

Medical Device Sales Integrator: Tracking Healthcare Supply Chain Data



“Medical Device Sales Integrator incorporates best practices in the healthcare industry for tracking shipments and financial approvals.”

Key Features:

- Associating opportunities to multiple shipment locations and cross-referencing them to the right Master Services Agreements and accounts.
- Automating approval workflows in Salesforce through notifications, due date and overdue triggers, and escalation procedures.
- Delivering predefined reports and dashboards help track opportunity pipelines, shipments made during the quarter and business closed by region and territory.

Medical Device Sales Integrator (MDSI), a solution from WCG available on the Salesforce AppExchange, facilitates tracking device shipments by integrating a healthcare supplier's Sales Cloud, Service Cloud and Field Service Cloud environments with back end supply chain systems. Financial and management approval processes are built into MDSI, including procedures for review and approval of product discounts, customer payment terms and credit authorizations.

When purchasing process of healthcare devices typically requires the supplier to ship inventory to numerous different locations within a hospital network, making it challenging to track and ensure that the right equipment arrives at the right location at the right time.

MDSI delivers best practices for facilitating and automating inventory scheduling and tracking across the supply chain and your customers' locations. MDSI manages the contract and purchase order approval process, assignment of devices to shipment locations, and the allocation of installation and training resources to ensure timely and satisfactory delivery of all products.

