

## **AMMI chairman: We adhere to world class quality management**

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The Association of Malaysian Medical Industries (AMMI) consists of leading medical device manufacturing companies in the medical technology industry. AMMI provides a single-minded approach to grow the medical device industry by focusing on strategic initiatives in promoting manufacturing and operational excellence, talent development, support market driven innovation and R & D processes and promote opportunities for developing viable shared services.

Mr Hitendra Joshi, management consultant at B Braun Medical, Malaysia, and chairman of the Association of Malaysian Medical Industries (AMMI), speaks about the association's activities, achievements and plan of action for the next two years

**What is the total number of members of your association? What is the eligibility to become a member of your association?**

AMMI consists of 44 leading medical device manufacturing companies in the medical technology industry in Malaysia. The criteria for membership are that any corporation, company, firm, business, or government organization may apply to become a full member if certain criteria are met.

The firm should be a registered legal entity in Malaysia, it should be involved in the manufacture of medical devices in Malaysia or be a key supplier of raw materials and/or services directly related to the manufacture of medical devices in Malaysia and the firm should have established and implemented a quality system.

**What is the number of MNCs and domestic companies in the industry? How many new domestic companies have been formed in the last two years?**

There are currently more than 180 medical devices manufacturers in the country including major multi-national companies (MNCs). The MNCs in Malaysia are mainly involved in the production of higher value products such as orthopaedic products, surgical instruments, medical electrodes, safety intravenous cannulae, pacemakers, defibrillators, dialysers and ophthalmic lenses. The domestic companies are engaged in the production of medical gloves and other medical disposable products.

**What are AMMI's major focus areas? Could you elaborate on the major developments of the last two years?**

Our main focus areas include manufacturing and operational excellence, talent development, innovation and R&D and shared services. In the past two years, AMMI successfully influenced the enactment of Medical Device Act in Malaysia 2012. We have also pioneered the graduate training program to support the growth of medical device industry. Furthermore, AMMI supported the government initiative to make medical device sector as the National Key Economic Area (NKEA). The last year has also seen major industry-related policy developments. The medical device sector was been designated as NKEA in 2011 under the Economic Transformation Programme and the Medical Device Act also got enacted in 2012.

**How is AMMI helping the industry to deal with hurdles? What is the plan of action of the association for the next two years?**

The association has a good working relationship with all government departments whenever there are challenges faced by the industry. AMMI strategy until 2015 regarding manufacturing and operational excellence will be to promote and strengthen best in class manufacturing operations in Malaysia; and identify and promote appropriate processes, structures, policies and support required to facilitate manufacturing and operational excellence. In talent development, we will support continuous development of a skilled and adaptable workforce; increase awareness of opportunities in the medical technology sector for graduates; and facilitate transfer and sharing of knowledge within our industry.

In the domain of innovation and R & D, we will promote and support market driven innovation and R & D processes; support R & D and commercialisation opportunities by developing new capabilities and synergies between industry players, academia and clinicians; and align industry support and objectives of member companies towards innovation and research. In shared services, we will identify potential for shared services within the medical devices industry and promote opportunities for developing viable shared services.

**What is the market size of the medical device industry in Malaysia? How much revenue have AMMI's members generated in the past two year? Who have been the top 5 performing companies of the association?**

Based on the available data, total market size is RM3.6 billion for medical device sector. Based on the latest 2011 survey of 26 members, total revenue was RM4.9 billion. All AMMI member companies share a common commitment to quality and are reputable international and local firms that strictly adhere to the world class quality management system codes laid down by governmental agencies.