

Improving Cost and Performance for an Ankle Brace



Key metrics

Medical product manufacturer breathes new life into existing product with YKK innovation.



Increased Market Share



Improved Profitability

YKK

Little Parts. Big Difference.®



www.ykkamericas.com



Marietta, GA

SOLUTION FIRST

- Enhanced ankle brace product line with significantly **improved patient performance**
- “Hard dollars” **cost reduction** from third-party contract manufacturing
- Cash payoff from **reduced inventory** safety stock
- Supply chain management shift to trusted partner managing the entire process from sourcing through packaging
- **Increased market share and profit for our customer**

WHAT WE DID

- Provided higher-performance components only in places they positively affected ankle brace performance
- Collaborated with our customer to set up value-added assembly process at the YKK component manufacturing facility
- Reduced number of outsourced items by developing value-added replacement products
- Maintained single point of supply chain management and responsibility
- Implemented shared production planning process to maximize production effectiveness and minimize inventory safety stock
- Expanded program to include additional ankle braces and components based on project success

HOW WE DID IT

- Analyzed competitive performance of the ankle brace and determined priority areas where component upgrades would create performance improvements
- Collaborated with the customer to analyze the total cost of their ankle brace outsourcing process
- Determined manufacturing cost from combining YKK® components with components from other suppliers – “value-added” instead of “source and assemble.”
- Learned how the customer needed to minimize production oversight in order to maximize product development, marketing and sales
- Established internal YKK leadership and accountability to ensure customer priority