



New technologies and new players in the healthcare market are accelerating the speed of product development. To move at the speed of technology, traditional healthcare companies

**How do they manage changes in a dynamic regulatory environment?**

What are their policies for handling regulatory shifts, both domestically and internationally? Can they provide you with examples of successful regulatory change management in the past?

**Are they keeping pace with developments in personalized medicine?**

Make sure your partners demonstrate a solid understanding of, and readiness for, the continuing evolution of personalized healthcare. What experience do they have with connected devices and wearables? How are they organizing and hiring for the new healthcare market?

**Are they up to date with 3D printing technology for medical applications?**

In addition to enormous time and cost savings, 3D printing is enabling healthcare companies to create products that have never been seen before. Does the partner have a defined strategy for maximizing the potential of additive technology for product design and development?

**Can they manage data while protecting patient privacy and data security?**

IoMT devices potentially expose not only the patient's data to risk, but the patient themselves. What's your partners strategy for incorporating the very latest in medical device security? What have they done to secure data and protect against hackers or other privacy threats?

**Do they maintain sustainability protocols and standards?**

What is their record on sustainability? Do they have policies and proven procedures for reducing waste and improving environmental standards?

For more on the risks and opportunities that come with new technologies, download our point of view paper, "It's About Time!"

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