ImplantBase

We Feel Your Pain

Frustrated Sales Rep

- Multiple systems to deal with
- No inventory visibility (what they have and what's inbound from manufacturers)
- Writing on paper
- Multiple phone calls and emails to get
- things done and check inventory status

Frustrated Customer Service/Sales Admin

- Unreadable sales orders
- Sales orders and inventory requests with partial/missing info
- Disconnected systems (calendar, Excel, email, QB, etc.)
- Constant problems with hospital pricing
- No visibility of field inventory

Frustrated Sales Leadership

- Spends most time on inventory logistics instead of managing sales performance
- Zero visibility of what's happening (past, present or future)
- Measured against uncontrollable factors
- Lacks tools to improve sales performance
- Outdated/incorrect sales reporting from finance

ImplantBase

1. ImplantBase Adoption
97% of all sales orders and inventory requests are completed by sales reps in the field.

2. "On-the-Go" Case Entry
Case creation from any device in 15 seconds.

3. Request Inventory
Requesting loaner and/or consignment inventory is fast and easy.

4. Track Incoming/Available Inventory
Total visibility. In real time.

5. Generate PDF Sales Order
Create and send perfectly-formatted orders with correct hospital pricing, complete with patient and implant stickers.

6. Track and Collect Purchase Orders
View cases needing POs by hospital, then communicate POs from any device.

7. Sales/Inventory Report
- See sales performance in real time, by rep, surgeon, hospital or product line.
- See inventory performance by set, rep, distributor or product line.

8. Calculate Commissions
Instantly calculate commissions and provide real-time commission visibility to all reps.

Happy Sales Rep

- 8-10 hours a week time savings
- Runs the entire business on one mobile system
- No more inventory headaches — knows how much he has, where it is, and what is inbound/outbound
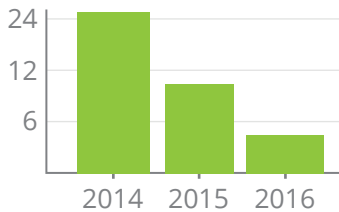
Happy Sales Admin

- No more putting out fires all day
- No more friction with the field
- No more mundane, redundant and wasteful data entry

Happy Sales Leadership

- Instantaneous visibility: knows what' going on everywhere, all the time
- No more chasing Inventory
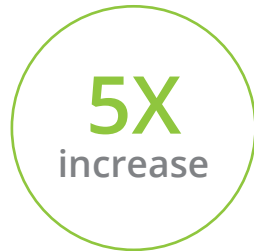- Has the tools and power to improve performance of the entire sales team

ImplantBase

THE ONLY ALL-IN-ONE, CLOUD-BASED PLATFORM FOR THE ORTHOPEDIC IMPLANT INDUSTRY

CASE STUDY: Spine Company | $200+ million revenue | Distributor Sales Force | 600+ Users | GoLive 2014
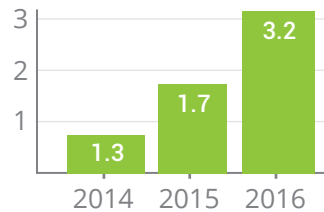

Increased Cash Flow through reduced DSO

Since GoLive, average PO collection time reduced from 25 to 6 days.

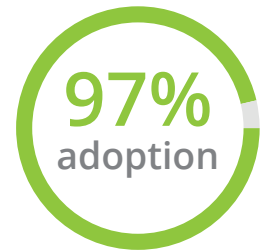### Revenue Growth with minimal Expense Growth

5X increase

Revenue increased by 5x through oganic growth and 2 acquisitions, with minimal expense growth.

Lower Inventory Expense by increasing turn rates

By 2016, turns were 3.2 (and over 5 for some products) up from 1.3 in 2014...greatly reducing working capital.
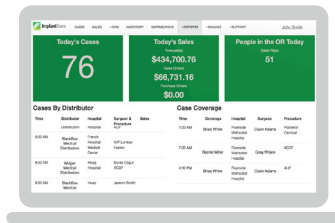
How is this possible? Field User Adoption!

97% adoption

97% of all order types are entered by field sales users, mostly on mobile devices.

Company-Wide Visibility

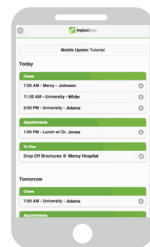Visualize data and metrics across all inventory locations and sales units.

"ImplantBase provides transformational capabilities, information and insights to address "last-mile" supply chain challenges that exist in the orthopedic industry. Our distributors and reps attest to its benefits, and have adopted it 100%".

Jeff Grabow
Group VP Supply, Chain & Customer Service, ZimmerBiomet

Designed for Today's Mobile Rep

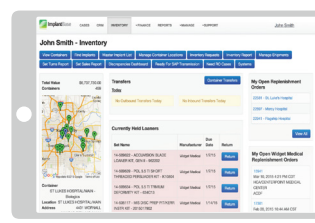Reps can see and manage their business from their phone.

"ImplantBase has revolutionized the way we do business. It's a game-changer. It's allowed my office staff and reps the ability to track all sales and inventory associated with surgeries and provides visibility of all moving inventory".

Damon Frost
Distributor Principal, DSI Medical

Real-Time Inventory Visibility

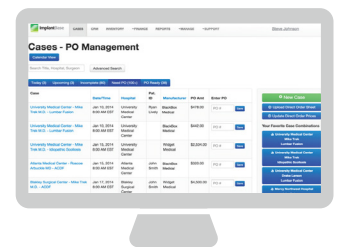See demands/requests, shipments, and existing locations of inventory anytime from anywhere.

"I can pinpoint the location of any tray, instrument and every implant in the company in a matter of seconds. Yearly audits have turned into hours, not days. In the end, ImplantBase gives me instant visibility and saves me thousands of dollars on Express or overnight shipping."

Ron Guzman
Inventory, Distribution Manager West Coast Spine +Ortho

Reduce the Chaos

Everything is in one place, and everyone is on the same page.

"For me, ImplantBase is absolutely crucial. Both its ease of use and proficiency provide me the reliability of accurate inventory management, sales reporting and archiving history. It's an essential tool to running this office effectively."

Colleen Amaya
Office Manager, Evolution Pacific, Inc.

THE ONLY CLOUD-BASED SOFTWARE

SOLUTION FOR THE ORTHOPEDIC IMPLANT INDUSTRY

ImplantBase has the tools and power to improve performance of your entire organization. Work smarter, faster and significantly grow your business

ImplantBase integrates fully with Oracle, SAP, Google, Quickbooks, FedEx and Infor Syteline applications.

Full Integration

ImplantBase's modern technology platform allows it to connect all major ERP, supply chain and finance systems. Finally, the field has a system made for them that talks to the systems made for manufacturers.

ARE YOU READY FOR A DEMO?

To find out more, email **sales@implantbase.com**