

CASE STUDY:

URGENT NEED TO **INCREASE**
QUANTITY OF MEDICAL
EQUIPMENT MEETS AN
AGGRESSIVE TIMELINE DEMAND

CHALLENGE:



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A leading, national medical equipment and technology company had a significant demand to quickly increase quantities of their medical equipment in response to the COVID19 pandemic. Our customer was facing an immediate and very aggressive demand from current and prospective customers all requiring an immediate response for their product. This is a disinfection product that can contain COVID19 from various settings and spaces using a proprietary technology. The EF Precision Group had been manufacturing this product at a modest rate for more than eight years. The customer originally chose to work with EFPG because we offered:

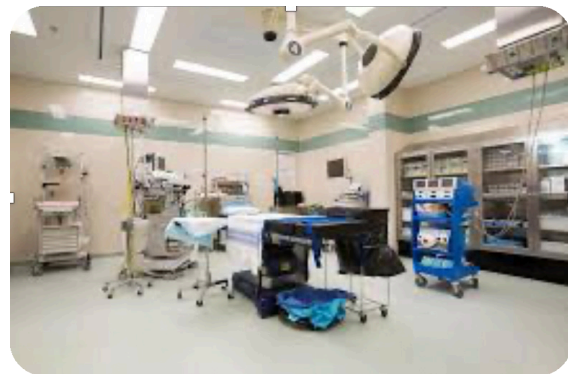
- Experience manufacturing similar complex medical devices and equipment
- The capability to manage the technology, the supplier management and process planning
- A manufacturing facility near the customer's site
- Ability to collaborate seamlessly with the customer and concurrently engineer improvements into the existing design
- The necessary FDA quality certifications with integrated GMP's

SOLUTION:

Our dedicated, cross-functional teams worked to transition and optimize every process, from procuring materials, add additional space to assembly, kitting, and integrated solutions manufacturing. The EF Precision Group also has the flexibility to draw resources from our sister facility when the teams needed additional resources and expertise.

The teams did the following:

- Reconfigured the same manufacturing space to increase production from the modest monthly build requirements to 20X more machines per month in about 12 weeks
- Optimized the supply chain management (>20 critical suppliers) using our ERP Software and collaboration and cooperation of our critical suppliers, all of whom we have long standing and trusted relationships with
- Enhanced the assembly process of assembling, moving from Batch Build to Flowline manufacturing, including the addition of (6) assemblers to augment the manpower.
- The space was reconfigured and optimized for manufacturing, realizing efficiencies through the Flowline, improving throughput velocity.
- Our new employees underwent intense training programs to ensure quality was not sacrificed



SERVICE DESCRIPTION:

With the aggressive timeline, The EF Precision Group was able to smoothly transition the manufacture of this complex device by 20X, be on time and within budget while meeting the stringent quality requirements. In addition, the transition realized multiple efficiencies, including:

- 20X increase in throughput in less than 100 days
- Reduced work in progress (WIP) reduction by changeover from Batch Build to Flowline
- Optimized our supply chain while maintaining external and internal supplier quality. The customer was able to meet their demands and continue to grow their product related to COVID19

IT'S OUR GOAL TO PROVIDE CUSTOMERS WITH **EXCEPTIONAL SERVICE** FROM OUR EMPLOYEES, WHO EMBRACE OUR AXIOM, **"ATTITUDE IS EVERYTHING"**

DO YOU HAVE OUR NEXT CHALLENGE?

We utilize a unique approach that utilizes extreme customer collaboration and our 40+ years of expertise, offering creative solutions to the most challenging problems for the sole purpose of customer satisfaction. Customers trust us because we accomplish their projects with the highest levels of quality and integrity.

WE'D LOVE TO PROVE THAT TO YOU... LET'S TALK

