

LONG-TERM PARTNERSHIP FOR PRODUCT DEVELOPMENT AND PRODUCTION AT MEDTECH & INSTRUMENTATION

PartnerTech can boast of long, successful participation in the production of medical devices and instruments. The MedTech & Instrumentation market area offers a vital combination of technical, regulatory and market expertise that meets the industry's stringent safety and quality requirements. PartnerTech assumes overall responsibility for the product development, production, distribution and after-sales processes. Collaboration with PartnerTech permits medical device developers and manufactures to take better advantage of their leading-edge expertise, sending production and development to new levels of excellence. The result is shorter time-to-market, reduced costs and lower capital tied-up, all of which strengthen competitiveness and are clearly reflective of innovative working methods.

Customer

A product developer that focuses on advanced medical devices. The company is innovative in terms of technology and business development but lack the technical skills required to develop products or to optimize their production and prepare them for the market. Nor does it have its own production capacity. Like the rest of the medical devices industry, the company is subject to strict regulatory requirements when launching products in the United States and other geographical markets.

Challenge

The developer was looking for a partner able to assume the entire responsibility of designing its new product family while possessing the capacity and manufacturing resources required to cope with future volume growth, major commitments and distribution. The company's existing products also were in need of re-engineering and design modifications.

Solution

PartnerTech's product development division was involved at an early stage in the process for the new family. Our Value Analysis/Value Engineering concept for cost-effectiveness and product optimization permitted the

choice of suitable materials and design options.

PartnerTech's quality system ensured that risk analyses and thorough testing could be performed throughout the entire process and that documentation was handled correctly – all of which represent decisive success factors for medical device companies. By virtue of our integrated product development and production services, the company could make a smooth and timely transition from the development and prototype phase to industrial manufacturing.

Benefits achieved

Outsourcing responsibility to PartnerTech permitted the company to focus on its core expertise, freeing up time and energy within its organization. Standardized, fully tested methods developed by PartnerTech led to further quality improvements, lower production costs, more reliable delivery and greater efficiency. As a result, the customer's devices became even more competitive than before. The company could also rest safely in the knowledge that PartnerTech possesses the skills and experience required to deal with the audits which the medical device industry frequently goes through with various authorities. PartnerTech and the company have built a stable industrial platform that sets the stage for the development of new products. As volumes grow and the products are sold on more geographical markets, PartnerTech's worldwide structure provides the option of low-cost production, global distribution and after-sales service.



Benefits for the customer

- Quality assured production in accordance with technical, regulatory and safety requirements (QSR, PAL, MDD, IVDD).
- Capacity to develop advanced medical devices and prepare them for the market.
- Correct handling of documentation.
- Integration of development and production capacity.
- Access to global manufacturing, distribution and after-sales services.