

MedTech Distributor Acquisition and Supply Chain Integration

THE SITUATION

J&J's Supply Chain Deliver division identified strategic distributor acquisitions as a priority to expand MedTech distribution reach and capability. Integrating acquired distributors into an existing, complex supply chain infrastructure required careful orchestration — operational, systems, and organizational integration all had to proceed without disrupting live customer service.

WHAT WE DID

Led the acquisition, merger, and integration of select distributors for J&J Supply Chain's Deliver division. Coordinated across legal, operations, IT, and commercial functions to execute integration milestones. Managed stakeholder alignment and transition planning to ensure continuity of customer service throughout the process.

OUTCOME

Successfully integrated acquired distributors into J&J's MedTech supply chain, expanding distribution capability and reach for the Deliver division.