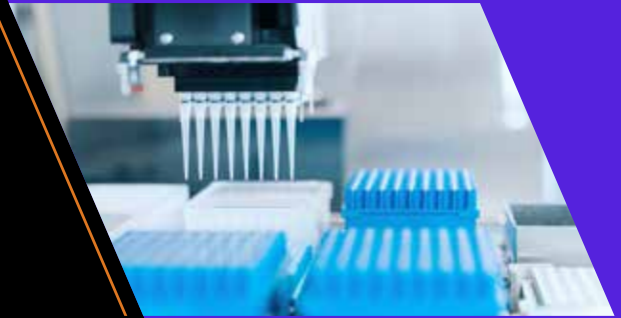




## How a Fortune 100 Medical Device Company Reduced Expenses and Improved Time to Market by Implementing Automation



“ We reduced the time to market by 12 – 18 months by using Ascential's business model of combining automation with device production under one roof. ”

**68%**

Reduction in expenses

**12-18 months**

Saved by using one vendor

### Customer Profile

**60,000+ products produced over several brands**

**90,000+ employees worldwide**

A world-renowned Fortune 100 company known for medical devices and adhesives had a problem—they needed to automate their manufacturing process so they could scale their production. They wanted to reduce costs and get products to market quickly to maintain a competitive advantage.

Thanks to a partnership with Ascential Medical & Life Sciences, this company was able to fully embrace automation, which resulted in a seamless workflow from the assembly line, to pouching, packaging, and delivery. This new process operates with precision and efficiency, reducing the room for error and increasing the speed of production.

Rapidly implementing automation has resulted in cost savings as well as an improvement in time to market. The company has been able to reduce production expenses by 65% while getting to market 12-18 months faster.

## Challenge

When the company's team got in touch with Ascential, they were facing a significant challenge. They needed to improve how they manufactured and scaled clinical products for commercial use and beyond.

Time was of the essence, as well. They not only needed to automate and improve complex manufacturing products, but they also wanted to do so quickly so they could bring their products to market.

But there wasn't a straightforward solution, as the company's products are custom-built and extraordinarily complex. This meant that the team needed to create a new manufacturing process that leveraged automation and other state of the art technologies. Although the company had substantial resources, the team recognized they needed to bring in experts to realize their goal.



## Solution

The company partnered with the knowledgeable and experienced team at Ascential to bring automation to their product lines. Ascential Technologies provided high level strategy, guidance, and executional support as the company embraced automation.



To achieve the company's vision, planning was key. Ascential encouraged the client to embrace Good Manufacturing Practices (GMPs) as they streamlined their approach to medical device production. Adhering to these standards ensures consistent quality and safety in every product, while also reducing the risk of recalls and compliance issues.

This new process for the production line leverages state-of-the-art technology such as lasers, robots, and servos. These technologies, used in combination, resulted in a seamless workflow, ushering products from the assembly all the way to delivery. The process, which consists of about 8 steps, is operated with precision and efficiency, reducing the room for error and increasing the speed of production.

The partnership didn't end with manufacturing. Ascential also provided specialized services that addressed HIPAA compliance, ensuring the secure handling and transportation of products.

This comprehensive approach to automation allowed the company to deliver high-quality medical devices quickly and at lower costs, helping them remain at the forefront of the medical manufacturing industry.

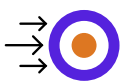
## Results



### A single provider streamlined the process

Rather than working with many vendors across different disciplines, the company chose to work solely with Ascential. Working with a single, end-to-end integrated vendor streamlined the process, as managing multiple vendors introduces complexity and risk that can potentially lead to delays and higher costs.

In the manufacturing sector, in particular, miscommunication or logistical hiccups can result in production delays, reduce quality and impact the time-to-market of a product. The company's choice to work with a single vendor who understands complex medical device manufacturing along with having advanced capabilities in production line development, supply chain, regulatory & quality control, as well as the requirements of GMPs, eliminated these hurdles.



### A 12-18 month improvement in speed to market

Time is of the essence when it comes to commercializing a medical device.. The sooner you can get to market, the better. Ascential was able to help the company simplify communication, lower their operational costs, and allow for the efficient transfer of technology.

Ultimately, the single-vendor model can lead to a reduction in time-to-market by facilitating a smooth, efficient, and compliant production process. Proving just how effective this model can be, the company was able to get to market 12-18 months faster than their alternative options.



### 65% reduction in expenses

The journey towards automation was staged to reduce risk while still reaching commercial timeline targets. It was a carefully phased approach, beginning with manual production and gradually incorporating automated elements until reaching a stage of high-level automation. Each stage of this journey was optimized for speed, quality, and cost reduction, resulting in an enhanced understanding of the process and how to maximize efficiency.

Through this strategic scalability, the company was able to significantly lower production costs while maintaining and even improving upon the quality of their medical devices. The cost savings were substantial, with expenses being driven down by an impressive 65% as production volumes increased.



### A strategic implementation of automation in manufacturing

The company's strategic implementation of automation in their manufacturing processes has not only improved their bottom line and gained a significant foothold in the market faster, but has also positioned them as a forward-thinking leader within the medical device industry.

With a keen eye on the future, the company continues to harness the power of automation, setting new standards in the medical manufacturing world.

## About Ascential Technologies

Ascential Technologies designs, develops, and automates complex diagnostics, inspection and test processes across medical & life sciences, transportation, and specialty industrial end markets. Ascential tackles customers' most demanding, mission-critical challenges where the cost of failure is high.

With over 70 years of innovation experience, the company has a global presence and the expertise of more than 2,300 professionals across 40 locations, enabling it to collaborate with leading companies – large and small – to accelerate critical solution innovation, mitigate risk, drive competitive differentiation, and shorten time to market, at scale. Ascential's uniqueness lies in its commitment to guiding customers through the entire product life cycle, from ideation to commercialization, where quality and safety matter most. The company's customers include Fortune 100 leaders and disruptive innovators.



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