

Transparency, Infinite Game And Efficiency:

The business view of STS MEDICAL GROUP

There is a new world order which is reshuffling our lives and that we do not completely understand, covid 19 acted as a catalizator to deteriorate world supply chains and making costs skyrocketing (such as energy and raw materials), a new world which is heavily impacting all our lives.

“We are all feeling the pain of this perfect thunderstorm therefore everyone must behave at its best, everyone needs to be the best you!” (do whatever you can might looks insignificant but it is not)

This is a comment from Augusto Orsini, STS Medical Group CEO -one of the few European manufacturer of Customised pack and recognized leader in transparency.

We at STS, as European manufacturer, had to face extreme challenges (cost increase and products availability) where we could have taken a short term monetary benefit, speculate on this dramatic scenario but let me proudly claim that STS organization did not pursue any easy gain, till we could. Instead we consciously protected historical consumption of our long term customers ensuring product availability and giving up easy money some

competitors in the market were keen to pay STS for sourcing critical items as surgical gowns.

STS could stick to its transparent long-term approach thanks to the entrepreneurial and courageous strategic vision to keep the most of its production in Europe in its 3 manufacturing facilities (in Germany and Bulgaria) and its 3 warehouse service center (Germany, Italy and Bulgaria). This responsible approach clearly came at a cost that health care procurement departments too frequently forget when drafting tender procedures.

At STS we live our work as a long-term mission to improve healthcare providing efficiency and transparency. In order to be consistent with our vision we invested more than 1mm€ in transparency through last few years to ensure transparency becomes a market standard.

We focus on redefining a benchmark label that we upgraded further at the beginning of 2022 with new information available for all our customers. In this once more improved label are clearly highlighted information such as country of origin of each components assembled in our custom pack as well as

its risk class.

The STS way to leave and build transparency it is not just a “modus operandi” but has become the way to be for all our “almost 1.000” employee across Europe.

The product label has become the story telling of our kit, to learn easily about its history and to avoid hidden changes that have become a poor standard practice for some players.

This transparency attitude has been translated into a clear “agreement” with all of our customers for a responsible way to stay in the market and serve efficiently and safely healthcare providers, commented Orsini.

All stakeholders get benefit from this ethical and long-term vision, in fact:

- Distributors can guarantee their customers the highest quality and full traceability;
- Hospitals adopt high quality and safe components, easy to trace avoiding hidden changes;
- Nurses and doctors can check all components details and avoid unwelcome and risky surprises;
- Patients feel protected toward a transparent procurement process.

This “long term, which we like to define as infinite game” represents the entrepreneurial value which is the pillar of STS, a European Group with manufacturing facilities in Germany, Italy and Bulgaria.

STS employee almost 1.000 employee that every day are committed to strive for providing the best products and service to our customers aiming to re-design hospital procedures through efficient solutions which can improve working conditions of doctors and nurses while delivering efficiency in surgical procedures and ensuring the optimal quality to patients.

