

# Healthcare people:

Medical Device Technology



**THE PEOPLE NETWORK**

04 May 2015

# THE MEDICAL DEVICE INDUSTRY DEPENDS UPON PRECISION



- Parts and equipment **must perform to perfection**. Distribution of these devices should also be on **time and accurate**.
- **Fierce competition within the medical** device sector has caused many companies to use delivery as their competitive advantage, such as next day.
- Hospitals have **unique complex infrastructures** that presents a challenge to most transport providers. **Local knowledge is essential**.
- Medical device manufacturers pay to keep **high consignment stock** to maintain product availability for sales and **keep up with hospital demand**.
- Medical device distribution is subject to **diverse, strict regulatory requirements** and **governmental pressure** on healthcare costs.

# WHAT CAN WE DO FOR YOU?

WE CAN HELP YOU!

**DECREASE** YOUR  
CONSIGNMENT  
STOCK



by an average of  
**3.5%**

...due to our Best in Class  
Next Day network coverage

**REDUCE** THE LIKELIHOOD OF  
STOCK-OUT AT THE HOSPITAL  
CAUSED BY TRANSPORT



by up to  
**50%**

...due to a higher service  
performance

**REDUCE** COST  
OF EMERGENCY  
SHIPMENTS



by up to  
**80%**

...by combining TNT network and  
dedicated first and last mile delivery

# DELIVERED BY BEST NEXT DAY COVERAGE IN EUROPE



We deliver to **96% of European hospitals next day**, **7% more** than our competitors



Our **service performance** is 98%. **2% higher than industry average**



We are the only integrator to provide a **combination** of air, road, and special services **via one contact**

# EMPOWERED BY THE WIDEST RANGE OF DELIVERY OPTIONS

We offer a unique range of services and delivery options via one contact compared to any other integrator or freight forwarder:



With TNT you can always combine dedicated first or last mile delivery with network transportation



We are the only integrator to offer Direct Express to ensure top speed for your shipments



We are able to deliver to specific departments within hospitals and to the named recipient

In addition, we are the only integrator to offer specific customer delivery options for express deliveries by road e.g. timed deliveries, non-ground floor deliveries.

# COMPLEMENTED BY BEST IN CLASS, INDUSTRY SPECIALIST DESKS

OVER 25 YEARS WORTH OF EXPERIENCE SERVING THE HEALTHCARE SECTOR AT YOUR DISPOSAL



Local, dedicated customer service teams have better local knowledge and planning capabilities



These teams are empowered to perform service recovery



No internal divisions, we offer multiple modes of transport and the widest range of services via one contact



Lower threshold for customers to get support of industry specialist desk



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THANK YOU