

Axendia
668 Stony Hill Road, Suite # 316
Yardley, PA 19067
United States of America
Tel: +1 (215) 262-8037
www.axendia.com
info@axendia.com

Cambashi Inc.
PO Box 463
Cummaquid, MA 02637
United States of America
Tel: +1 (508) 362-3480
www.cambashi.com
info@cambashi.com



Total Product Lifecycle Management: Lowering Costs while Increasing Quality

Executive Summary

In Conjunction with

FDANEWS

June 2009

© 2009 Axendia Inc. & Cambashi Inc.

The information in this report is from a wide variety of sources that represent the best information available to Axendia and Cambashi. Axendia and Cambashi cannot guarantee that the report is accurate or complete. Information changes with time. The analysis, opinions and estimates in this report reflect our judgements as of writing but are subject to change without notice. Axendia and Cambashi shall not be liable for any loss or injury resulting from use of this information. All trademarks are the property of their respective owners. It is not an offer to sell or a solicitation of an offer to buy any securities. Axendia, Cambashi, their staff, their families and associates may or may not have a position in or with respect to any securities mentioned herein.

Total Product Lifecycle Management: Lowering Costs while Increasing Quality

Executive Summary

Medical Device Manufacturers have always focused on bringing innovative high quality products to market. Yet shifting financial, regulatory and globalization landscapes call for closed-loop product management strategies that can keep up with the increasing innovation tempo and complexity of medical devices while at the same time, lower cost, increase quality, and facilitate compliance with regulatory requirements. Total product lifecycle (TPLC) is aimed at enabling accelerated innovation, improved product characteristics and better company performance.

CDRH Vision:

"Ensure the health of the public throughout the Total Product Life Cycle (TPLC)."

This approach has come from an unexpected source, the Food and Drug Administration's (FDA) Center for Device and Radiological Health (CDRH). According to the Agency, in a TPLC environment decisions rely on information from the entire product lifecycle. The TPLC

effect is best achieved by leveraging appropriate information technology to share and communicate information across all stages of the lifecycle, enabling internal and external collaboration for improved decision-making.

TPLC provides regulators assurance of:

- Efficient, effective, and predictable product development
- Enabling technology and innovation
- Ensuring the safety of marketed medical devices

From the industry's perspective, TPLC management is a collaborative and concurrent approach that allows medical device manufacturers to leverage information for better decision-making, thus yielding more effective, higher quality, and safer medical devices. Better product outcomes are accomplished while simultaneously supporting shorter innovation cycles that are driven by information that is more complete.

Based on findings from this study, the need for TPLC is clear. The majority of medical device companies represented in this study

- Offer intricate products with numerous components, features and options
- Sell products around the world
- Outsource some of their manufacturing and product design and engineering

Most respondents believe that product innovation is central to their current and future success. Most of the professionals who participated in this research expect new product introduction (NPI) rates to increase dramatically in the next few years, even in the current economic environment.

While the vast majority of organizations participating in this study report having key initiatives aimed at supporting TPLC, most have not taken all of the steps required to

Total Product Lifecycle Management: Lowering Costs while Increasing Quality

achieve a true TPLC environment. For example, most respondents still use sequential design processes, make product to stock, and assign superficial fixes to corrective and preventative actions (CAPAs) rather than identifying and addressing the true root causes for non-conformances. As a result, most organizations experience the recurrence of issues over time.

The vast majority of respondents also use paper or home-grown information systems for both official regulatory records as well as internal systems of record. Across the spectrum of organizations surveyed, less than half use software applications such as product lifecycle management, manufacturing execution systems, or quality management systems. While larger companies are much more likely to use software, a significant portion still does not use software systems in a collaborative manner.

In this study panel, most companies have not seen improvements in the time needed to complete a recall, cost of regulatory action due to poor quality, reportable adverse events, customer reject rate, time to market, or new product introduction times. We expect that collaborative processes and integrated systems would help medical device manufacturers solve these issues.

Another troubling finding is that while a minority of companies reported a decrease in product costs, CAPAs, and engineering changes, over a third reported increases. These persistent cost, engineering, and quality challenges may be due to the fact that most companies in the study cannot aggregate data from multiple sites effectively.

Disconnected information is also reflected in an inability by most companies to perform product recalls in just one stage. Those who can complete a product recall in one stage are significantly more likely to use packaged software applications.

Based on the results of this study, it is clear that companies will need to embrace collaborative processes and the supporting information systems to make better decisions throughout the medical device value chain. To gain maximum benefits from their TPLC initiatives, we recommend that companies close the loop by effective collaboration through the lifecycle. Specifically, companies must improve root cause analysis, prevention, quality processes, value chain visibility, and consistency of information.

These provide a strong foundation for managing every stage of a product's lifecycle more effectively, as well as across product platforms and succeeding generations. Executing TPLC would result in accelerated time-to-market, at lower costs and higher quality. Regulatory compliance would be a natural outcome of that improved and well documented lifecycle collaboration process.

To download a complete copy of this report, visit the TPLC Home Page at:

http://isp.axendia.com/managing-the-tplc/?utm_source=Exec-Sum&utm_medium=PDF&utm_campaign=TPLC

and select “Download a Copy of the Report”

Total Product Lifecycle Management: Lowering Costs while Increasing Quality

Sponsors

Camstar Systems



Camstar is a leading innovator of software solutions that advance product quality in the manufacturing industry, enabling its customers to deliver the highest quality products on time, the first time, every time. The Camstar Enterprise Platform advances product quality throughout the product lifecycle, from design to planning to supply to manufacturing to customer product experience – all in a closed-loop learning process that allows future products to be designed better and manufacturing processes to be leaner and more efficient.

Camstar is the largest in its market, including solutions for manufacturing execution, process planning, enterprise quality management, and manufacturing intelligence. For over 25 years, Camstar has served hundreds of satisfied customers worldwide, including Johnson & Johnson, Boston Scientific, Kodak, Carl Zeiss, Life Technologies, Beijing SE Potevio Mobile Communications, ZOLL, CIBA Vision, AMD, BIOTRONIK, Hitachi, IBM and Eagle Test.

Dassault Systèmes ENOVIA



As a world leader in 3D and Product Lifecycle Management (PLM) solutions, Dassault Systèmes brings value to more than 100,000 customers in 80 countries. A pioneer in the 3D software market since 1981, Dassault Systèmes develops and markets PLM application software and services that support industrial processes and provide a 3D vision of the entire lifecycle of products from conception to maintenance. The Dassault Systèmes portfolio consists of CATIA for designing the virtual product - SolidWorks for 3D mechanical design - DELMIA for virtual production - SIMULIA for virtual testing - ENOVIA for global collaborative lifecycle management, and 3DVIA for online 3D lifelike experiences. For more information, visit <http://www.3ds.com/life-sciences>

Total Product Lifecycle Management: Lowering Costs while Increasing Quality

Integware



Integware is a recognized leader in delivering PLM-based services and solutions for the life sciences industry. Our rich history and trusted client relationships within major regulated industries has empowered us to pair an unmatched understanding of our clients' business issues with an outstanding level of competence in addressing them efficiently and effectively. Quality and innovation are the keys to remaining competitive, compliant and avoiding costly adverse events such as recalls. By merging product processes and domain knowledge together into integrated PLM platforms, Integware provides the prescription for digital compliance. For more information on Integware, please visit: www.integware.com."

PricewaterhouseCoopers LLP



PricewaterhouseCoopers' Pharmaceutical and Life Sciences Industry Group (www.pwc.com/pharma) is dedicated to delivering effective solutions to the complex strategic, operational and financial challenges facing pharmaceutical and life sciences companies. We provide industry-focused assurance, tax and advisory services to build public trust and enhance value for our clients and their stakeholders. We draw on the knowledge and skills of more than 154,000 people in 153 countries from across our network to share their thinking, experience and solutions to develop fresh perspectives and practical advice. For more information, please visit www.pwc.com/pharma.

PTC

PTC's integral product development system facilitates regulatory compliance by providing a single electronic source for all product and process documentation. By controlling all product information, from concept and design through production, delivery and customer support, PTC provides a robust framework enabling customers to develop higher quality products faster while utilizing fewer resources.



Total Product Lifecycle Management: Lowering Costs while Increasing Quality

About Axendia

Axendia is a leading analyst and strategic advisory firm focused on the Life-Sciences and Healthcare markets. We provide trusted advice to Life-Science Executives on Business, Regulatory and Technology issues. Axendia professionals offer a unique combination of deep hands-on industry experience coupled with strategic vision. Axendia serves the complete Life-Science Eco-System including Life-Science Organizations, Technology & Service Providers and the Investment community. Our clients range from startups to Fortune 100. We contribute to our client's success by providing long-range visibility and helping them navigate the ever-changing landscape in the Life-Sciences and Healthcare markets. For more information, visit www.axendia.com or contact us at info@axendia.com. To stay informed on Industry trends, read Axendia's *Life-Science Panorama*, a Journal for Industry Executives, at <http://lsp.axendia.com>



About Cambashi

Cambashi, based in Cambridge UK and Cummaquid MA USA, provides independent research and analysis of the business reasons to use IT in industry worldwide. It specializes in engineering, enterprise, plant and supply chain applications and the infrastructure to enable industrial firms to use IT effectively. Cambashi publishes market size estimates in the engineering applications Market Observatory and industry issue research studies in the Cambashi Reports Industry Directions series. Cambashi is a member of CATN, an international association of consultants. To learn more, visit: www.cambashi.com



Copyright & Legal Disclaimer:

This publication is copyrighted by Axendia and Cambashi and protected by United States copyright laws and international treaties. This study was underwritten by sponsors Camstar, Dassault Systèmes ENOVIA, Integroware, PricewaterhouseCoopers/BearingPoint and PTC. This document may not be reproduced or posted on another web site beyond the sponsors' or their authorized representatives without prior written consent of Axendia and Cambashi. Unauthorized reproduction of this publication or any portion of it by other parties may result in severe civil and criminal penalties, and will be prosecuted to the maximum extent necessary to protect the rights of the publisher.

Opinions reflect judgment of Axendia and Cambashi at the time of publication and are subject to change without notice. Information contained in this document is current as of publication date. Information cited is not warranted by Axendia or Cambashi but has been obtained through a valid research methodology.