

# A medical device multinational with locations in the Netherlands and various other European countries is searching for a touchless in-hospital inventory management system.

- **SCHEDA**
- **APPROFONDIMENTI**

Identificativo proposta: TRNL20200603001

**RICHIEDI MAGGIORI INFORMAZIONI**

A global operating medical device producer with sites in the Netherlands is looking for a robust technology to enable remote monitoring of inventory consumption of their medical devices in hospitals. Due to the sensitive area of usage, the requested solution must adhere to local regulatory requirements. The company is looking for a collaboration with industrial partners and envisions a commercial agreement with technical assistance, a license agreement or a technical cooperation agreement.

The medical company transforms lives through innovative medical solutions that improve the health of patients around the world. As a global medical technology leader for more than 30 years, the company advances science for life by providing a broad range of high performance solutions that address unmet patient needs and reduce the cost of healthcare. The company is active in the field of interventional cardiology, rhythm management, electro-physiology, peripheral vascular interventions, neuro-modulation, endoscopy and urology. In order to constantly innovate and to meet the high demands in its technological need the company searches for novel technologies and innovations. Hospitals utilise a huge variety of medical devices to support clinical procedures for various cardio/vascular diseases. Typically, more than 800 different products are on stock. Some are high runners with multiple units on stock, frequently being ordered. Other products are rarely used, and just single units have been kept on stock. However, there can never be a void in stock of any item as it is uncertain when a patient needs a specific product. Clinical hospital staff are typically not technical or logistical experts. On top of that, as many patient cases come in as urgencies, it is a very stressful working environment, making planning of the required inventory difficult. The best option so far is to consider what is being consumed over as known as a 6-month period and based on this ensure a safety stock of inventory is at hand all time. But as the tracking of consumption is far from optimal, safety stock levels are kept artificially far too high to avoid risking running out of stock. Although suppliers can often deliver products within 24 hours, replenishment orders are most not given in time. Due to the medical device costs and short shelf life on products (max 12-24 months), most products are on consignment. Here, a basic question can be stated as: "How can medical suppliers use robust technology to enable remote monitoring of inventory consumption of their medical devices?" Due to the sensitive area of usage, the solution must adhere to local regulatory requirements. The company is looking for a technology solution that can fit into the hospital operating theatre/Cath Lab that can enable capturing what is being consumed and communicating this information back to the supplier's own logistic centre. Foreseen is i.e. a mix of hardware and software components using internet as communication pathway with potentially smart labels applied by the supplier to the products when initially shipped out to the hospital customer for their individual identification. The company would expect the stage of the technology to be at or beyond proof of feasibility and preferably already be proven in commercial applications, not necessarily medical. Therefore the company is looking for SMEs or technical research groups who can help them to develop a total solution in an online environment: "What innovative ideas exist about using technology for this purpose?" The envisioned partners are experienced in the field of the development of software- and hardware preferably related to on-line monitoring and logistics. The company envisions a commercial agreement with technical assistance, a license agreement or a technical cooperation agreement. When serving the purpose also other agreements can be envisioned. This technology request is part of an innovation challenge and is published on an open innovation platform from the 3rd of June until the 8th of July.

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**Paese:** Netherlands

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