



Manufacturing Transfer: Viant Ramps Volume and Reduces Cost of Endoscopic Device

CUSTOMER SITUATION

A mid-sized medical device company was ready to ramp up production of a complex, single-patient-use endoscopic device, but its initial supplier was unable to meet the volume requirements.

« **The customer chose to work with Viant because it could meet their goals of transferring manufacturing within 9 months and quickly ramping up production, and the unit pricing met their long-term objectives. In addition, the customer had previously worked with Viant on the successful manufacturing transfer of another device.** »

VIANT SOLUTION

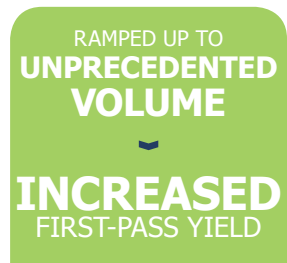
Cross-functional Viant team members held several meetings and technical reviews with the customer to ensure they understood the requirements for transferring this product. The team spent several days on a Lean 3P (Production Preparation Process) event that evaluated each step of the manufacturing and assembly process to identify opportunities to achieve efficiencies and reduce waste.

This project involved a high level of supply chain management, with both metal and injection-molded components sourced from many suppliers. In support of this project, Viant:

- Invested in automated optical inspection equipment and specially trained inspectors to ensure the components met tight dimensional requirements
- Developed a laser welding process to facilitate assembly of the metal components
- Designed and manufactured tooling for the laser weld and final assembly processes
- Planned and built an ISO 8 certified cleanroom for assembly of this sterile device

RESULTS

The Viant team was able to smoothly transfer the technology and ramp up manufacturing volume to a level that the initial supplier was never able to reach, with an increased first-pass yield. As part of its continuous improvement efforts, Viant is working with this client on optimizing supply chain to further reduce costs. Viant has become a long-term manufacturing partner for several of this customer's devices, and is currently working on another manufacturing transfer.



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