

YOUR HOMEGROWN SOLUTION SUCCESS CHECKLIST

Building an in-house software solution to handle your business processes and inventory management may seem like an ideal solution. But costs and complexity can add up fast, compromising functionality, adoption, and success.

Even success involves a commitment to continued software development and evolution for the lifetime of your solution—until, as is said in the dev world, the last user dies.

Avoid the common pitfalls by using this checklist to evaluate an in-house software build when compared to an existing, industry-specific solution or expert partner.

Capabilities

- ✓ Is software development your core competency?
- ✓ Can you dedicate human resources and project management to a significant project?
- ✓ Does your project budget account for ongoing maintenance costs?
- ✓ Do you have the right expertise on staff? Software developers are a different type of professional than system administrators.
- ✓ Do your IT professionals have the key industry knowledge to generate system requirements and engineer your business processes? Do they know what a biologic or a UDI is? Do they fully understand orthopedic-specific field inventory and supply chain functions?
- ✓ How will day-to-day productivity be affected as your team focuses on generating inputs?
- ✓ How will you address rollout?
- ✓ How will you maximize adoption by users, including distributors and reps?

Functionality

In addition, end-to-end functionality requires being best-in-class in six different categories of software. This is because it's challenging to develop systems to manage the logistics of the last mile of the supply chain for orthopedics. An in-house solution would need to be able to deliver functionality in:

- | | |
|---------------------------------------|-----------------|
| ✓ CRM | ✓ Commissions |
| ✓ Orthopedic-specific field inventory | ✓ Order to cash |
| ✓ Supply Chain | ✓ Mobile app |

In orthopedics and your business, change is the only constant. How will your solution adapt to:

- ✓ Regulatory and industry changes, like UDIs and shifts in inventory flow?
- ✓ Technology advancements, including integration and communication between platform and devices?

A flexible solution must continue to evolve with time and tech.

Finding the right partner

It's rare to have the ideal combination of capability, expertise, capacity, and resources on hand to build a truly successful homegrown solution. Many firms seek out a partner—but the right partner matters just as much. We can help.

Why ImplantBase?

We've created the industry-leading, all-in-one cloud-based software platform to deliver powerful, real-time control over your sales, inventory, and supply chain.

Orthopedic-specific software

Orthopedics is our entire focus. We've built a platform designed exactly for how your finance, sales operations, supply chain, and field reps work, with a mobile app for on-demand, real-time access to inventory, data, and processes. We're constantly working on new developments and functionality.

Team of experts

Our team here is full of industry experts. We know the processes, terminology, and complexities, and we listen to your requirements. We focus on continued enhancement and customer success.

Business experience

As former reps and supply chain professionals, we understand the last-mile challenges of orthopedics. And we've built a community of 30+ leaders in orthopedics that shares best practices and suggestions to continually enhance our platform.



97%

SALES REP
ADOPTION RATE



\$5B+

REVENUE
PROCESSED



8HRS

REP TIME SAVED
PER WEEK



\$1.5B+

INVENTORY
ITEMS MANAGED



100K+

SERIALIZED
SETS

SCHEDULE YOUR FREE ASSESSMENT TODAY.