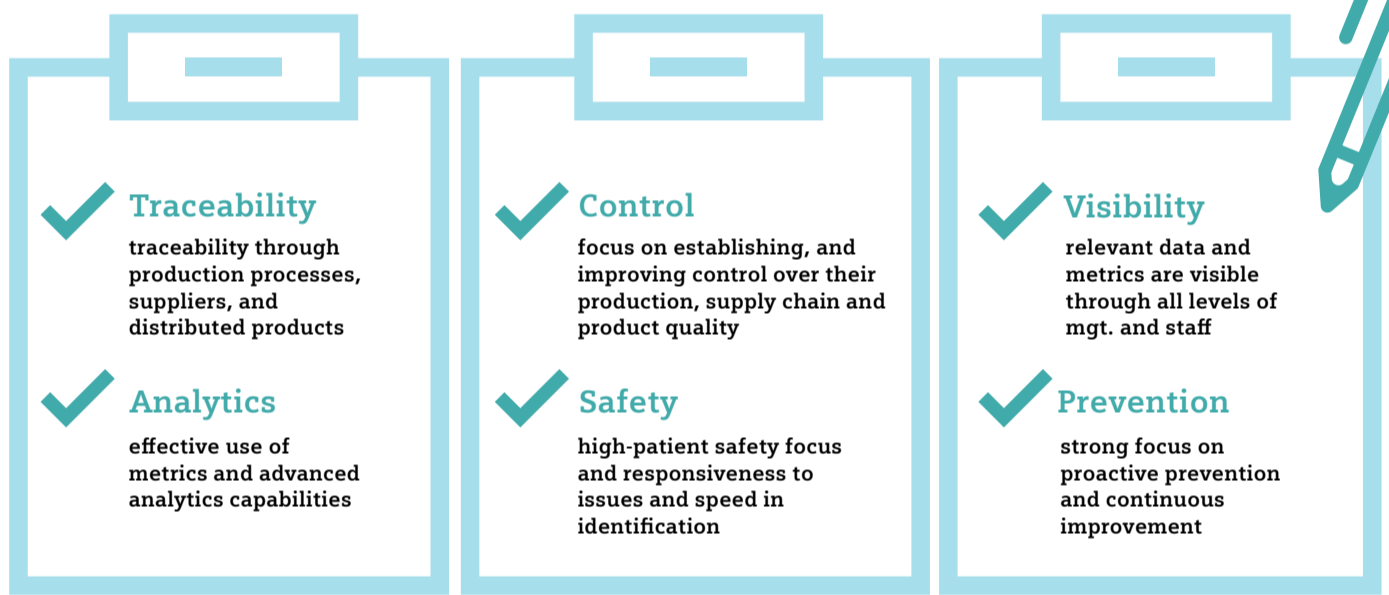Changes in US sales across the pandemic curve for medtech products[1]

Illustrative
- ● >100% increase
- ● Up to 100% increase
- ○ Up to 40% decline
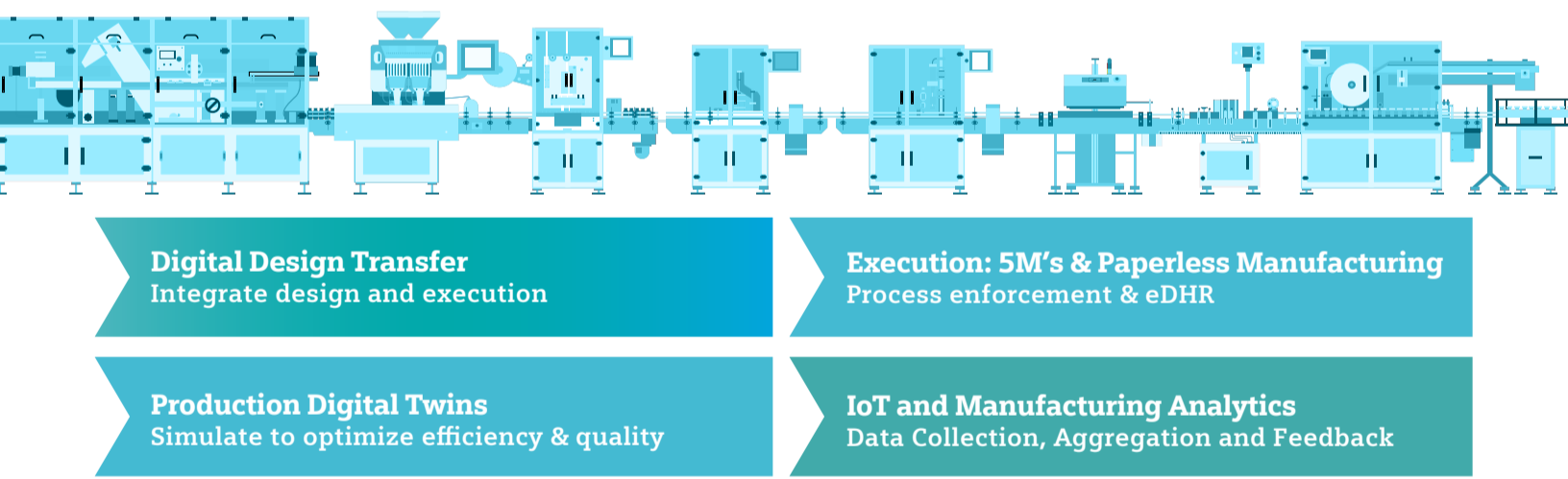- ● Minimal change
- ● >40% decline

		Baseline	Phase 1: During pandemic		Phase 2: During transition		Phase 3: Next normal
			Q1 2020	Q2 2020	Q3 2020	Q4 2020	
Expected vs. 2019 sales	Accelerate–universal shortage		●	●	●	●	●
	Accelrate–select, localized shortage		●	●	●	○	●
	Maintain purchase		●	●	○	○	●
	Deprioritize purchase		●	●	●	○	●

1 Baseline is 2019 orders per market reports, divided by tour.
Source: McKinsey & Company

...Leads to exponential growth of manufacturing complexity, while expectation from regulators remain high
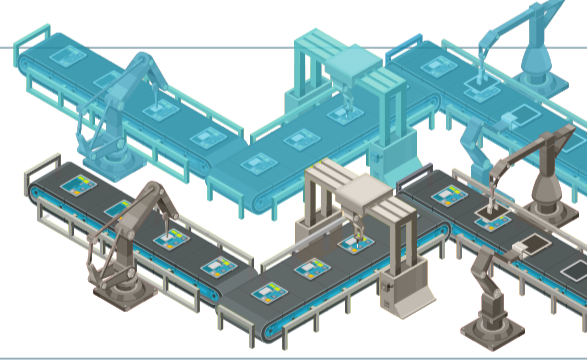
✓ **Traceability**
traceability through production processes, suppliers, and distributed products

✓ **Analytics**
effective use of metrics and advanced analytics capabilities

✓ **Control**
focus on establishing, and improving control over their production, supply chain and product quality

✓ **Safety**
high-patient safety focus and responsiveness to issues and speed in identification

✓ **Visibility**
relevant data and metrics are visible through all levels of mgt. and staff

✓ **Prevention**
strong focus on proactive prevention and continuous improvement

Realize high quality, efficient device production that's regulatory compliant and produces flawless electronic DHR's

Digital Design Transfer
Integrate design and execution

Execution: 5M's & Paperless Manufacturing
Process enforcement & eDHR

Production Digital Twins
Simulate to optimize efficiency & quality

IoT and Manufacturing Analytics
Data Collection, Aggregation and Feedback

Operate your business with digital precision....

A digital approach to manufacturing with re-use of production digital twins to simulate, schedule and execute production, enforcing routes, quality inspections, rework and yielding quality controlled devices, and a perfect eDHR

Enabling a Global Manufacturing Network

SPEED of Product Innovation
+
CONTROL of Product Performance

Increase scalability and revenue

What clients are saying

"We are changing the Global Operations strategy, structure, culture and behaviors from 'cities unto themselves' to focus on the network as opposed to the plant."

Senior Vice President, Boston Scientific

"Camstar MES exceeded expectations and became the key software that helped us expand our line and expand our automation. The MES moves the manufacturing floor."

Juergen Lindner, General Manager, Micro Systems Engineering, Inc.

Implement tight integration between MES and ERP systems

Real-time visibility, control and speed throughout the manufacturing process

Stay agile by building configurable interlocks into manufacturing

For more information, visit:
siemens.com/lorem