



# DIGITAL PLATFORMS AS ENABLERS FOR PROCESS OPTIMISATION – S2C, DIGITAL BUYING GROUPS

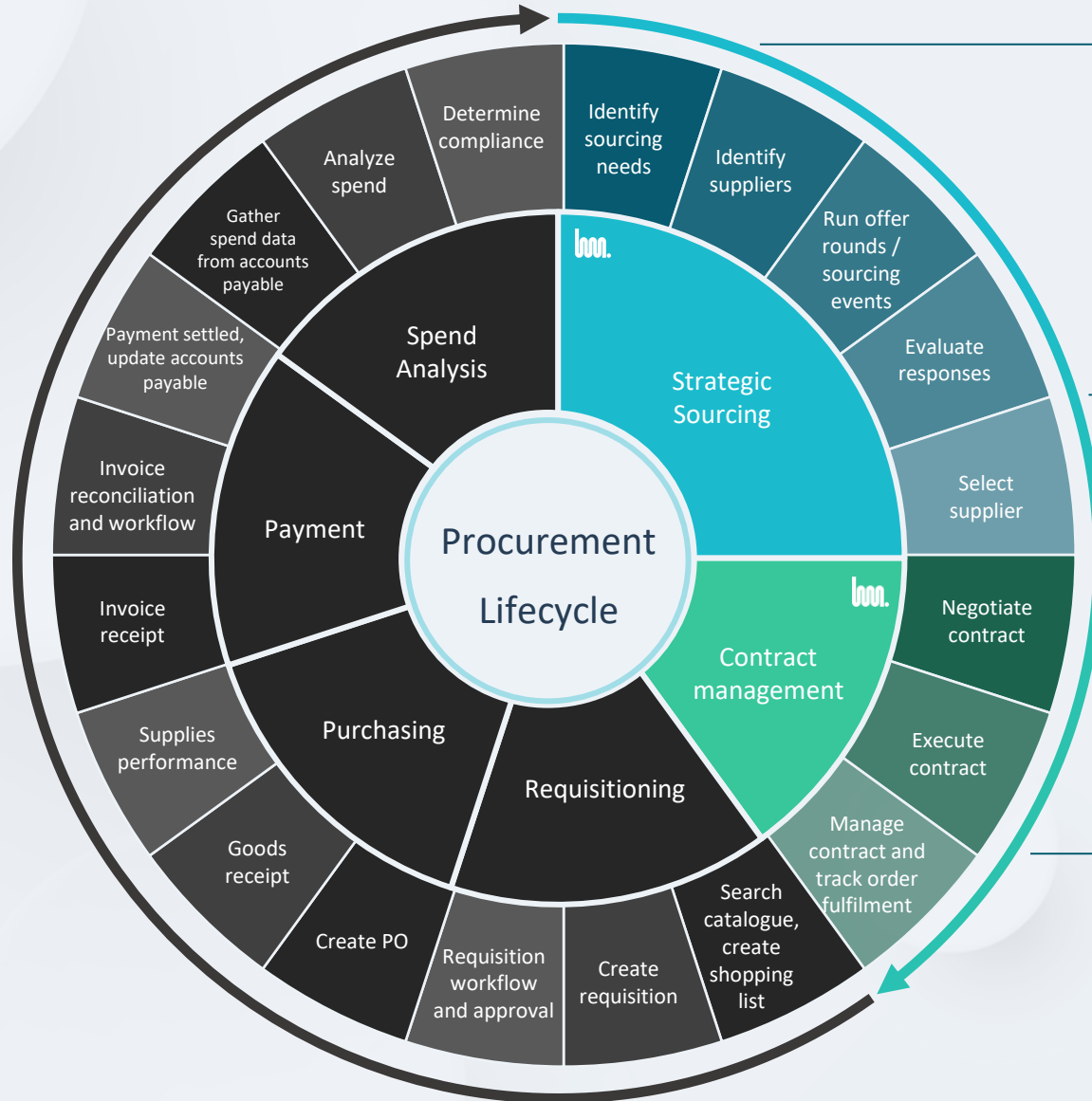
Swiss Medtech Experience Day 13 October 2023

Philippe Hügli, Founder & CEO of hystrix medical AG

# PROCUREMENT LIFECYCLE – WHAT HYSTRIX COVERS IN SOURCE-2-CONTRACT

Procure to Pay /Order to Cash

PAGERO



- Make products visible to new customers
- Position products as alternatives
- Suggest products matching searched specifications
- Standardised offer response without excel

- Standardised contracts
- Contract mgmt tool (signing, active, completed)
- Tracking of contract fulfilment

- Easy proactive contract renewal and extension

# FIND ALTERNATIVE PRODUCTS

alternativesearch

# ALL POSSIBLE SUPPLIERS

**Requested Products**

- ★ An alternative to your requested product is available
- Gold Stent length 3.00/2.50
- 123456.78, Gold Med AG
- Ultimaster™ Tansei™ 2,5... DE-RQ2518KSM
- Ultimaster™ Tansei™ 3,0... DE-RQ3018KSM
- Date requested: 03 Jul 2023 | Added 2023
- ★ An alternative to your requested product is available
- sg
- abc123, BD

**Product Alternative**

A seller is indicating one you requested. You can rate if you believe it's a good alternative to your shopping basket.

**Requested product information**

Article number	123456.78
----------------	-----------

**Possible alternative**

Article number	Product Name	Supplier	Article Number	Like	Dislike	Add to Basket
DE-RQ2518KSM	Ultimaster™ Tansei™ 2,5...	Terumo	34320301	👍	👎	🛒
DE-RQ3018KSM	Ultimaster™ Tansei™ 3,0...	Terumo	34320301	👍	👎	🛒

**Product Details: Ultimaster™ 2.25mm L 12mm**  
 Article Number: DE-RD2212KSM  
 Terumo

**Description:**  
 Sirolimus Eluting Coronary Stent System  
 Pushing the boundaries of science and medical engineering for the improvement of health: **Ultimaster** combines an optimal balance between stent design for ultimate conformability with simultaneous polymer resorption and drug release, to match the procedure-triggered biological response in the vessel.1 This results in optimal vessel recovery and potentially shortened DAPT time.  
 Mastering rapid and healthy coronary vascular repair.  
 \*Drug dose and delivery facilitate early vessel recovery  
 \*Gradient coating reduces risk of polymer cracking and delamination  
 \***Ultimaster** provides the optimal balance between stent strut coverage, radial force, and visibility  
 \*The more complex the task, the more relevant the stent performance

**Certificates and Additional Documents**

- ISO13485\_en\_Terumo.pdf

[Request alternative](#) [Add to basket](#)

Then onto the regular offer round & contract process

## Supplier-Advantage

Active blind spot filling: Suppliers get alternative search requests and can position own products as an appropriate alternative!



# REGULAR OFFER ROUND PROCESS

Offer Round
Chat

MPSC-9219
AhystrixHospital

The buyer is requesting the following products. You can create a bundle offer or give individual discounts to have a better chance of closing a contract.

*Note: Your changes are being automatically saved. Click on 'Share Offers' to make them available to the buyer.*

\*End date:

15.Oct 2023

5 days, 1 hours

\*Planned contract period:

From: 01.Jan 2024

To: 31.Dec 2024

Delivery & General Terms:

Hystrix Medical T&Cs

Additional order options:

Consignment

Non-committed 20 % volatility

\* The buyer could stop the Offer Round before the presented end date. We advise you to provide the desired offers as soon as possible in order to ensure your participation.

Unit Prices

Total Prices

Export Excel

Import Excel

- 0 %

Article Number	Product Name	Stock level	Units	Your Listed Price	Desired Price	Individual Offer	Bundle Offer
RM*RS6j10PQ	Glidesheath Slender® - Metallic entry needl...	40	500	76.00	75.00	✓ <input style="width: 50px;" type="text" value="75.00"/>	✓ <input style="width: 50px;" type="text" value="70.00"/>
DE-RQ2518KSM	Ultimaster™ Tansei™ 2,50mm L 18mm	50	1500	1'088.00	990.00	✓ <input style="width: 50px;" type="text" value="1'050.00"/>	✓ <input style="width: 50px;" type="text" value="980.00"/>
DC-RR2515HHW	Ryurei™ - 2,50 mm x 15 mm	25	600	440.00	410.00	✓ <input style="width: 50px;" type="text" value="430.00"/>	✓ <input style="width: 50px;" type="text" value="400.00"/>

**Supplier-  
Advantage**

Standardised offer requests:

Editing of countless individual excel files for submitting offers is no longer necessary



# RFI FOR YOUR PRODUCT SPECIFICATIONS RECEIVED BY ALL POSSIBLE SUPPLIERS

hystrixtender

Home > Procure > MPSC-8780

Shopping Basket Chat

hystrixtender: MPSC-8780 4 unshared proposal(s)

Review the product(s) request that the buyer has sent you. Consider if any product in your portfolio will match the demands described, and propose it as an option to each request. You can provide more than one product per request.

Buyer: Ahystrixhospital Expiration Date: 06.07.2023 Attachments: No files

Product Description	Category	Units	Desired Price	
Surgical gloves, nitrile, 5mm, large	Nitrile surgical glove (...)	5000000	0.04	Propose
SC1L Starcon Nitrile Examination Glove size L, blue			0.10	
SC1M Starcon Nitrile Examination Glove size M, blue			0.10	
SC1XL Starcon Nitrile Examination Glove size XL, blue			0.10	
SC1S Starcon Nitrile Examination Glove size S, blue			0.10	
Type IIR Surgical masks	Surgical mask (dispos...)	150000	0.03	Propose

4 unshared proposal(s) Share proposals

Then onto the regular offer round & contract process

Supplier-  
Advantage

Show portfolio width: Suppliers get RFI and can suggest products directly from own portfolio as a match for searched product specifications!



## WHAT OTHERS SAY ABOUT ADVANTAGES OF PLATFORMS OVER COMPANY-SPECIFIC ONLINE SHOPS

«We were delighted with the move to begin using the hystrix platform – our first contract returned us a significant amount in revenues that was previously procured through parallel import.

We see the platform as very helpful in standardizing offer requests, exchanging product related information, delivering contractual commitments and ultimately enhancing relationships with procurers using digitalised processes at several of our hospital clients»

**David Klay – Sales Manager Operating Room Solutions Switzerland, Mölnlycke Health Care AG / 22.06.23**

**Supplier-  
Advantage**

Visibility is key. Customers want to have a single login and find my products, which improves my **customer centricity** and strengthens the individual **customer experience**.

# THE NEXT GENERATION DIGITAL BUYING GROUP

hystrixconnect

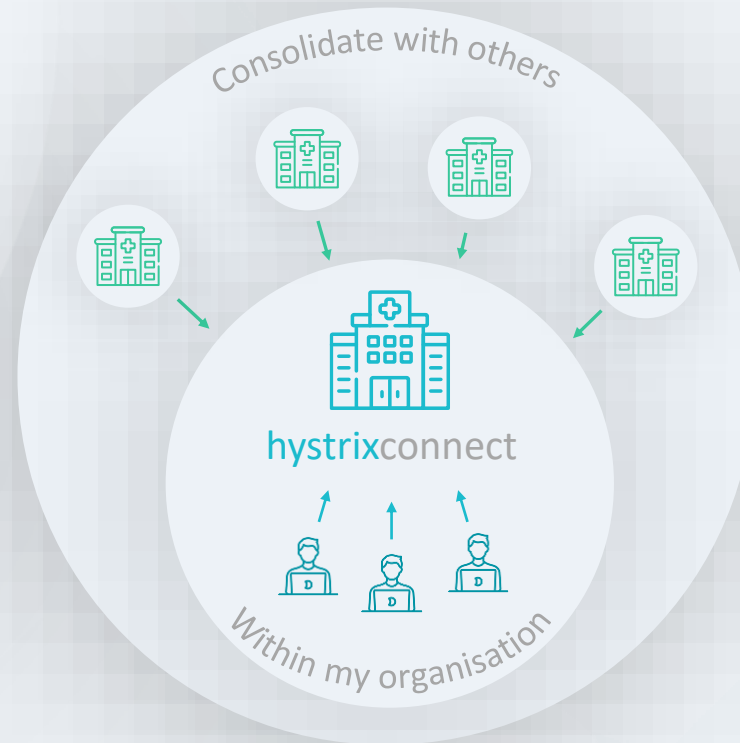
**Gain market share** in aggregated volumes



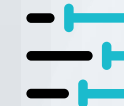
**Instant chat function** between buying group members and suppliers



**Resulting in individual contracts** for each hospital



**Existing customers** can invite non-existing customers to join



**Dynamic price adjustments** within the negotiation and contracting



**Download** all offer round and contract documents

**Key advantage over conventional purchasing groups**

Free of any fees: As a supplier, no fees are payable - neither to the buying group nor to individual members!

## EXPERIENCE IN EVERYDAY LIFE

[min]	Analog	hystrix	
Contact hospital procurement, appointment scheduling	10	60	Renew contract, answer offer request, upload your master data
Negotiation (preparation, appointment)	60		
Data reconciliation, master data maintenance, post offer appointment	50		
Contract preparation, review, conclusion	55	5	Sign contract
Total effort	175	65	- 63% time saving

Can be done via fistbase shortly!



**50-75% reduction in time required** depending on size of customer and range of products they purchase

## FREED-UP TIME

	Per # buyer...	...hystrix frees up this time for you
	1	- 110 min
	100	- 23 workdays of 8h
	1'000	- 230 workdays of 8h



## WHAT HAPPENS TO MY PRODUCT MASTER DATA **ON HYSTRIX?**

✓ Master data come to hystrix in three ways →



1. Uploaded/updated by yourself
2. Shared by hospitals who want to negotiate your articles digitally
3. Via firstbase (coming soon)

✓ Made accessible to buyers for the negotiation processes shown today →

1. Prices edited exclusively by suppliers
2. Only visible to individual requesting party

✓ Transferred to buyers/hospitals that have a contract with you and have ERP integration with hystrix

### Key Message

hystrix is subject to General Data Protection Regulation (DSGVO/GDPR), has a corresponding data protection policy as part of GT&C and treats your master data as strictly confidential.

# DIGITAL PLATFORMS AS ENABLERS FOR SALES PROCESS OPTIMISATION

## ...for the sell side

- Enhancing customer centricity & unlock new opportunities
- Adapting to the evolving digital landscape
- Staying competitive in the market



**Digital platforms and ecosystem thinking are only starting now - welcome to mainstream**

**Stop thinking in silos - time for WE is NOW!**



Come and find out more!



Philippe Hügli, CEO



+41 79 439 27 85



philippe.huegli@hystrixmedical.com