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HENRY SCHEIN INC. SWOT & PESTLE ANALYSIS

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Company Name : Henry Schein Inc.

Company Sector : Dental and Medical Product and Service Provider

Operating Geography : United States, North America, Global

About the Company :

Henry Schein, Inc. Is an American trader of health care products and services with an existence in 32 countries. The company is headquartered in Melville, New York, US. In 1932, Henry Schein who was a graduate of Columbia University borrowed \$500 and opened a pharmacy in Queens, New York. In 1960, the company expanded its dental supplies and by 1980s, 10 percent of the dental-supply market was held by Henry Schein. In 1997, the company agreed to buy Sullivan Dental Products Inc. for approximately \$318 million. This made Henry Schein, the largest distributor of dental equipment and supplies in the world. Dentrrix Ascend which is a scalable system is a Henry Schein's cloud-based software designed for dental offices. Its interface was constructed to be intuitive and the company works with users to include features required in dental offices. The company announced a strategic arrangement with Cardinal Health in 2019. Henry Schein also produces software which is used in veterinary practices build to improve communication and data management including the online cloud-based application. The Ethisphere Institute has recognised Henry Schein as the World's Most Ethical Company. On March 2022, Henry Schein announced that a new version of Jarvis Analytics, its market-leading dental analytics platform for dental service organisations (DSOs), is now available for private practises. Jarvis Analytics for Private Practices, which debuted at the Chicago Midwinter Dental Meeting, assists dental teams in maximising data in order to make more informed, strategic decisions that impact operational success.

Henry Schein's Unique Selling Proposition or USP lies in being ranked number one in its industry for social responsibility by Fortune Magazine. The company's mission statement reads, "To provide innovative, integrated health care products and services and to be trusted advisors and consultants to our customers enabling them to deliver the best quality patient care and enhance their practice management efficiency and profitability."

Revenue :

US\$ 12,401 million - FY ending 26th December 2021 (y-o-y growth 22.6%)

US\$ 10,119.1 million - FY ending 25th December 2020

SWOT Analysis :

The SWOT Analysis for Henry Schein Inc. is given below:

Strengths	Weaknesses
<ul style="list-style-type: none"> 1.Largest provider of healthcare solutions 2.Unique combination of diversified business through IT services 3.Providing affordable yet agile solutions to medical practitioners with limited resources 4.Expertise in using multiple mediums of sales and marketing 5.Value addition to consumers through service support apart from sales 6.Focus on affordable yet swift and smooth customer support 	<ul style="list-style-type: none"> 1.Higher dependence on dental solutions 2.Monumental law violations scrapping profit
Opportunities	Threats
<ul style="list-style-type: none"> 1.Fresh opportunity for healthcare services to in Covid era 2.Growth of aging population and cost optimization of medical expenses promotes distribution 	<ul style="list-style-type: none"> 1.Competition from peers and manufacturers 2.Decline of patients' turnover due to Covid

PESTLE Analysis :

The PESTLE Analysis for Henry Schein Inc. is given below:

Political	Economical
1.Uncertainty of the existence of Health Care Reform Law 2.Uncertain global political conditions could have negative impact on the company's operating results	1.Dependence on seasonality in earnings and inventory management
Social	Technological
1.Supporting the medical fraternity through its supply network in pandemic	1.Implementing E-commerce for customer acquisition 2.Promoting data driven online treatment of patients
Legal	Environmental
1.Increasing regulations related to the rights to trade medicines and equipment 2.Antitrust lawsuit filed against Henry Schein 3.Regulations and compliances related to data protection laws	1.Inducing environmental sustainability for customers in a SmartWay

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