



Assessing the useability and sustainability credentials of surgical products for a leading provider of services to the healthcare industry

Our client brought onboard James Ross Consulting to assess and compare packaging and product efficiency of their surgical preparation product range against competitor kits within the North American and European markets. The project was sponsored by the global Marketing and Technical team and involved two separate pieces of analysis.

Business Challenge

The business needed to understand and prepare a response to potential feedback relating to the use of their one-step integrated applicator system when compared to traditional theatre procedures. In particular, environmental impact needed to be assessed against both competitor and traditional processes. The key challenge was to design a credible and fair methodology to compare and contrast the most important aspects of use, design and disposal. The assessment would need to stand up to external interegation from customers and competitors.

How JRC Helped

James Ross Consulting conducted an independent technical evaluation to look at material / asset yield, time and effort involved in packaging, shipping, use and disposal of the product versus traditional theatre practice and versus a direct competitor product.

Product disposal was also analysed to confirm that it's impact was lower than existing processes and that overall less waste was generated.

Value Delivered

The work provided the client with an information platform based on independent technical analysis (fact based technical data). This information allows them to respond and promote product assets and also to look at potential areas of cost / process improvement.

About Our Client

Our client seeks to deliver medicine to all points of the compass. The company is a top distributor of pharmaceuticals and other medical supplies and equipment in the US. Its pharmaceutical division provides supply chain services including prescription and over-the-counter drug distribution, while its medical division parcels out medical, laboratory, and surgical supplies. The divisions also provide logistics, consulting, and data management services.

About James Ross Consulting

James Ross Consulting is a mid sized global manufacturing consulting, technical support and analytical services company, with offices established in the UK, USA and Australia. Their three competence groups, Cost Optimization, Technical Support and Analytical Services, develop a full spectrum of services and solutions that address business opportunities and challenges common across industries. See also www.jrconsulting.com.

Cost Optimization, Technical Support and Analytical Services