

A VISUAL SNAPSHOT OF KEY METRICS AND TRENDS

DID YOU KNOW



60% of biopharmaceutical manufacturing is outsourced, relying heavily on suppliers and contract manufacturing organizations (CMOs)¹

TO ASK...

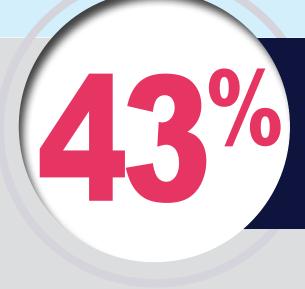
- How much of your supply chain is external?
- Do you know how many suppliers and CMOs you have?
- Is the nature of your suppliers changing; are you relying more on novel suppliers of raw materials and components or nontraditional CMOs or distribution partners?



60% of the medical technology growth strategy is now inorganic with significant numbers of mergers, acquisitions and divestitures adding to that complexity.^{2,3}

KEY **QUESTIONS** TO ASK...

Are you aware of any acquisitions or divestitures? It's always highly confidential but it would be wise to be aware of and plan for acquisitions or divestitures that might take place in the future. Such initiatives could significantly impact your internal and external supply chain.



KPMG showed 43% of manufacturers have limited or no visibility into their supplier network; only 13% have complete visibility past tier 1 suppliers.4

TO ASK...

- Do you have good visibility into your supplier network? Does that include visibility into your suppliers' subcontractors (tier 2 and 3 suppliers)?
- Do you have supplier quality performance metrics on your quality dashboard?
- How effective is your supplier audit program?
- How involved is the quality group in **supplier evaluation**, **selection and onboarding**? Are those activities the responsibility of Quality or R&D?



ASQ & Forbes showed 58% of quality executives see supplier quality issues as one of the most critical unresolved quality problems.⁵

TO ASK...

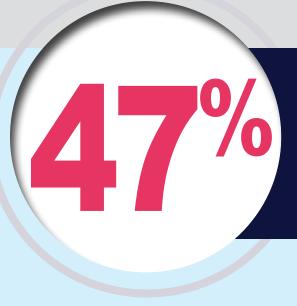
- Have you had any recalls or other significant quality issues that were directly related to suppliers?
- Are you **monitoring and measuring** supplier performance to identify and address quality issues proactively?



Only 22% of companies see quality as an integrated function of their supply chains.6

QUESTIONS TO ASK...

- Does your company see quality as an integral part of their supply chain; truly enabling operations?
- How could you embed quality processes and standards more effectively into your extended supply chain network?



According to the FDA, up to 47% of recalls are due to supplier issue.⁷

KEY TO ASK...

- Have you had any recalls or other significant quality issues that were directly related to suppliers or CMOs? Do you have a mechanism in place for identifying and monitoring supplier issues
- that could escalate into high impact quality issues or recalls?

Achieve superior supplier quality with TrackWise Digital. TrackWise Digital provides full supplier quality management services, including onboarding, evaluation, performance measurement, risk analysis and incident management.

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Sources:

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