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The Ugly Truth About Paper-Based QMS

Making the Switch to eQMS

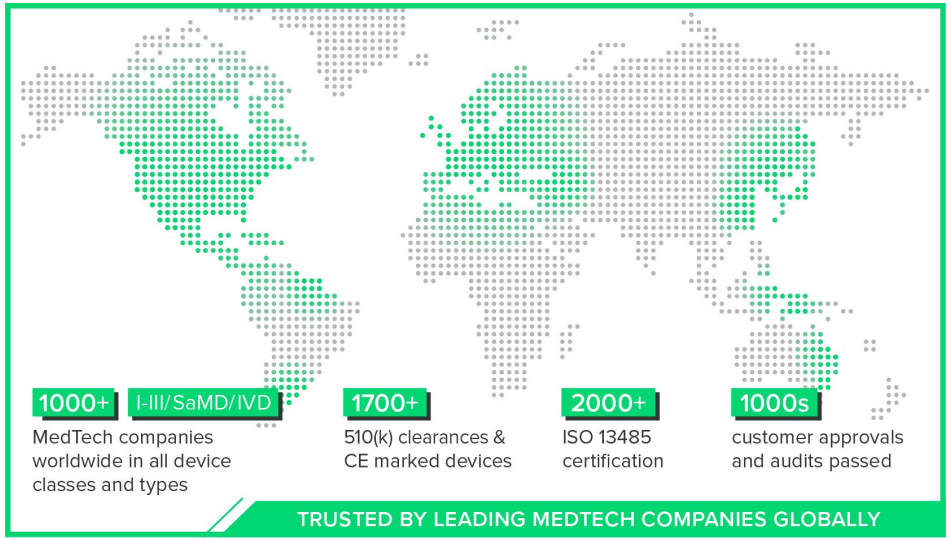
BUILT FOR MEDTECH.
TRUSTED BY MEDTECH.

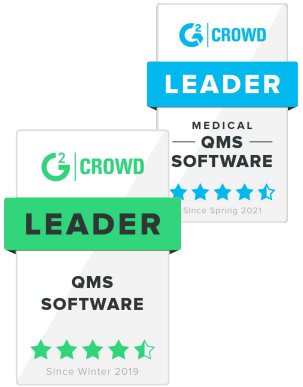
100+
years industry experience

522k
podcast listeners

200k+
look to us for the latest in quality

#1
blog and podcast in the industry





"Best eQMS I have ever used..."

This is the easiest eQMS I have used in the 20 years I have been in the Medical Device Industry. ***It is simple, intuitive and easy to use...*** We are successfully implementing a Quality Culture.

- Director of Regulatory Affairs & Quality Assurance

"Modern QMS Software and Outstanding Customer Service."

★★★★★

"Demystifying QMS and Regulatory Requirements"

★★★★★

"Makes your QMS Simple and Effective"

★★★★★

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TODAY'S PRESENTERS

Amanda Fedderson
Quality Assurance Manager
Monitored Therapeutics, Inc.

Etienne Nichols
Medical Device Guru
Greenlight Guru

Alfonso Canto
Quality Assurance Manager
Tenacore

Laura Maher
Medical Device Guru
Greenlight Guru

Savannah Sitton
Director of QA/RA
Milliken

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POLL!

613 MedTech Professionals

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What the Industry has to say

- **1 in 3** medical device industry professionals say they are not well equipped to meet quality and product development standards in 2023
- **1 in 3** MedTech companies are still using general-purpose tools like Microsoft Word or Excel, and even using paper, for key product, quality, and clinical activities.
- **1 in 4** medical device companies say they lack competence in key compliance areas.
- Only **15%** have a high level of visibility into quality problems

THE RESULT.

MedTech companies are spending too much valuable time on administrative and mundane tasks, and that can dramatically slow down the product life cycle.

Making the work even harder to get a medical device to market and keep it on the market as well as having a major impact on company growth and competitiveness.

And that's why 75% of medical device companies fail.

Most companies start with paper.

Expectations vs. Reality

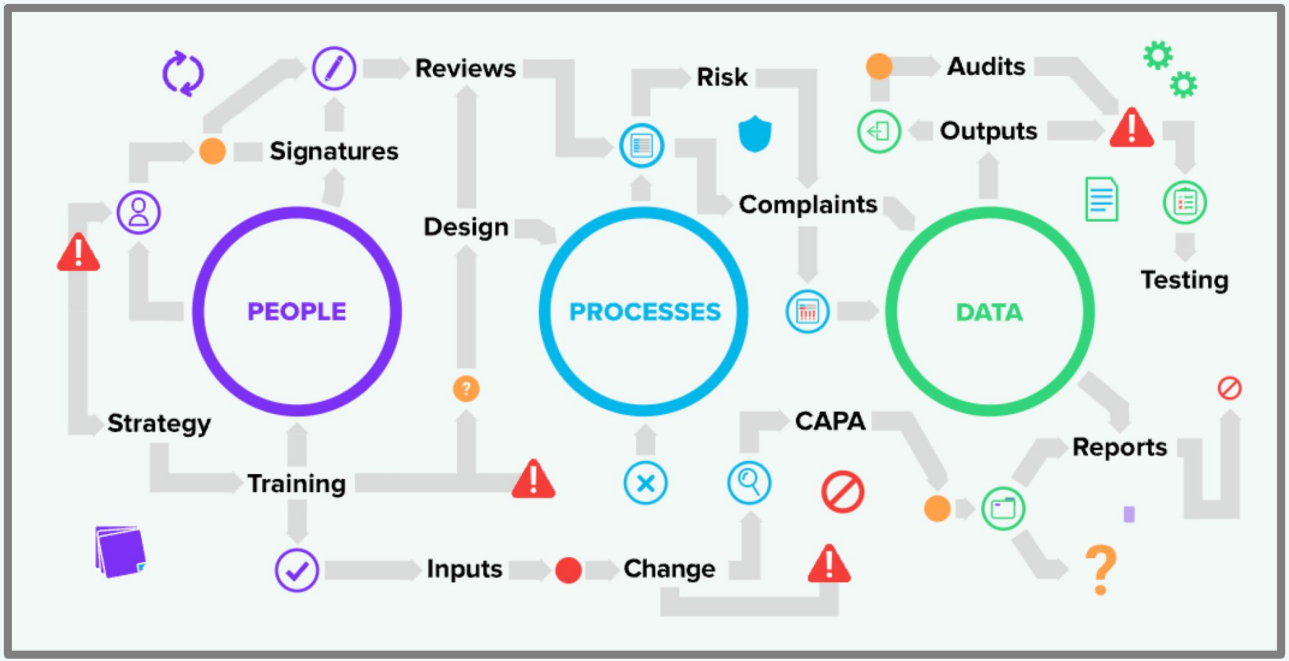
- **Resources**
- **Cost**
- **Downstream effects**

1 out of 3 *Medtech companies are still using paper even though it correlates with lower performance.*

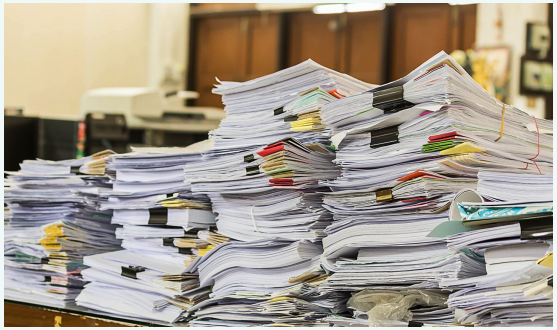
Downfalls of paper.

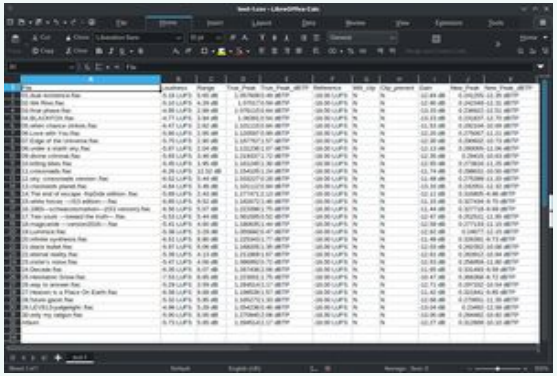
Expectations of Paper	Reality of Paper
Low Starting Cost	Expensive down the road, need to hire additional employees to keep up with manual work.
We can make it compliant and it is flexible to my needs.	Prone to mistakes, clunky processes, not flexible
Low resources needed	Lots of resources - Time, $, employees
Quick way to get started	The downstream effects of not having a compliant and traceable eQMS can directly impacts the lives of your patients.

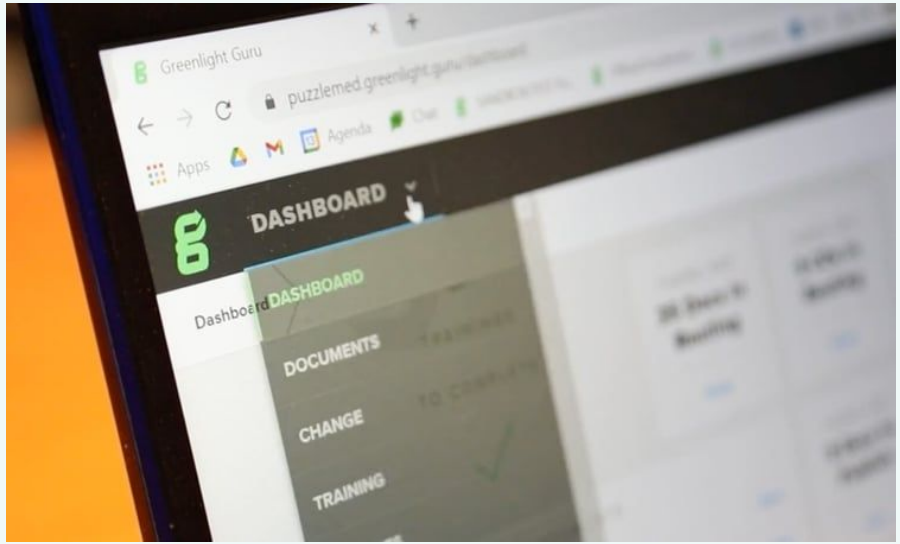
What fills the gaps?



Fear of change







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Need for modernization

Lack of Insights
Visibility and traceability are lost. There's no easy way to identify gaps and downstream impacts

Lack of Capabilities
Manage product lifecycle while navigating ever-changing regulatory requirements. With the wrong tool, this can get messy.

Work Smarter, Not Harder

Scale efficiently

POLL!

What makes a QMS *modern?*

Recipe for a Modern QMS → eQMS

1. **Cloud-based ecosystem**
2. **Built-in Compliance**
3. **Automated**
4. **Validated**

What makes a QMS *powerful?*

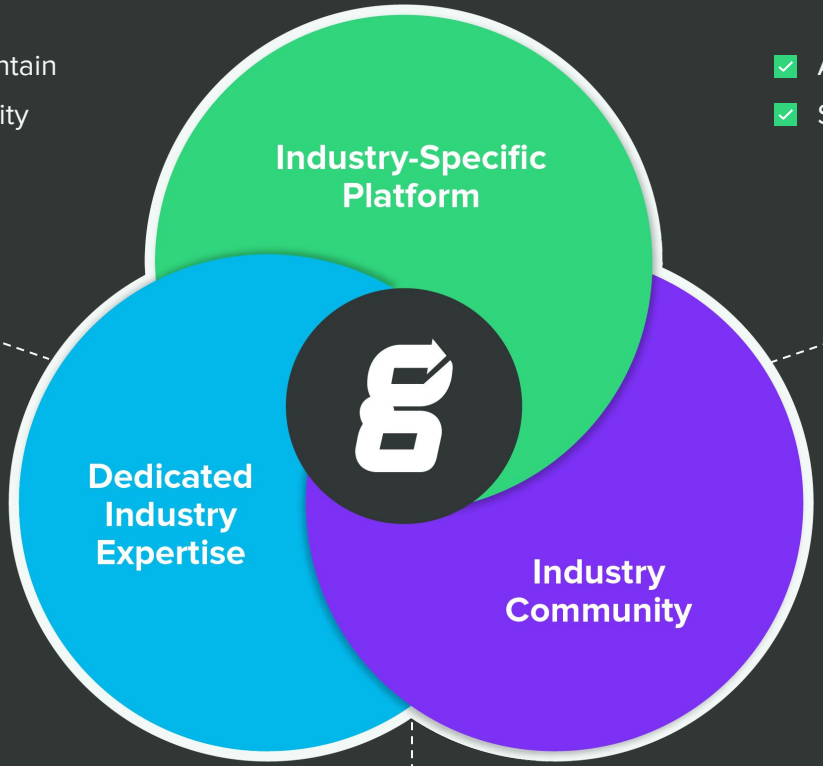
1. Traceability and connectivity across the eQMS
2. Onboarding and training programs
3. User friendly, easy to use
4. Support team
5. Templates
6. Efficient

87% of Market Leaders use purpose-built solutions to manage their QMS

More than just software.

- Easy to Use and Maintain
- End-to-End Traceability

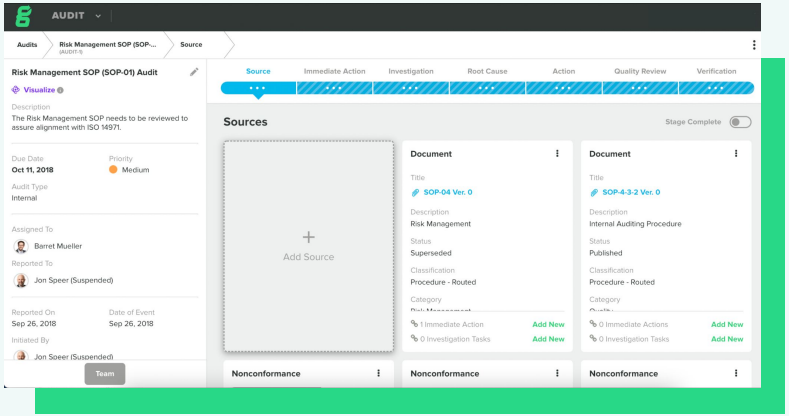
- AI and Machine Learning
- Scalable & Cloud-Based



- Medical Device Partner Ecosystem
- Medical Device Gurus
- Dedicated Customer Success Team
- Greenlight Guru Academy – Industry-Specific Online Courses

- Industry Community
- Industry Content – Podcasts, Events, Virtual Summits
- Customer, Product, Regulatory Advisory Boards

Greenlight Guru's Modern QMS Built for Medical Device Companies



MAKE THE SWITCH TO BECOME A MARKET-LEADING ORGANIZATION

GET YOUR PERSONALIZED DEMO TODAY →

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Panel Time!

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