

CASE STUDY



CAPITALMEDICAL
CORPORATION

EXECUTIVE SUMMARY

Capital Medical, a prominent Zimmer/Biomet distributor, implemented HUB in an existing environment utilizing ImplantBase for inventory management. The combination led to comprehensive improvements in efficiency, inventory control, client retention, and cost savings, with the total estimated annual financial gain amounting to approximately \$95,000-\$102,000.



INTRODUCTION

As a distributor of Zimmer/Biomet products, Capital Medical's integration of HUB with their existing ImplantBase system yielded operational enhancements, cost savings, and synergistic benefits.



BACKGROUND

With ImplantBase serving as a vital inventory management tool, Capital Medical's specific challenges extended to the overall coordination of operations. The solution required the integration of HUB, working in tandem with ImplantBase.



CHALLENGES OF MEDICAL DEVICE DISTRIBUTION

Medical device distribution is inherently a challenging task, with complexities surrounding inventory management, coordination of operations, regulatory compliance, and maintaining client relationships. Managing such multifaceted operations often involves leveraging advanced technologies and streamlined processes. Even well-managed companies like Capital Medical, known for their already efficient operation, continually seek solutions to enhance performance and remain competitive in this demanding industry.

Challenges

Manual Errors and Inefficiency:

\$15,000

Causing annual losses

Inventory Mismanagement:

\$25,000

Despite ImplantBase, the lack of complete integration led to yearly losses

Client Retention:

\$10,000

Loss of clients amounting to a yearly deficit

Lack of Process Standardization

Inconsistent methods affecting overall productivity.



SOLUTION:

Implementing HUB to integrate seamlessly with ImplantBase, enhancing overall performance and effectiveness.



> Implementation of HUB and Integration with ImplantBase

EFFICIENCY AND ACCURACY:

Integration led to a 25% reduction in manual errors, saving \$15,000 annually.

INVENTORY MANAGEMENT:

ImplantBase with HUB yielded 15% savings on unnecessary stock, over \$20,000 yearly.

SUCCESSFUL SURGERY MANAGEMENT:

40% increase in standardization, translating to gains of \$30,000 annually.

IMPROVED CLIENT RETENTION:

A 10-15% improvement, equating to about \$8,000-\$12,000 annually.

ADDITIONAL IMPACTS:

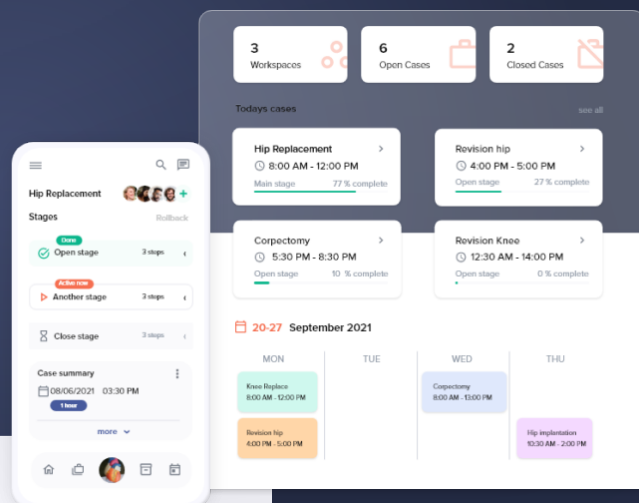
The integrated operation saved \$5,000 in onboarding and training, reduced potential losses of thousands in proprietary information protection, and minimized inventory losses exceeding \$5,000 annually.

ADDITIONAL INSIGHTS:

Complementary Relationship between ImplantBase and HUB Healthcare

ImplantBase and HUB Healthcare formed a cohesive system at Capital Medical, enhancing both inventory efficiency and healthcare delivery. Each platform addressed distinct challenges, but together, they significantly elevated overall operational performance, as reflected in the detailed financial figures.

The integration serves as an exemplary model, demonstrating that different platforms can work together to create significant financial gains. For organizations already utilizing ImplantBase, this case study illuminates the potential of adopting additional tools like HUB for comprehensive improvements.



ROI:

\$15,000

Efficiency and Accuracy

\$25,000

Inventory Management

\$30K-34K

Surgery Management

\$8K-12K

Client Retention

\$12K-16K

Additional Impacts

CONCLUSION

Conclusion Capital Medical's integration of HUB with ImplantBase illustrates a powerful model for modernizing medical device distribution. The synergy between the two platforms created a solution that offers both qualitative improvements and quantifiable savings. These detailed financial figures showcase the significant value that this integrated approach can bring to the industry.



TOTAL:
Approximately
\$95K-102K