



Be prepared for a post-crisis transformation

Med-Tech companies report the following during the Corona crisis

59 %

Report Supply Chain interruptions



29 %

Report sky-rocketing demand for PPE



30 %

Report a better market situation



BVMed, as of the 29th of April 2020

Get ready for higher demand and less globalization



Prepare for changes in upcoming demand structure



Define tailored offerings for clinics, doctors and public authorities



Adapt your current footprint and global supply chains

Project example

Medium-sized MedTech manufacturer currently struggling with high margin core segments, but winning spot market business in PPE



Now preparing for the post-pandemic transformation:

- Boost digital sales
- Explore COVID-19 induced cost savings in Sales, Overhead, Travel, Office space
- Review critical supply chains

