

CASE STUDY

CLIENT

A medical device company known for its innovative, non-invasive DVT prevention solutions

CHALLENGE

Create a more effective, user-friendly and economical DVT prevention device that would allow patients to seamlessly transfer from hospital to home following orthopedic surgery

SOLUTION

- ▶ Material and design enhancements that maximize device strength and patient comfort
- ▶ Comprehensive manufacturing solutions including RF welding and assembly
- ▶ Accelerated lifecycle testing to ensure product integrity and performance
- ▶ Robust logistics and safety stock program designed for client

RESULTS

- ▶ Collaborative relationship resulting in ongoing engineering, manufacturing and supply chain support
- ▶ Consistent, quality end product reliably delivered directly to customer
- ▶ Patented, cutting-edge device that has helped elevate the healthcare standard



Collaborative partnership enables medical device company to bring patented, non-invasive DVT compression sleeve to market

THE CHALLENGE

A medical device company known for its innovative and non-invasive solutions for the prevention of Deep Vein Thrombosis (DVT) recognized an opportunity for growth within the compression therapy market, which is forecasted to reach \$3.4 billion globally by 2019.

The company sought to expand and improve upon its existing product lines and acknowledged a need for greater R&D, manufacturing and supply chain support in order to grow efficiently.

The company wanted to create a more effective, user-friendly and economical DVT therapy device that would allow patients to seamlessly transfer from hospital to home following orthopedic surgery. The OEM recognized a growing need for such a product and knew that with the right manufacturing partner, it could be the company to fulfill that need.

THE SOLUTION

In order to maximize its market potential, the OEM chose to partner with Genesis Plastics Welding based on the company's proven ability to offer solutions at each stage of production and the company's experience within the medical device industry.

During the initial stage of the project, the Genesis engineering team collaborated with the OEM to identify more effective materials and design enhancements that

would maximize device strength and patient comfort. The team was able to quickly and inexpensively validate design improvements through soft tool prototyping.

As an ISO 13485-certified contract manufacturer with decades of experience as a complete partner to medical device OEMs, Genesis provided a comprehensive range of services during production, such as expert radiofrequency welding, assembly, porting, labeling and shipping direct to customers. Genesis also performed both low-grade inflation and lifecycle testing (over 55,000 cycles) to ensure maximum product integrity and performance.

THE RESULTS

The OEM continues to collaborate with Genesis, whose technical expertise and industry knowledge enables the company to consistently and efficiently deliver quality products directly to its customers on a daily basis. Genesis additionally created a robust logistics and safety stock program that forecasts the client's and its customers' needs, which provides a more predictable and stable production flow.

The medical device company continues to unfailingly meet its customers' growing needs and has fostered a pipeline of innovation – becoming the first company to offer a patented, cutting-edge device that has elevated the healthcare standard within the compression therapy industry.