



Industry Solutions from DSI®



In what is a highly-regulated, cost-intensive industry, many pharmaceutical companies, medical equipment manufacturers, and healthcare providers are seeking mobile solutions to minimize costs, improve product or asset visibility, and streamline critical business processes.

With DSI's portfolio of enterprise mobility solutions, hardware support, and value-added professional services, companies in the life sciences industries can optimize productivity and overall operational efficiency, while better meeting regulatory and traceability requirements.

***The end result:
a drastic reduction in costs and a
marked increase in profitability.***

To learn more, visit
www.DSIonline.com
or call **816-416-5000**

Life Sciences

It is well documented that the life sciences industries are subject to strict regulations from a number of governing agencies. With staggering research and development costs—which account for 15 percent of revenues for pharmaceutical manufacturers and 10 percent for medical equipment manufacturers—generating healthy margins in these industries is contingent on reducing product development time and costs, as well as maintaining regulatory compliance.

Equally challenging is meeting requirements for tracing these products. Recalls due to drug inefficacy, harmful side effects, equipment failure, and other issues inevitably happen. And while government agencies are enacting laws requiring companies to use RFID and barcode technologies to trace pharmaceuticals and medical equipment, there is no standard way to manage recalls as they occur.

As total healthcare costs continue to grow, some manufacturers are looking to keep their distribution activities in house to reduce costs. In essence, distributors of pharmaceuticals and medical supplies must minimize delivery costs and provide value-added activities throughout the supply chain to maintain their viability in the marketplace.

Hospitals and other treatment centers are also responding to the rising costs of healthcare by seeking smarter ways to track equipment and medication usage, as well as how much it costs to treat individual patients.

DSI is committed to providing enterprise mobility solutions to the life sciences industries, which address these critical business challenges by maximizing product traceability and minimizing costs to drive higher profitability.

DSI's Mobile Enterprise Management Platform

DSI's mobile solutions are built on DSI's mobile enterprise management (MEM) platform, which offers proven, prebuilt integrations to leading enterprise software applications. DSI's platform provides a powerful and flexible integrated development environment (IDE), allowing companies to build applications once and deploy them to multiple mobile device platforms using a single design tool. And because network coverage is hard to predict, mobile applications built using DSI's platform work regardless of connectivity.

Gain real-time traceability throughout the supply chain

With DSI's mobile enterprise management platform, companies can build applications or use prebuilt ones that effectively manage and track pharmaceuticals and medical supplies throughout the entire supply chain.

As materials are produced in manufacturing centers, they are serialized or lot controlled using barcode or RFID labels. DSI's platform then tracks the product throughout the manufacturing, warehouse, or distribution centers through its label scanning proficiencies.

Once product leaves the distribution center, the barcodes or RFID tags are scanned at each subsequent point of activity. This establishes an accurate chain of custody from the distribution agent to the health professional and, ultimately, to the end consumer. The product details and inventory locations are sent to the respective back-end data source in real time with each scan via DSI's platform, offering product traceability across the entire supply chain.

DSI empowers pharmaceutical companies to comply with pending legislation that mandates the use of barcode and RFID to track product. Moreover, DSI's platform provides a means of quality control by confirming the product is genuine, helping reduce the amount of counterfeit drugs that find their way into consumers' hands.

For manufacturers and distributors of medical equipment, product traceability mitigates the costs and headaches associated with recalls. Being able to pinpoint where supplies have been shipped is crucial and allows companies to more efficiently pull recalled product from the market before further circulation takes place—limiting the chances of facing costly liability lawsuits.



Optimize sales rep productivity

When visiting a customer, pharmaceutical reps want their visits to be efficient and productive. They want to avoid having to switch between multiple applications to perform common activities such as managing their contact database and completing a customer's request for a sample. And while they understand the importance of monitoring drug samples for traceability purposes, they want to focus on selling, not inventory management.

With DSI's prepackaged mobile application for field sales, all of these components are tied to one centralized application—automating common sales workflows so reps can visit more customer per day. The app is also data agnostic, meaning it integrates with any back-end ERP data source to facilitate seamless exchanges between the rep's device and the ERP.

- **Contact Management:**

Provides an easily-accessible database of all customer accounts. Logs calls, emails, visits, and a record of accepted drug samples to provide a complete history for each customer.

- **Mobile Inventory Management:**

Provides real-time inventory levels of the rep's drug samples and allows the rep to conveniently manage inventory by conducting transfers from their car to a storage location or vice versa.

- **Sales Order Management:**

Enables the rep to easily manage requests for drug samples. Using an electronic signature capture, the sales rep's inventory level automatically adjusts once a customer accepts a sample, providing further inventory visibility.

Minimize delivery costs while maximizing the value-adds

Whether a medical equipment manufacturer manages their own deliveries or outsources them to a third-party distributor, companies are being pressured to reduce delivery costs. DSI's suite of prepackaged enterprise mobile applications empowers companies to do just that. More importantly, distributors can offer value-added activities throughout the supply chain, making them a more attractive option to manufacturers and healthcare providers.



Mobile Proof of Delivery:

DSI's prepackaged mobile application for proof of delivery gives delivery personnel the information they need to deliver the right product at the right time. The delivery detail review and route order functionality ensure drivers fulfill scheduled deliveries, while the signature capture records the signature, time, date, and geocode to document accurate completion of deliveries, which is invaluable to customer satisfaction. And by tracking vehicle mileage, companies can optimize their routes to keep fuel costs in check, while also ensuring vehicles stay on maintenance schedules to prevent unexpected breakdowns and loss of delivery capacity.

Mobile Field Service:

Some medical equipment distributors may offer installation services. DSI's mobile application for field service allows their employees to conveniently manage work orders from the field by reducing paperwork, eliminating processing delays, and increasing data accuracy. With the application, technicians have local access to service manuals and other documentation. They also have the ability to issue parts, track labor, record notes about service orders for historical reference, and verify the completion of services with a standard signature capture.

Mobile Field Sales:

For sales reps who are responsible for accepting future orders while completing deliveries, DSI's mobile application for field sales enables them to create new sales orders at the customer's site. They can seamlessly look up pricing and inventory information by remotely tapping into the back-end ERP system, and after submitting the sale, the order information syncs to the ERP for processing.

Turn asset tracking into a painless endeavor

Many hospitals and other medical facilities need asset tracking and inventory control solutions to better track medical equipment, medication usage, and treatment costs. DSI's mobile enterprise asset management (EAM) solution meets these objectives by automating data entry tasks and providing real-time visibility of assets. The solution also provides detailed reports of equipment usage, patient history, and treatment costs—eliminating critical, life-threatening data entry errors.

- Assign beds, IV units, and other equipment to an individual patient and transfer the location of items from storage or a nurses' station to the patient's bed
- Track inventory, location, and usage history of medical equipment in real time
- Assign cost codes for used equipment, treatments, or medications administered to patients and readily transmit this information to a back-end billing system
- Place documentation of patient history in one centralized location to better track the condition and location of patients



DSI Americas
Phone: 1.855.280.1176
Sales: info@DSIonline.com

DSI Asia Pacific
Phone: +65 6871 5330
Sales: software.ap@DSIonline.com

DSI EMEA
Phone: +44 118 9637 552
Sales: software.emea@DSIonline.com