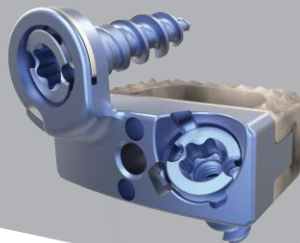


Choice Spine Data Analysis

John Bull
Preston Dishner
Nathan Howell
Ryan McMurray



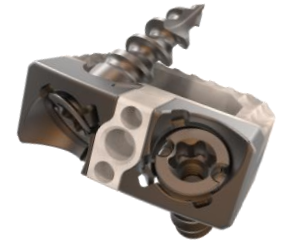
Agenda

- Recommendations
- Assumptions
- Analysis & Insights



Recommendations

1. Change The Expected Consignment Frequency Usage To Once A Quarter (3 Months).
2. Create A Penalty For Customers That Do Not Reach The Updated Consignment Agreement. The Customer Must Either Send The Set Back, Or Pay The Penalty.
3. For N090, Either Decrease The Number Of Sets Or Do Not Increase The Inventory Of That Set For Now.



Assumptions

- We assume a Sales Document Order contains the implants/instruments needed for a single procedure.
- We define an individual set being used as a unique combination of Set ID and Sales Document Order appearing in the data.
- We assumed that the 3 or 4 digits at the end of the Set Description identified a physical set for inventory purposes. For example, a set description of "TCI-012" and "TCI-013" are assumed to both be TCI sets and 012, 013 are assumed to be inventory markers to identify specific sets.



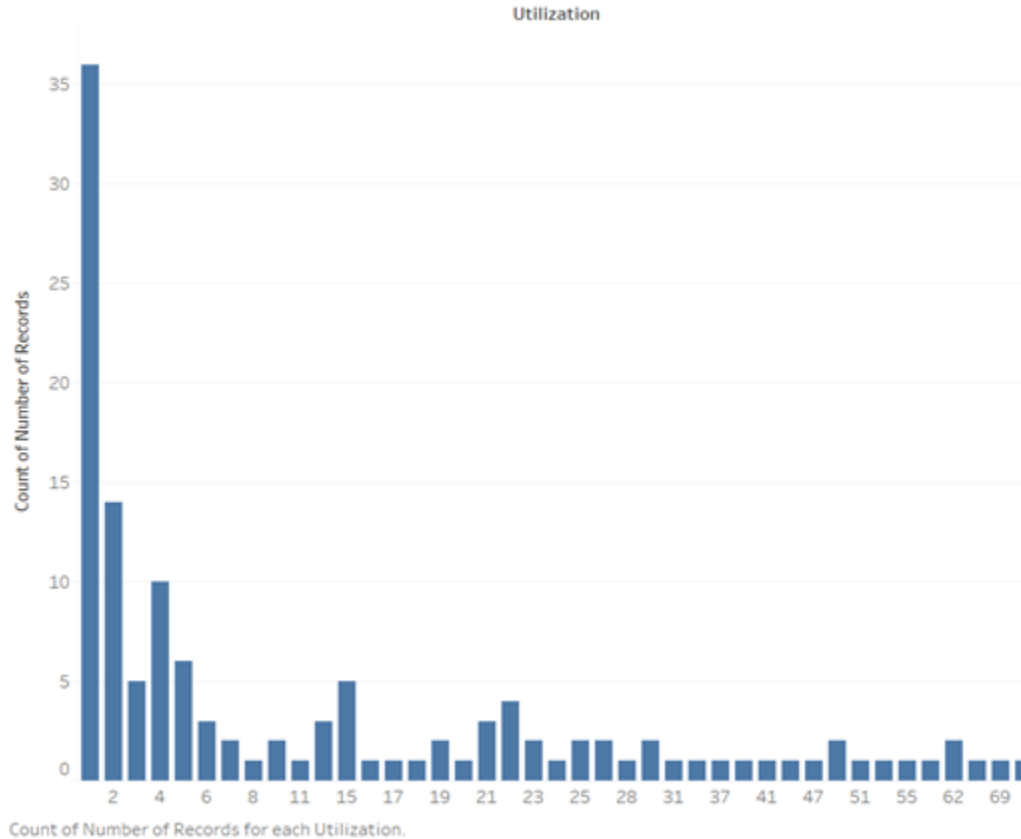
Utilization

- The 10th, 50th, and 90th percentiles for total set utilization are 1, 2, and 21.5.
- The 10th, 50th, and 90th percentiles for consigned set utilization are 1, 4, and 41.2.
- Only 8.5% of Individual clients using a single consignment set meet a 2 turns per month usage threshold.

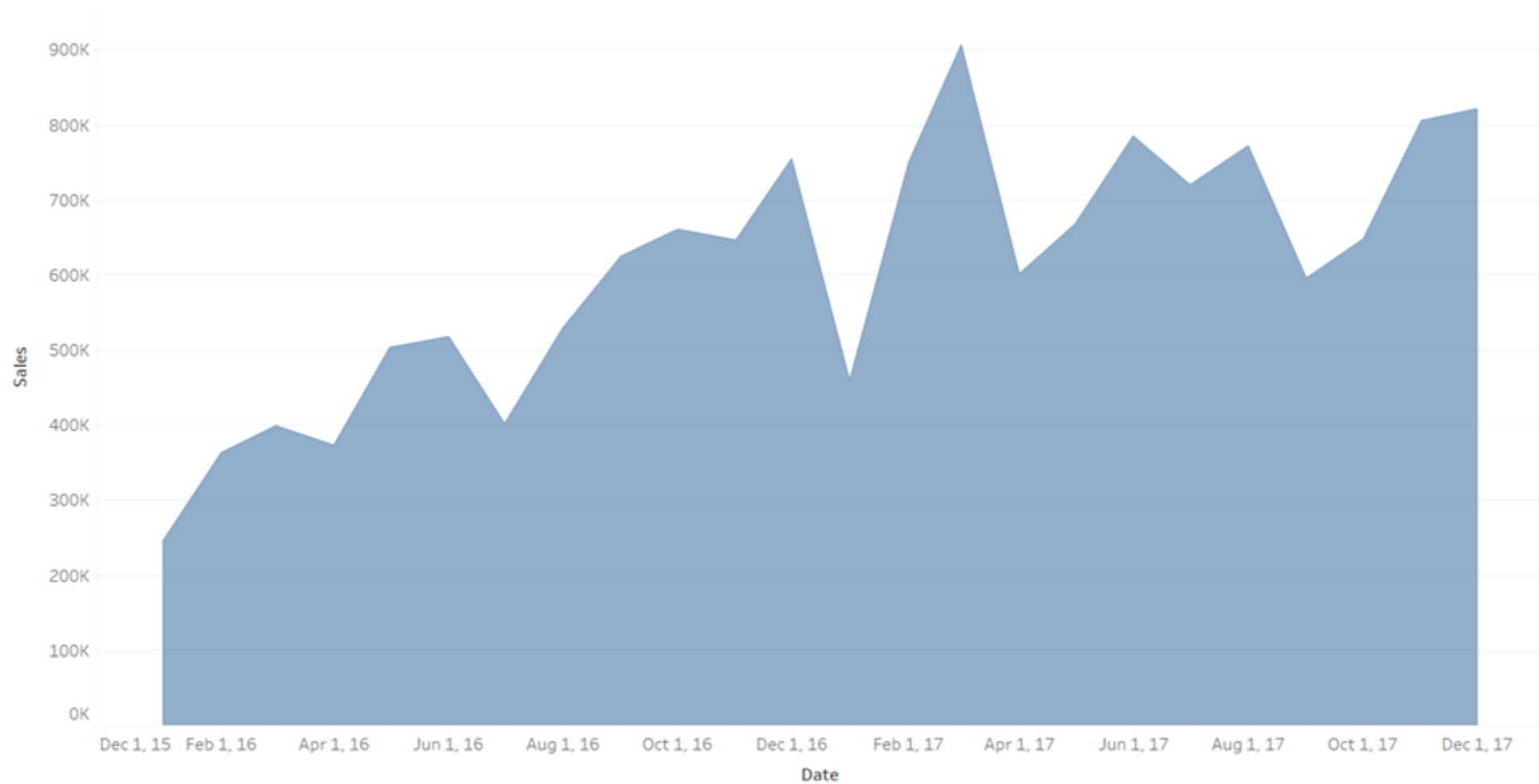




Consigned Set Utilization

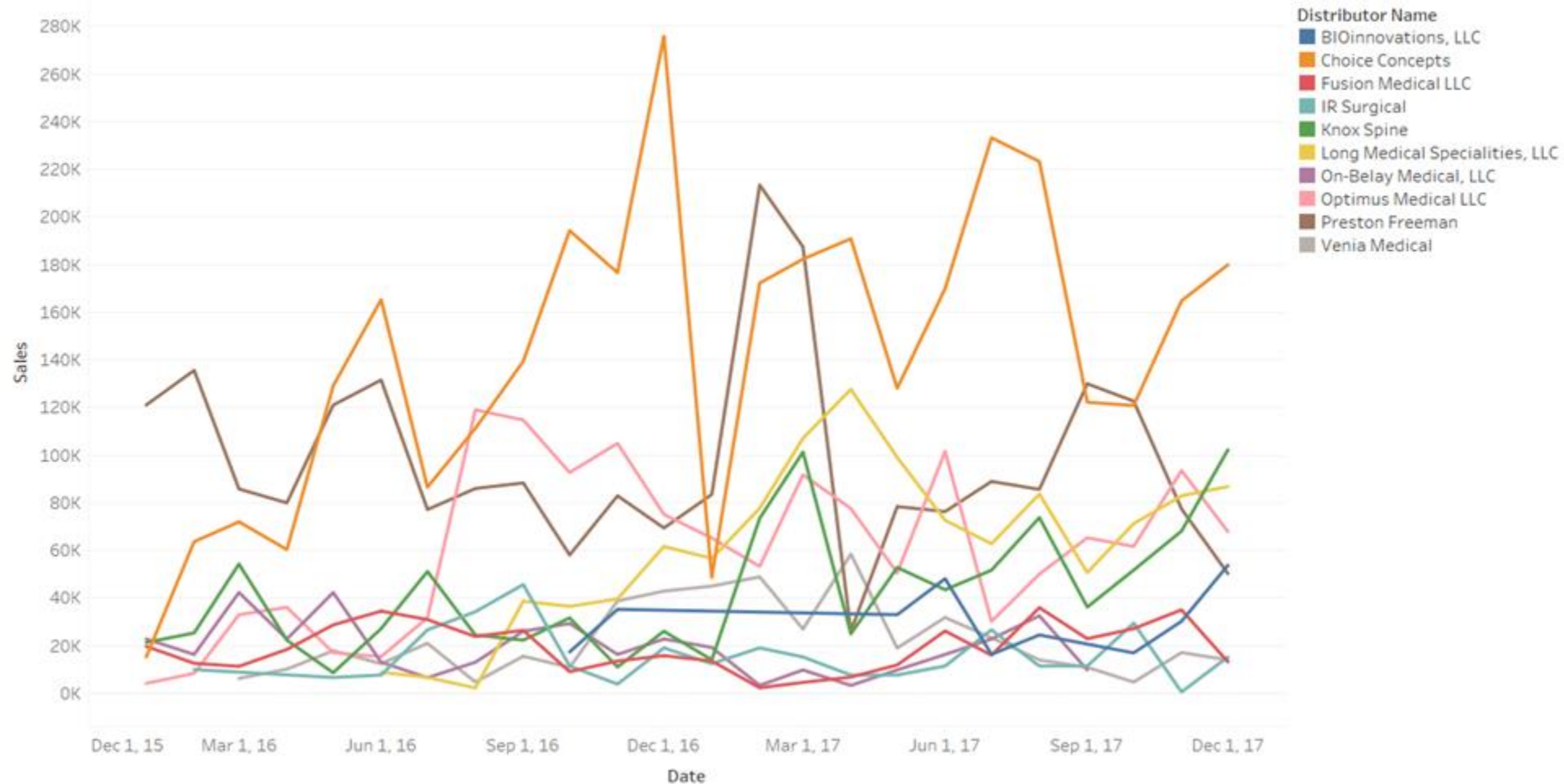


ChoiceSpine Sales



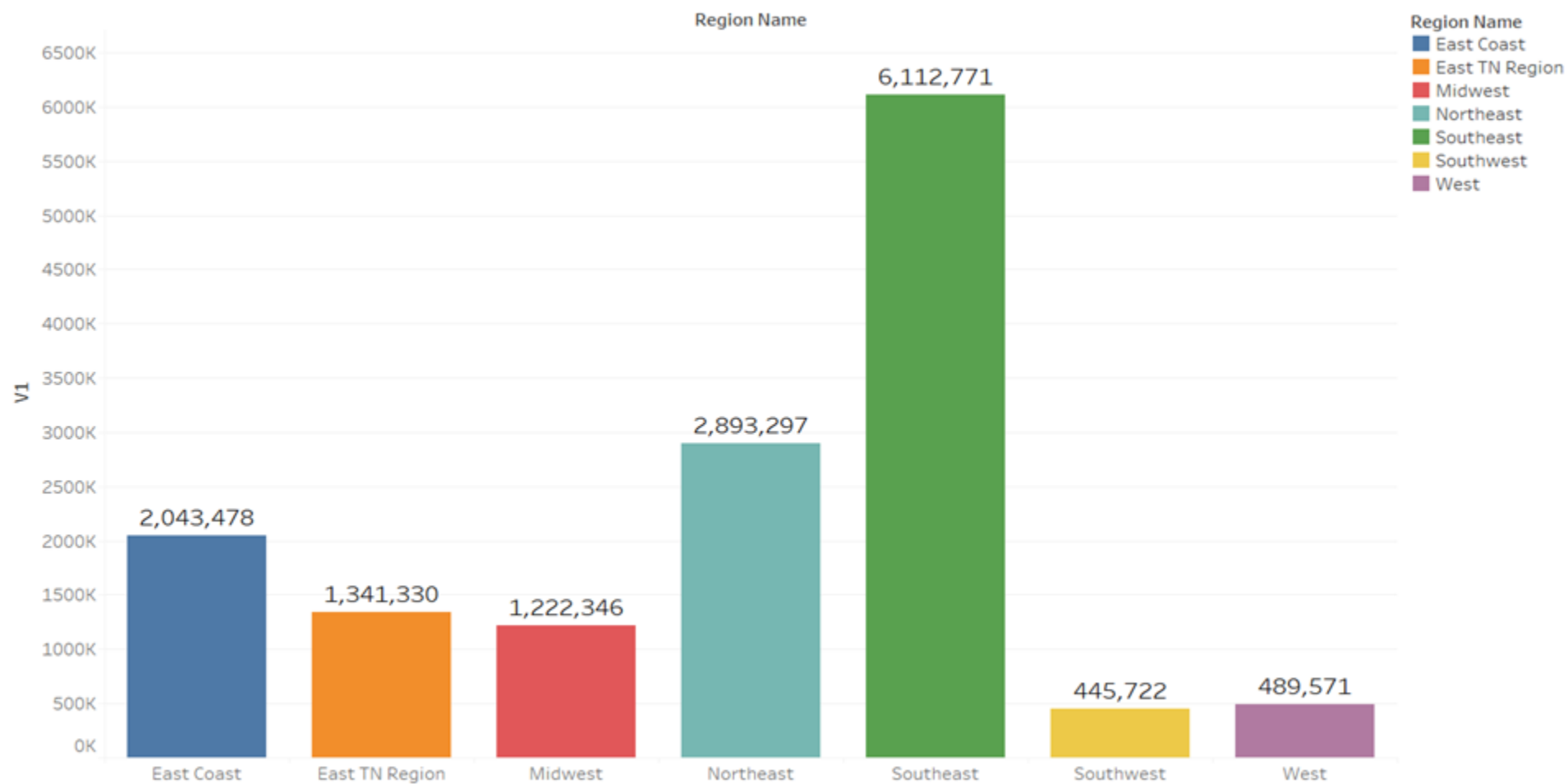
The plot of sum of Sales for Date.

Sales By Top 10 Distributors



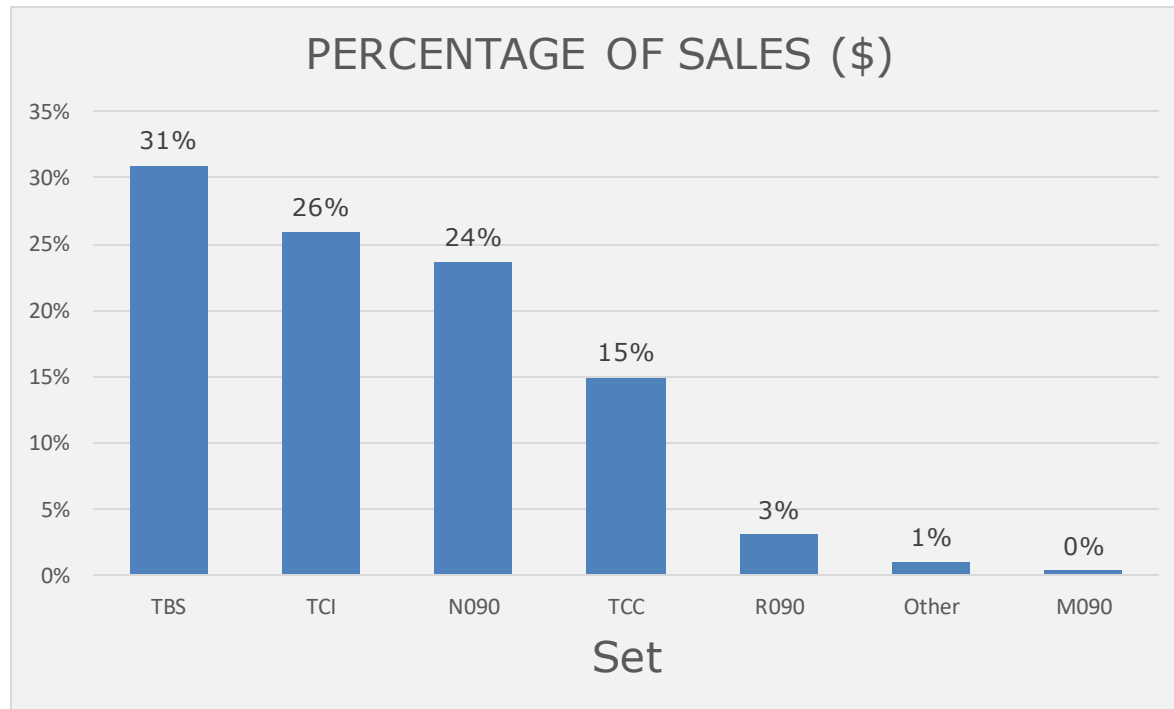
The trend of sum of Sales for Date. Color shows details about Distributor Name.

Sales By Region

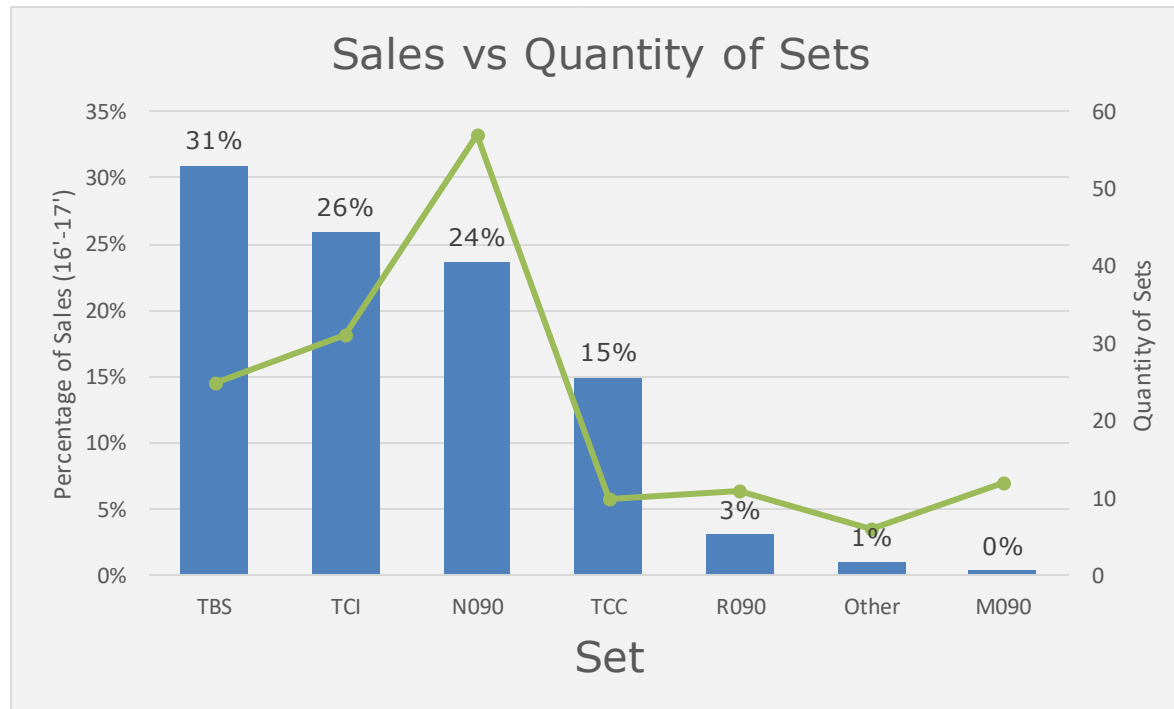


Sum of v1 for each Region Name. Color shows details about Region Name. The marks are labeled by sum of v1.

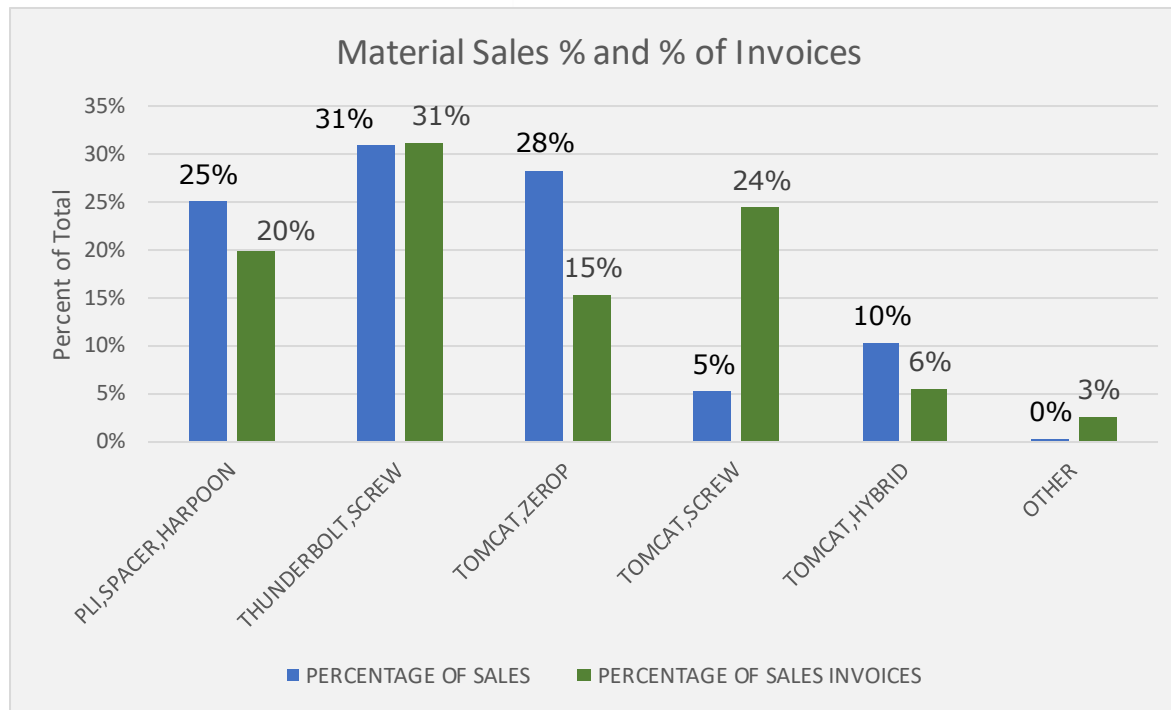
Interesting Insights - Inventory



Interesting Insights - Inventory



Interesting Insights - Materials

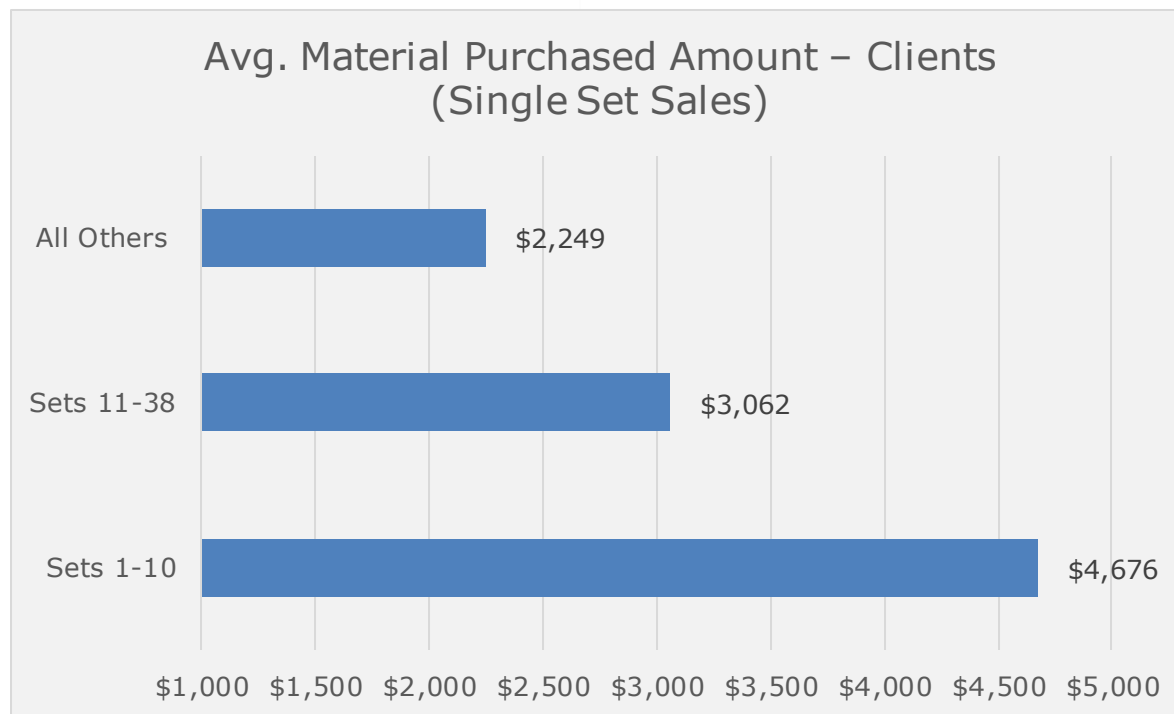


Interesting Insights - Clients

- 38 Clients Have Used A Single Set That Has Contributed Over \$100,000 In Sales.
 - 9 Contributed Over \$300,000
 - 3 Contributed Over \$600,000
 - Largest Contributed \$977,523
- What Makes These Clients Different?



Interesting Insights - Clients



Recommendations

1. Change The Expected Consignment Frequency Usage To Once A Quarter (3 Months).
2. Create A Penalty For Customers That Do Not Reach The Updated Consignment Agreement. The Customer Must Either Send The Set Back, Or Pay The Penalty.
3. For N090, Either Decrease The Number Of Sets Or Do Not Increase The Inventory Of That Set For Now.



Questions?

