



CASE STUDY

TERUMO MEDICAL



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ABOUT TERUMO MEDICAL

Founded in 1972, Terumo Medical Corporation is a subsidiary of Tokyo-based Terumo Corporation. Now with over 1,000 employees, Terumo Medical Corporation (hereafter Terumo) is a manufacturer of complex product lines across four business divisions: medical products, pharmaceutical solutions, minimally invasive medical systems and services for cardiac catheterization lab operations. With diverse product offerings and a complex international supply chain, regulatory compliance is a top-of-mind concern for Terumo. The manual nature of Terumo's supply chain data management presented a risk for the company. Had Terumo been audited against their data, it would have taken them a significant amount of time to gather all necessary information.

TERUMO MEDICAL & ASSENT

Prior to working with Assent, Terumo asked Einar Peters, Environmental Health and Safety Manager, to lead an in-house team tasked with addressing the gaps in the company's supply chain data management programs.

Terumo's existing supply chain data management program was largely a manual, paper-based process. New suppliers were surveyed as they came on board to gather supply chain data for regulations such as the European Union Restriction, Evaluation, Authorisation and Restriction of Chemicals (REACH) Regulation and the California Safe Drinking Water and Toxic Enforcement Act of 1986 (Proposition 65). Peters knew there had to be a more effective way to gather and manage this data, allowing Terumo to mitigate its regulatory risk while maintaining its commitment to industry-leading medical products.

Terumo Medical's Compliance Landscape

- » REACH
- » Proposition 65
- » Conflict Minerals
- » Full Material Disclosures
- » Terumo Medical Materials of Concern List

*Terumo Medical estimated they would need to hire **two to three specialized full-time staff** to manage supply chain data **internally.***

TERUMO MEDICAL'S REGULATORY CHALLENGES

Reaching out to suppliers to update data as regulations changed was a challenge for Terumo's programs, requiring significant time and resource commitment.

Peters estimated that, to do this heavy lifting for Terumo Medical's compliance programs internally, the company would need to hire two or three additional people, including someone with specific regulatory knowledge and understanding that did not currently exist in the organization.

For Terumo Medical, it wasn't just the headcount that mattered, but the caliber and regulatory expertise of the people they would have had to hire.

WHY TERUMO MEDICAL CHOSE ASSENT TO HELP MITIGATE RISK

Assent's in-house team of regulatory subject matter experts gave Terumo access to the distinct knowledge and experience needed to not only run successful campaigns, but to provide a look ahead to pending changes that could affect their products. Assent also provided a way to centralize and store all supply chain data, making it easy to create reports and fulfill customer requests.

We're getting out ahead of our risk rather than being caught behind the eight ball.

— Einar Peters

Environmental Health & Safety Manager, Terumo Medical Corporation

PROGRAM RESULTS

Since choosing Assent, Terumo has seen a significant drop in their compliance risk. Now, when faced with an audit, the company can readily demonstrate their compliance with national and international regulations with detailed reports generated by the Assent Compliance Platform.

Terumo can now quickly determine which suppliers are providing responses, which ones are not, what materials are going into what markets and if they need to source alternative materials.

Peters and team members also meet monthly with their dedicated Assent team to review campaign progress and get updates on regulatory changes.

Working with Assent Compliance, Terumo Medical Corporation has been able to centralize and automate their supply chain data management needs to better address changing regulatory needs while keeping an eye toward the future.

Contact us to learn more about how Assent can help you achieve program success.

“If you asked me what I think of Assent, it’s been a great experience for us, it’s definitely reduced our compliance risk — I would recommend it.”

— **Einar Peters**

Environmental Health & Safety Manager,
Terumo Medical Corporation

**FDA-
Regulated
Company**

**100+
Suppliers**

**20,000+
Parts**



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