

# CUSTOMER VALUE LEADERSHIP



## Best Practices Criteria for World-Class Performance



**Business  
Impact**

*Financial Performance*

*Customer Acquisition*

*Operational Efficiency*

*Growth Potential*

*Human Capital*



**Customer  
Impact**

*Price/Performance Value*

*Customer Purchase  
Experience*

*Customer Ownership  
Experience*

*Customer Service Experience*

*Brand Equity*

## The company demonstrates a strong overall performance

“The Global Customer Value Leadership Award in the medical devices connectivity industry is awarded to S3 Connected Health.

S3 Connected Health is a strong global player with robust revenue contributions. S3 Connected Health is the partner of choice for companies, starting from the conceptual stage to design, development, clinical trials, regulatory approvals to market launch, product commercialization, and market expansion.

The company's team of experts works quite closely with its customers to assess their products' technical and regulatory needs to help them design solutions that chart a robust path-to-market strategy.

- Bhaskar Vittal, Industry Principal

**In the half-century since its founding, Frost & Sullivan has become a widely recognized leader in the growth consulting industry - A Global Growth Partnership Company.**

## Best Practices Award Recognition

Best Practices Awards recognize companies demonstrating outstanding achievement and superior performance. The Customer Value Leadership Award recognizes the company that offers products or services customers find superior for the overall price, performance, and quality.