

Free Live Webinar by **greenlight guru** +



**CREO  
MEDICAL** +



**elephas** + **ZYRIS**

# UNDERSTANDING THE ROI OF AN eQMS SOLUTION

## Panelists



**ANN LEONARD**

VP Quality and Regulatory,  
Elephas



**SHAUN PRESTON**

Global Head of Advanced  
Technology and Biomedical  
Research, Creo Medical



**MORRIS SHERWOOD**

Regulatory Specialist,  
Zyris

## Moderator



**ETIENNE NICHOLS**

Medical Device Guru,  
Greenlight Guru

# Housekeeping



**Questions**



**Recording**



**Polls / Survey**

# Meet our Panelists



**Ann Leonard**

VP, Quality and Regulatory  
*Elephas*



**Shaun Preston**

Global Head of Advanced  
Technology & Biomedical  
Research  
*Creo Medical*



**Morris Sherwood**

Regulatory Specialist  
*Zyris*

# POLL

**What type of quality management system is your organization currently using?**

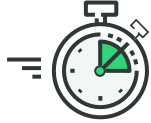
# About the Study



**Hobson & Company is a third-party consulting firm with more than 20 years of experience in helping software companies uncover, quantify and validate the key sources of value driving the adoption of new and emerging technologies.**

- Conducted 10 in-depth interviews with existing Greenlight Guru customers, testing and confirming the sources of value generated by the Greenlight Guru eQMS solution
- Built the ROI model using data collected from existing customers as benchmarks and averages, telling the Greenlight Guru value story from the voice of our customers

# Strong ROI Delivered in Three Key Value Areas



## INCREASE OPERATIONAL EFFICIENCIES

- ↓ **75% reduction**  
in time needed to set up a quality management system
- ↓ **1 less**  
FTE needed to manage quality and compliance documentation
- ↓ **50% reduction**  
in time spent on development and design documentation
- ↓ **75% reduction**  
in QA/RA FTE time spent on mandatory training



## MITIGATE RISK

- ↓ **50% reduction**  
in time spent preparing for audits
- ↓ **40% reduction**  
in number of audit findings, and 25% reduction in time to address findings
- ↓ **30% reduction**  
in time spent managing quality events



## GROW/PROTECT REVENUE

- ↓ **35% reduction**  
in time to get a new product to market
- ↑ **0.5% increase**  
in revenue with increased protection against recalls/returns

# Increase Operational Efficiencies

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**70% reduction in time** needed  
to set up a QMS

Number of FTEs **reduced by 1.0**

**50% reduction in time** spent  
on development & design  
documentation

**75% reduction in time** in  
QA/RA FTE time spent in  
mandatory training

# Mitigate Risk

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**50% reduction in time** spent preparing for audits

**40% reduction** in number of audit findings

**25% reduction in time** required to address audit findings/corrective actions

**35% reduction in time** in number of labor hours per recall/adverse event

**30% reduction in time** spent managing quality events



# Grow & Protect Revenue

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**35% reduction** in time to market

**0.5% increase** in revenue with  
increased protection against  
recalls and returns

*"With Greenlight Guru eQMS you can reduce the time needed to find and respond to issues from days to minutes, and retesting from two weeks down to one, which could be the difference in keeping a product on the market or needing to potentially hold sales or issue a recall." (Company H)*

# Q&A

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Please submit any questions in the Q&A tab  
on the right side of your screen.

# Thank You!

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The recorded session will be sent to your email.