




Purposeful.  
Agile.  
Innovation.



# LTTS Proposition for **End to End Sustenance Partnership**

**Somshekhar Umadi June 2025**

Delivery Head



# Agenda

---

**01**

**Market Demands shaping Sustenance Engineering**

**02**

**Transformative Programs driving Outcomes**

**03**

**Joint Exploration & Funnel Development**

**04**

**CoE Execution Approach**

**05**

**Success Stories**

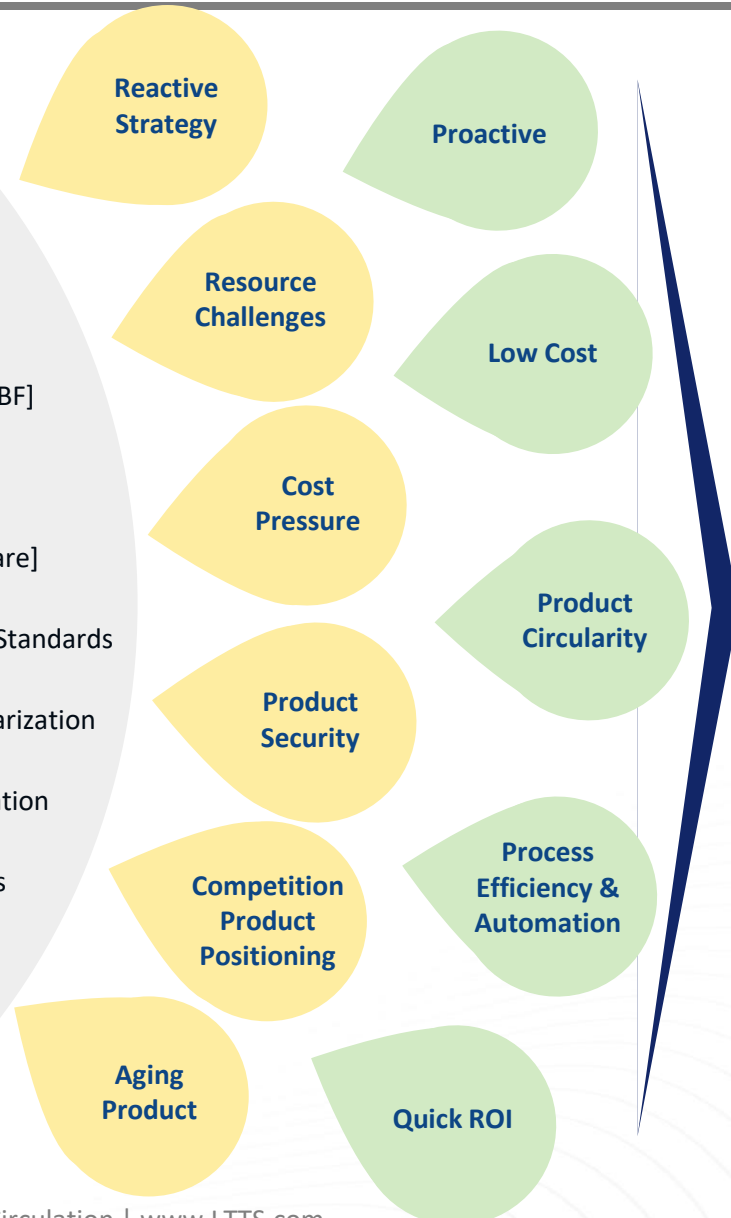
# Market Demands shaping Sustenance Engineering

## Market Drivers

- Product Obsolescence
- Mergers & Acquisitions
- Supplier / Plant Consolidations
- Cost Optimization
- Rapid Digital Tech Advancements
- Evolving Regulatory Landscape
- Geopolitical Factors

## Prioritization of Sustenance Engineering

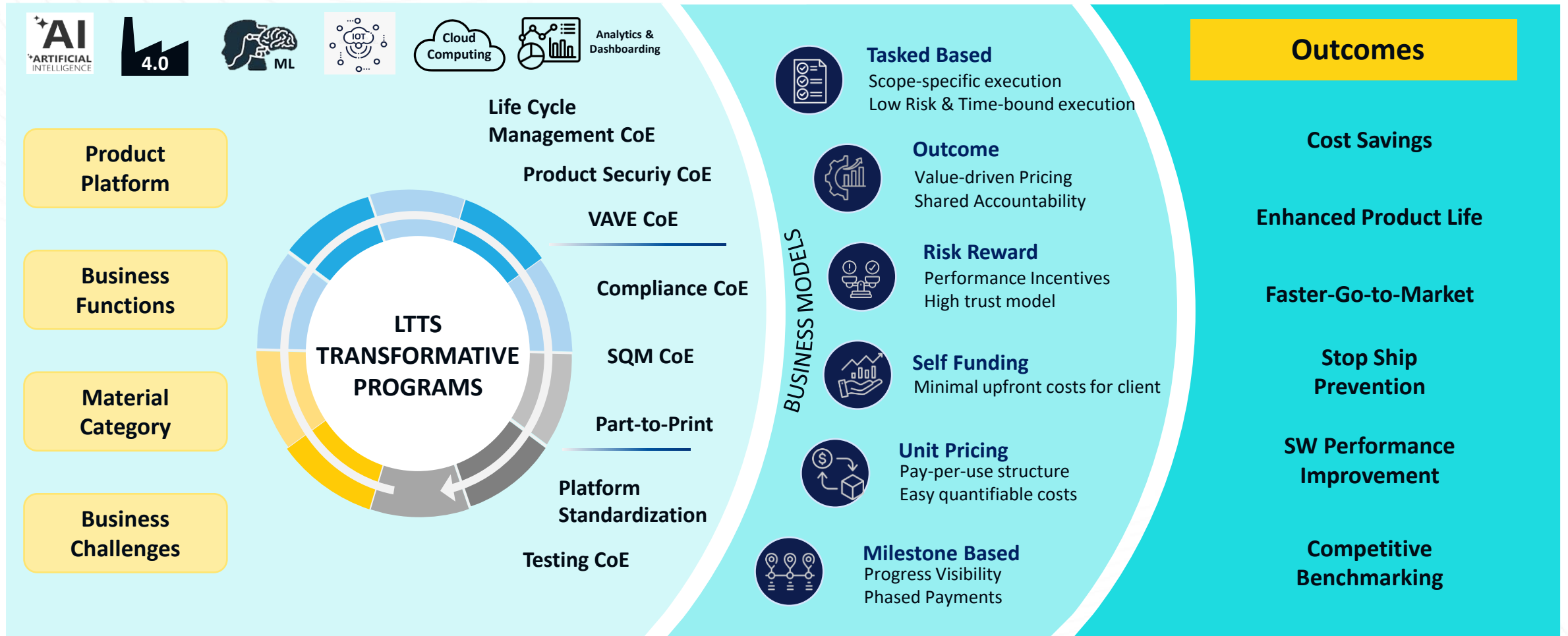
- Mid / End of Life Support
- CAD / ECM Support
- Unit / Automated Testing
- Simulations [FEA, CFD & MTBF]
- Security Testing & Fixes
- Simulators [Fixture & Software]
- Compliance – Regulatory & Standards
- SKU Rationalization/ Modularization
- Mfg. / Process / SC Optimization
- Value Engg. & Value Analysis
- Value Market Expansion
- Life Cycle Assessment



## Transformative Program Drivers

- Product Platform
- Business Functions
- Material Category
- Business Challenges

# Transformative Programs driving Outcomes



Enablers

LTTS Labs & Infrastructure

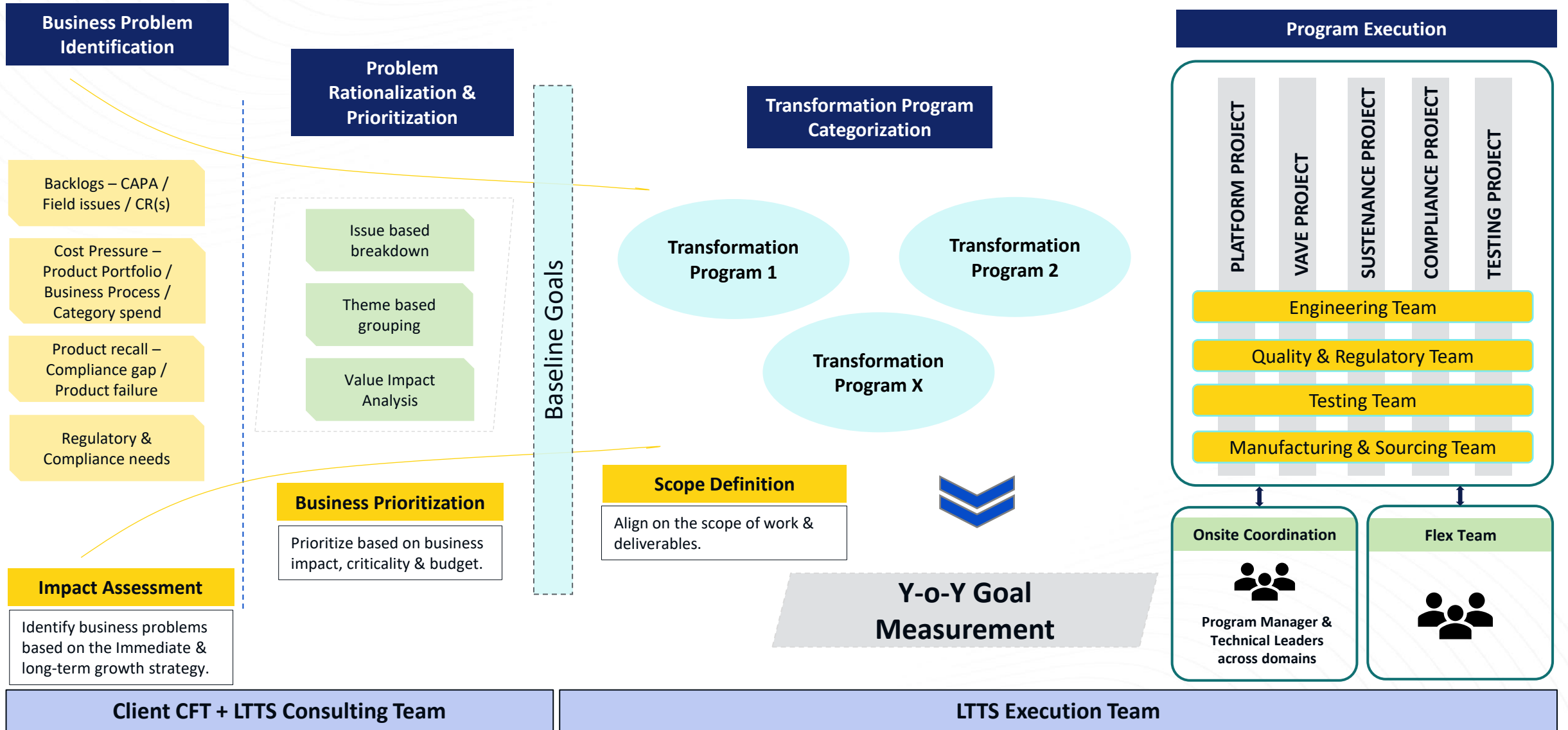
Partnerships with Hospitals & Academia

LTTS Solutions & Accelerators

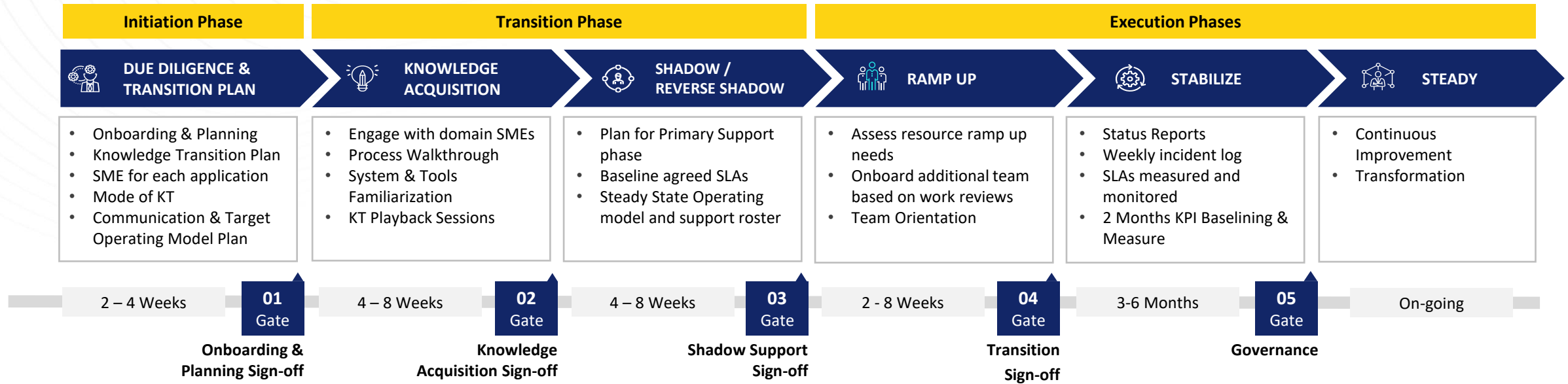
Technology Alliances & Partnerships

LTTS Support Functions

# Joint Exploration & Funnel Development



# Execution Approach



### Operational Readiness & Infrastructure

- ✓ Tools & Systems access
- ✓ SOPs and Workflows Finalization
- ✓ Any Labs or specialize equipment needs
- ✓ Assessment to identify any gaps in readiness

### Knowledge Management & Productivity Improvement

- ✓ Ongoing documentation & Repository creations
- ✓ Periodic Knowledge sharing sessions
- ✓ Feedback loops & Continuous Improvement
- ✓ Productivity Improvements through automation

### Quality Assurance & Risk Management

- ✓ Defining Quality Metrics
- ✓ Review Mechanism & Audit Processes
- ✓ Dashboarding & Analytics
- ✓ Proactive Risk Identification & Mitigation measures

**3 Tier Governance & Performance Management**

**Organizational Change Management**

**LTTS Support Functions**

Quality & Regulatory | IT | HR | Admin | Workplace & Logistics | LTTS-GEA Academy



## PLATFORM

### VAVE / Cost Optimization



Concurrent VAVE - Robotic Assisted Surgical System



3+ Years



300+  
Ideas Generated



~32% Savings by Design,  
Manufacturing and Sourcing



Risk Reward  
Costing



90% LTTS  
Ownership



## COMPLIANCE

### Change Management



Engaged with Top 5 Med.  
Tech.



13+ Years  
10000+ Changes



ECO/ECR, Change Mgmt.,  
Product Versioning, Prod  
Obsolescence, PPAP / SCR



~30% Savings



T&M, Unit Pricing



80% LTTS  
Ownership

## SUSTENANCE

### Part to Print



Industrial CT Scan |  
Metrology Inspections



3+ Years



Legacy Design Remediation |  
Part Inspections & Tool  
Qualification | Supplier transfers



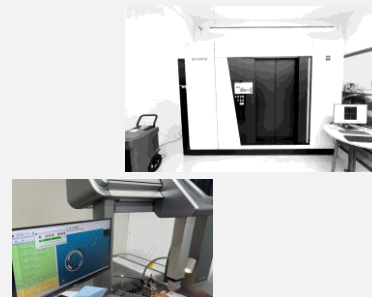
40-60% Savings



Unit Billing



95% LTTS  
Ownership



## SUPPLIER MANAGEMENT

### Mid / End-of-Life Support



Surgical Devices



10+ Years



Prod level ownership



Prod Sustenance | Rationalization  
| Field failures | Obsolescence



Fixed | T&M billing



75% LTTS  
Ownership

## VERIFICATION & VALIDATION

### LCA / Sustainability



Life Cycle Assessment  
Re-engineering



2+ Years  
1000+ assessments



Green packing and  
labelling



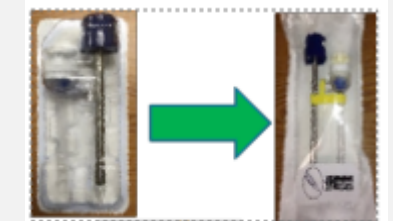
Environmental Impact –  
ISO14040 / 14044 |  
Digital Product Passport



Unit Based Pricing



90% LTTS  
Ownership





## VAVE

### Value Engineering



Hematology Devices



14+ Years



700+  
Ideas Generated



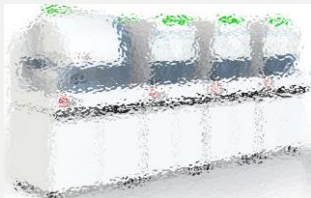
\$32+ Mn  
Savings Delivered



Self-Funding



90% LTTS  
Ownership



## COMPLIANCE

### Device Master Records



Pathology & Hematology  
30+ Unique devices



10+ Years



EU / US FDA / SFDA



Business Continuity



Outcome based



90% LTTS  
Ownership

## OBSOLESCENCE

### Obsolescence Management



Across - Business Unit



15+ Years



2000+ parts  
annually



Custom Solution  
~\$21 Mn saving thru CoE



Unit Price

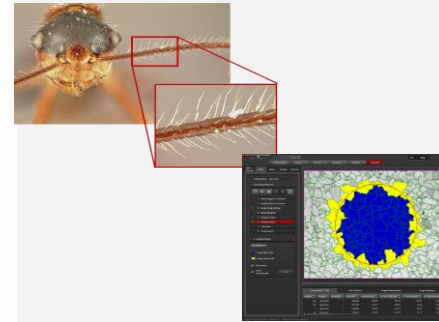


80% LTTS  
Ownership



## SOFTWARE SUSTENANCE

### Software Sustenance



Digital Microscope



14+ Years



Bug Fix | Feature | Testing | UI  
| Image Processing



EDoF IP development  
\$70+ Mn saving thru CoE



IP licensing + T&M



90% LTTS  
Ownership

## VERIFICATION & VALIDATION

### Verification & Validation



Lifesciences Lab  
Instruments



13+ Years



6 Products | 2 s/w release  
annually | Automation



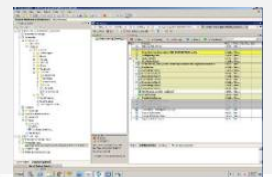
24 x 7 support  
\$160+ Mn savings thru CoE



Fixed Price



90% LTTS  
Ownership





## PLATFORM

### Connectivity Platform



Ambulatory Care  
Platform



3+ Years



Post Hospitalization Monitoring  
| Personalized Healthcare



Reduced Cost of care |  
Data driven Patient insights



Outcome Based



80% LTTS  
Ownership



Supporting out-of-hospital  
device, software and services  
solutions which offer acute  
diagnostic monitoring, remote  
patient monitoring, and therapy  
monitoring.

## COMPLIANCE

### QARA & Global Complaints Handling



QARA & Complaints  
Handling



5+ Years



Post Market Surveillance  
| CAPA | Complaints  
Handling | Vigilance Reporting



\$5 Mn Savings



Unit Based  
Pricing



100% LTTS  
Ownership

## SUSTENANCE

### Sustenance Support



Health Monitoring  
Device



5+ Years



Field Issue | Design Changes |  
Feature Enhancements



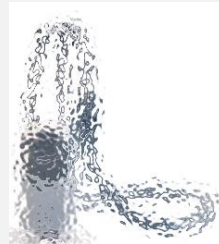
Faster Time to Market



Outcome Based



100% LTTS  
Ownership



## SUPPLIER MANAGEMENT

### Supplier Audit



Global Supplier Audit



6+ Months  
Visibility for 2 Years



30+ Countries | 400+  
Suppliers | EUMDR | FDA |



On time Audit Compliance



Outcome Based



100% LTTS  
Ownership

## VERIFICATION & VALIDATION

### Verification & Validation



Automated External  
Defibrillators (AED)



10+ Years



E2E System/Functionality |  
2 variants (BLS , ALS)



Minimal Defect Leakage &  
Premarket Approval Support



T&M, Outcome



80% LTTS  
Ownership



# LTTS: Simplifying Complexity, Amplifying Productivity

**Delivering measurable Cost Savings  
through Smart Engineering  
& Operational Excellence**





Purposeful.  
Agile.  
Innovation.



**Thank You**