

# SUCCESS CHECKLIST

## EVALUATE PARTNERS FOR HEALTHCARE PRODUCT DESIGN AND DELIVERY



New technologies and new players in the healthcare market are accelerating the speed of product development. To move at the speed of technology, traditional healthcare companies will require partners to keep pace with the latest innovations in the marketplace. The rewards will be significant for those that respond with agility in this new market.

As the largest global healthcare manufacturer, Nypro has developed this practical checklist to help you take full advantage of the opportunities ahead. When you're evaluating a business or technology partner, ask the following:

- Can they manage products throughout the entire lifecycle?**  
Find partners who have experience across the entire product lifecycle, from ideation to manufacturing and retirement. Assess their capability to improve your time to market and enable continuous improvement.
  
- How will they manage technological and component obsolescence?**  
The risk in your supply chain should be evaluated across several criteria. If components or technology become obsolete, what is the plan to replace the component or revise the process to mitigate loss and keep production running?
  
- Do they incorporate modularity and interoperability into product design?**  
Before the first product is made, all aspects of interoperability must be thought through and tested to ensure production success. Modularity ensures that a breakdown in one area does not compromise the integrity of the whole production. What's their track record developing and managing modular designs?
  
- Do they design products built for a value-driven healthcare ecosystem?**  
Value-based standards are now the norm in healthcare - reimbursements are being driven by outcomes. So OEMs need to look at their processes and products with fresh eyes. What experience does the partner bring to help support objectives for maximizing success rates while managing costs?

- How do they manage changes in a dynamic regulatory environment?**  
What are their policies for handling regulatory shifts, both domestically and internationally? Can they provide you with examples of successful regulatory change management in the past?
  
- Are they keeping pace with developments in personalized medicine?**  
Make sure your partners demonstrate a solid understanding of, and readiness for, the continuing evolution of personalized healthcare. What experience do they have with connected devices and wearables? How are they organizing and hiring for the new healthcare market?
  
- Are they up to date with 3D printing technology for medical applications?**  
In addition to enormous time and cost savings, 3D printing is enabling healthcare companies to create products that have never been seen before. Does the partner have a defined strategy for maximizing the potential of additive technology for product design and development?
  
- Can they manage data while protecting patient privacy and data security?**  
IoMT devices potentially expose not only the patient's data to risk, but the patient themselves. What's your partners strategy for incorporating the very latest in medical device security? What have they done to secure data and protect against hackers or other privacy threats?
  
- Do they maintain sustainability protocols and standards?**  
What is their record on sustainability? Do they have policies and proven procedures for reducing waste and improving environmental standards?

For more on the risks and opportunities that come with new technologies, download our point of view paper, "It's About Time!"

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