



Case Study

Terumo Medical

Adding Deep Expertise
to Your Team



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 (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 management presented a risk for the company. In the event of an audit, Terumo would need a significant amount of time and resources to gather all necessary information.

Terumo & Assent

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





Terumo's Compliance Landscape

- ▶ REACH
- ▶ Proposition 65
- ▶ Responsible Minerals
- ▶ Full Material Disclosures (FMDs)
- ▶ Terumo Medical Materials of Concern List

Terumo's Regulatory Challenges

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

Terumo's Environmental Health and Safety Manager estimated that to do this heavy lifting for Terumo's supply chain programs internally, the company would need to hire two or three additional people, including someone with specific regulatory knowledge that did not currently exist in the organization. For Terumo, it wasn't just the headcount that mattered, but the fact they would have to find and hire someone with deep regulatory expertise.

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

— Environmental Health & Safety Manager,
Terumo Medical Corporation



Choosing Assent's Deep Expertise to Help Mitigate Risk

Assent's in-house team of regulatory subject matter experts provided Terumo cost-effective access to the deep knowledge and experience needed to manage successful campaigns and provide smarter insights into pending changes that could affect their products.

The Terumo team members also meet monthly with their dedicated Assent team to review campaign progress and get updates on regulatory changes. Assent also provided a way to centralize and store all supply chain data, making it easy to create reports and fulfill customer requests.

- ▶ FDA-regulated company
- ▶ **100+** suppliers
- ▶ **20,000+** parts

Working Smarter: Program Results

Since choosing Assent, Terumo has seen a significant drop in its compliance risk. When faced with an audit, the company can readily demonstrate its compliance with national and international regulations with detailed reports generated by the Assent Supply Chain Sustainability Platform.

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

By working with Assent, Terumo can now automate their supplier engagement and see deeper into their supply chain to get smarter insights into their regulatory compliance.



Growing Better With Assent

Shaped by regulatory experts and developed in partnership with our customers and suppliers, Assent is the only solution that provides the missing foundation complex manufacturers need to make cross-enterprise and cross-supply chain collaboration possible.

Assent reveals what's hidden, validates what's good, and helps eliminate unwanted surprises. With solutions from product compliance to environmental, social, and governance (ESG), Assent helps the world's most sustainable companies win.

Contact us at info@assent.com to learn how Assent can help you achieve deep sustainability.

“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.”

— Environmental Health & Safety Manager, Terumo Medical Corporation

