

# Repetitive Equipment Manufacturing Case Studies for Medical Devices

ATS REM as your partner for contract manufacturing means a flexible workforce, project management rigor, and deployment of lean principles, enabling us to provide repetitive equipment manufacturing services for complex machines including medical devices. We have helped numerous clients quickly scale up to meet delivery commitments to their customers - providing manufacturing and operations services through our certified ISO 13485 and FDA Registered CM for Medical Devices global facilities. Benefits to our clients include complete product life cycle management, value add / value engineering services, supply chain optimization, burst production capacity or manufacturing flexibility, and global reach.

## Driving Down Unit Costs While Improving Product Design

INDUSTRY: MEDICAL DEVICES

PRODUCT: LAB AUTOMATION

### Program Notables:

- 400-unit contract over 8-year period
- Unit value ~ \$200K each (+/- Options)
- Peak demand capacity: 3 systems / week
- Fully validated medical device
- Customer collaboration - Insourcing transition enablement

### Extended Services:

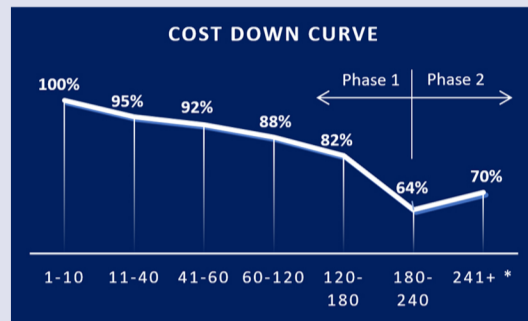
- Phase 1: ATS focused cost down engineering initiative
- Achieved 64% of original cost
- Phase 2: Next generation product development
- New Control System
- 50% capacity/throughput increase
- Increased MTBI 2x (actual result 4x)
- Aesthetic and ergonomic improvements

### Testimonial:



ATS delivered significant unit cost reductions while upgrading the product feature set, BOM obsolescence, aesthetics and ergonomics.

### Results:



## Ensuring On-time Delivery with a Full Life Cycle Partner for Over 18 Years

INDUSTRY: MEDICAL DEVICES

PRODUCT: LAB AUTOMATION

### Program Notables:

- Longest single-running customer program
- Over 500+ lab automation systems supplied
- ~\$500M in sales orders over 20 years of service
- Systems ranged between \$150k to \$1.5M each
- During REM phase - 50 systems per year

### Extended Services:

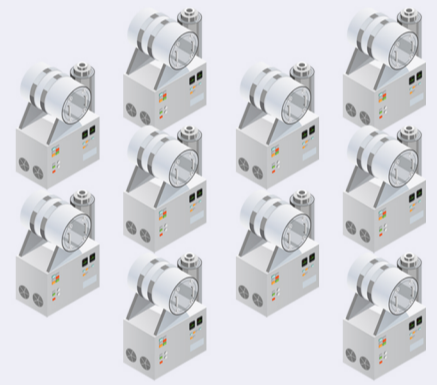
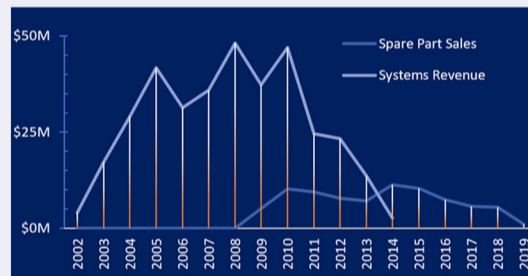
- ATS VA/VE engineering focus
- YoY cost reduction targets
- Primary refurbishment and spare parts provider
- 10-year "Extended Life" service contract (~\$40M)
- Multiple 100% on-time delivery awards

### Testimonial:



ATS REM as an **Equipment Manufacturer**, ATS REM as a **Service Solutions Provider**, ATS REM as an **End-to-End Program Partner**.

### Results:



## Fulfilling a Surge Demand to Complement Existing Manufacturing Systems

INDUSTRY: MEDICAL DEVICES

PRODUCT: ENDOSCOPE IMAGING SYSTEM

### Program Notables:

- 75 units over 2 years

### Extended Services:

- BOM reconciliation and reconstruction
- Obsolescence review and replacement
- VA/VE services



### Testimonial:



Surge demand required ATS to **complement existing manufacturing** while long-term capacity infrastructure was put in place. ATS was able to fulfill the one-time order while providing a valuable obsolescence review, VA/VE service, and comprehensive BOM and drawing package clean-up.

## Enabling Global Reach as a North American Production Site

INDUSTRY: MEDICAL DEVICES

PRODUCT: CENTRIFUGE

### Program Notables:

- Rescued manufacturing from deficient supplier not meeting GMP requirements
- 10-15 systems per year (2020: 140 units delivered)
- CE, UL certified for worldwide distribution

### Extended Services:

- Re-designed system to double speed and increase capacity by 50%
- ATS SmartVision employed to address imaging reliability concerns
- Full refurbishment program

### Testimonial:



Before ATS and with only three units sold, focus was on major manufacturing and inhibiting quality issues. With ATS, production and quality was no longer a concern. We were able to **re-focus on steady sales growth**.

### Results:

