

# RFID Enabled Inventory Management Solutions

prepared for



**MEDICAL DEVICE**  
SUPPLY CHAIN COUNCIL<sup>TM</sup>

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# TERSO BACKGROUND

Terso designs, manufactures and manages RFID enabled enclosures to automate the management and control of high value inventory for various industries

- Formed in 2005 by Promega
- Headquartered in Madison, Wisconsin
- European facility in Mannheim, Germany



## Commercially-proven

- 8 years of continuous usage
- 800+ units installed worldwide
- Over 9,000,000 operational hours



# Markets Served



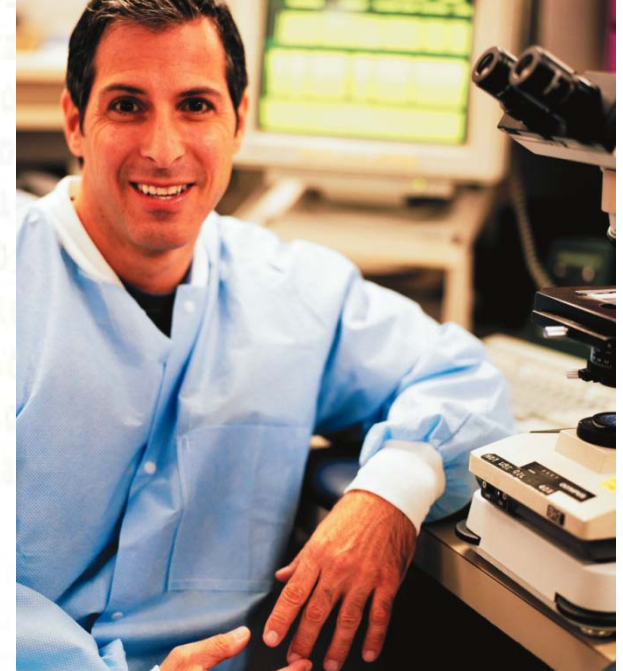
## **Manufacturers and Distributors**

Manage consignment inventory, stay in regulatory compliance and offer more value to customers.



## **Hospitals**

Ensure patient safety, contain costs, and improve quality of care.



## **Laboratories**

Streamline 24/7 operations, monitor temperatures and expirations, and increase profitability.



# BUSINESS CHALLENGES

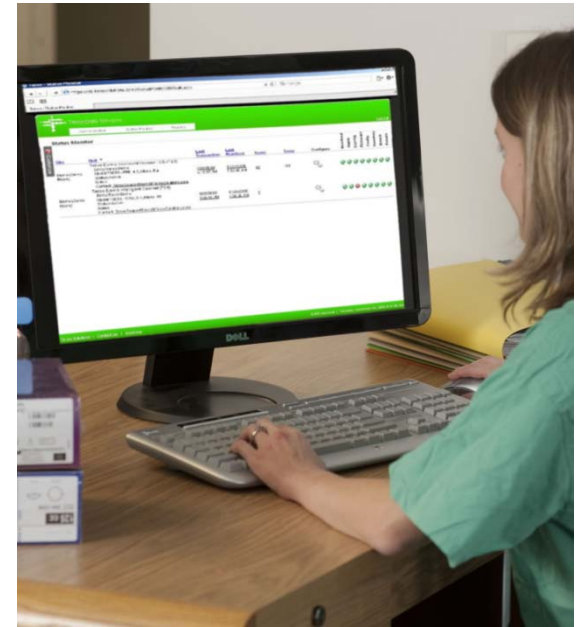
- Control inventory management costs
- Reduce write-offs due to expired products and spoilage
- Improve regulatory compliance
- Improve sales effectiveness
- Create new revenue streams



# PARTNERS



# HOW THE SOLUTION WORKS...



Network enabled  
RFID cabinet is  
placed at the  
point of use



Pre-authorized  
users access the  
cabinet with  
RFID cards



RFID tagged  
inventory is added  
and/or removed  
from the cabinet



System automatically  
records transactions;  
monitors environment  
(eg. temperature)



# INTELLIGENT ENCLOSURES

**Terso Intelligent Enclosures –**  
A commercially proven, real-time inventory tracking solution.



**Model TS036  
Intelligent Freezer**



**Model TS030  
Intelligent Cabinet**



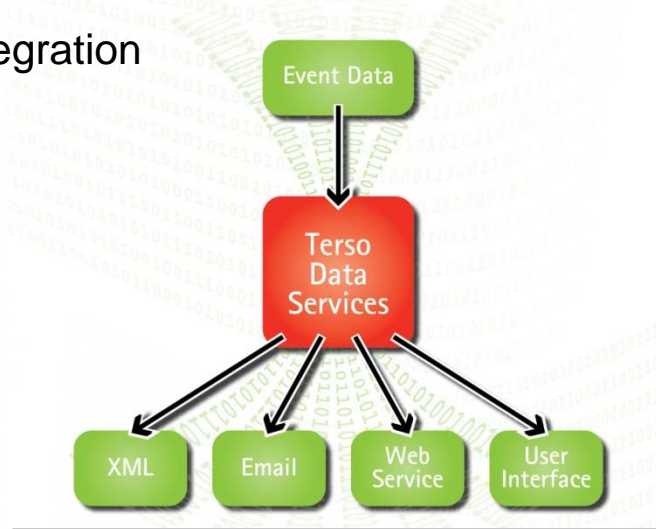
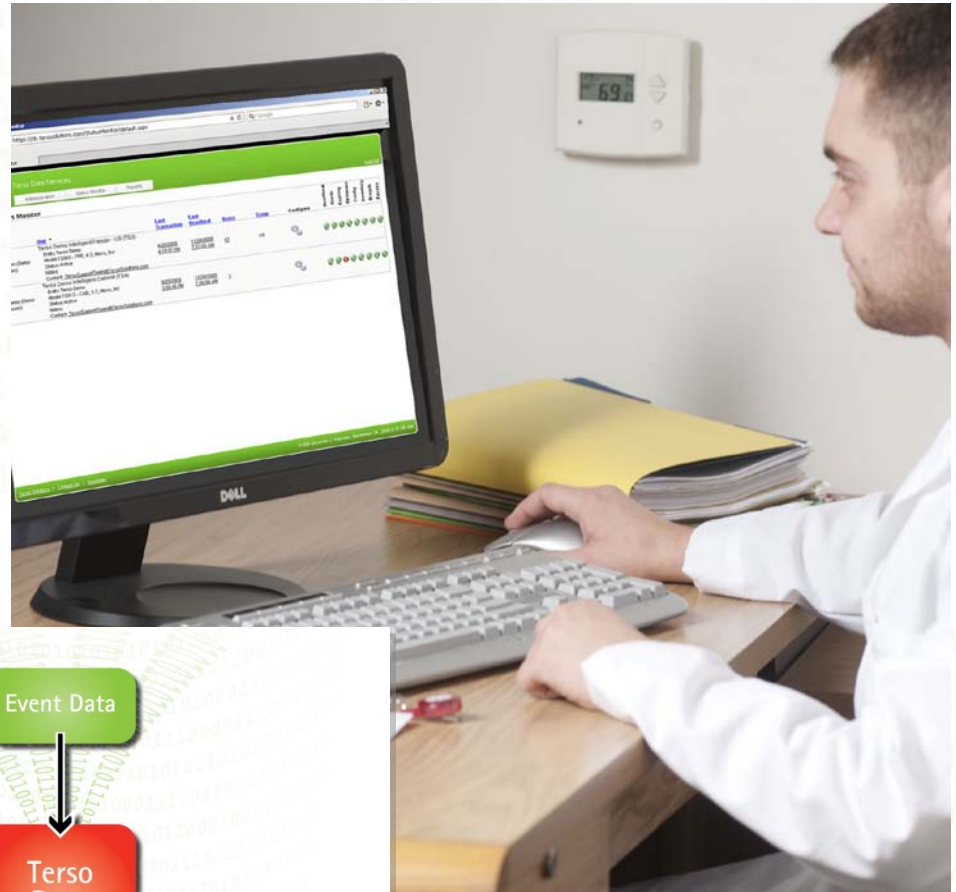
**Model TS032  
Intelligent Cabinet**

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# DATA SERVICES

- SaaS business model, allowing for easy deployment
- Configurable business rules engine
- Secure, web-based user interface
- E-mail to the manufacturer and end-user
- Standards based data integration
- Customizable reporting capabilities



# SUPPORT SERVICES

- Worldwide support and monitoring
- 24/7 technical support and monitoring
- Project definition and management
- Installation and training
- Product readability testing and training



**Over 800  
Installations Worldwide**




# CASE STUDY: PROMEGA CORPORATION





## Feature Comparison

	Standard Freezer	 <b>Promega</b>
Inventory count	52 times/year	Never
PO cost/order	\$100-120	Savings through batch order processing and paperless transactions
Shrinkage	Up to 35%/freezer/year	0%
Freight costs	Frequent overnight/rush charges	Significant savings through batched shipments

## **BUSINESS CHALLENGE:**

**A LEADING MEDICAL DEVICE COMPANY NEEDS TO AUTOMATE THE INVENTORY RECONCILIATION PROCESS FOR HUMAN TISSUE IMPLANTS ON CONSIGNMENT AT HOSPITALS AND DISTRIBUTORS.**

## **KEY REQUIREMENTS:**

- 1. SECURE, AUTOMATED INVENTORY MANAGEMENT**
- 2. REMOTE TEMPERATURE MONITORING**
- 3. EASY TO IMPLEMENT WITH END-USERS**

## **MAIN BENEFITS:**

- 1. 70% REDUCTION IN TIME TO RECONCILE**
- 2. PROACTIVE TEMPERATURE MONITORING**
- 3. ENHANCED ORDER PROCESSING AND REPLENISHMENT**
- 4. IMPROVED REGULATORY COMPLIANCE**



## **BUSINESS CHALLENGE:**

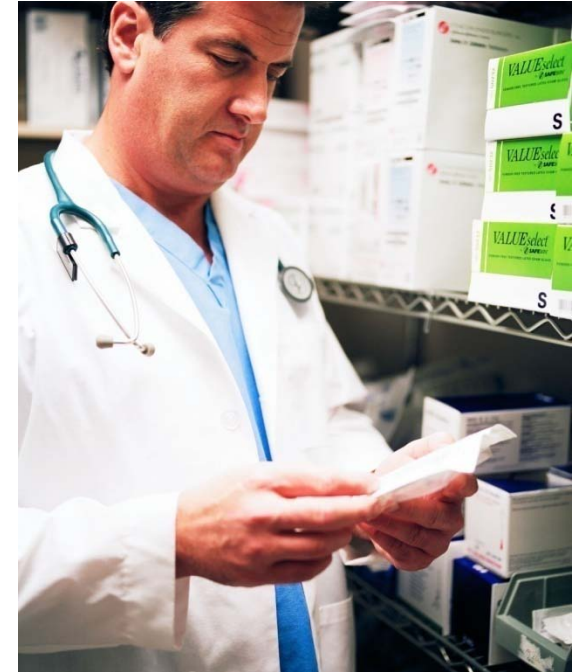
**A LARGE TEACHING HOSPITAL AND PRIMARY CARE CENTER STRIVES TO REDUCE TIME SPENT TRACKING CARDIAC SUPPLIES AND LOST ITEMS**

## **KEY REQUIREMENTS:**

- 1. SIMPLE TO USE FOR NURSING STAFF**
- 2. PROVIDE TRACEABILITY FOR EACH PRODUCT**
- 3. EXPIRATION DATE ALERTS**
- 4. NO IMPACT TO IT SYSTEMS**

## **MAIN BENEFITS:**

- 1. REDUCTION IN TIME (12 HOURS / WEEK) SPENT LOOKING FOR INVENTORY**
- 2. ELIMINATION OF LOST ITEMS**
- 3. REDUCTION OF WRITE OFFS DUE TO EXPIRATION DATE ISSUES**

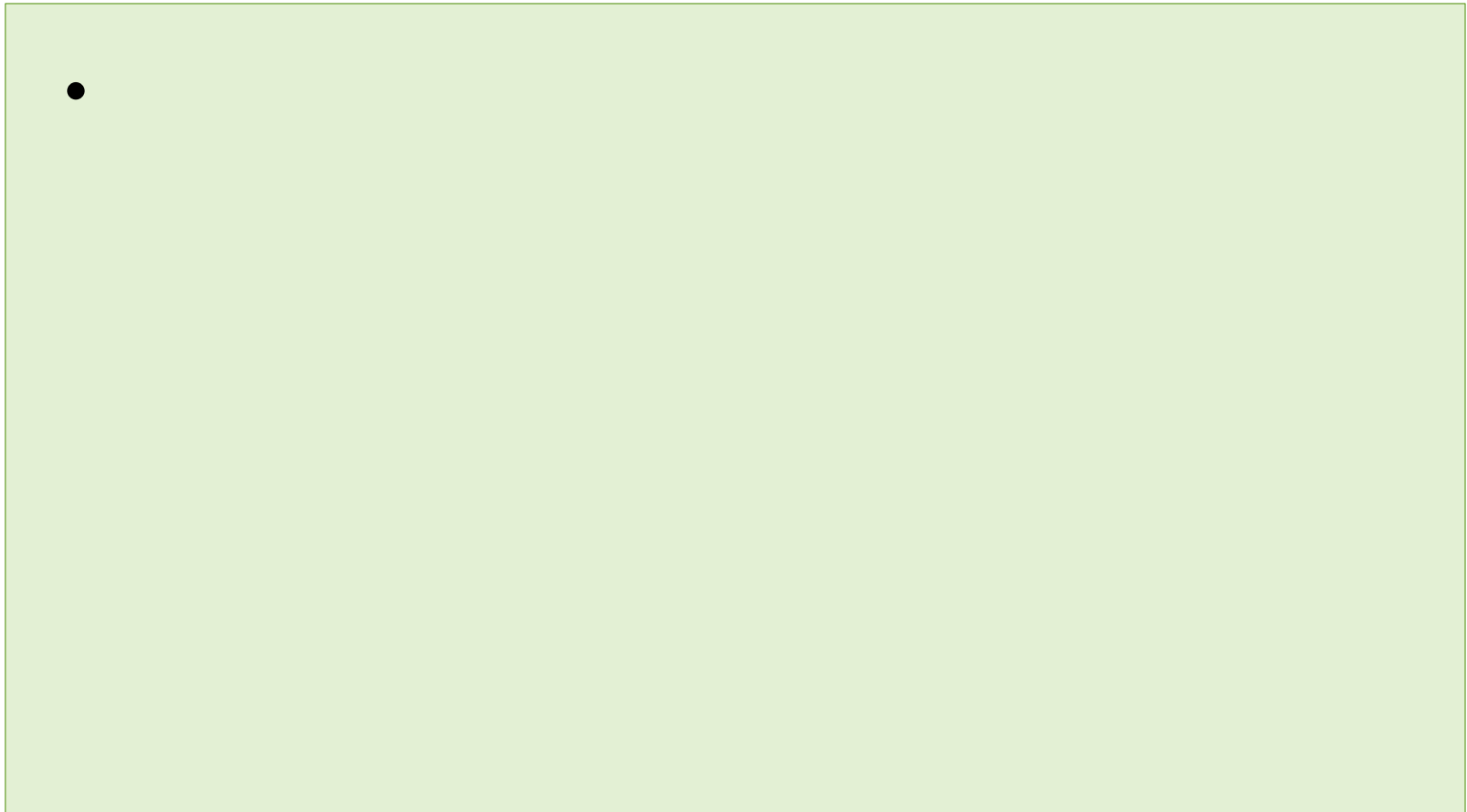


# Benefits for Suppliers and Providers

- Reduced inventory management costs
  - Excess inventory
  - Expired product
  - Product shrinkage
  - Transportation
- More efficient use of peoples time
  - Lower cost of sales for manufactures
  - More time spent on patient care at providers
- Further enables electronic procure to pay processes
- Enables collaboration between providers and suppliers
  - Value Added Services = Revenue Growth for Suppliers
- Strengthens ability to meet regulatory compliance
  - Expiration date, temperature



# Final Thoughts / Questions





**THANK YOU!**

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