

CASE STUDY

## Re-engineered process leads to cost savings and increased market share

Recently, a global leader in innovative medical solutions with distribution to over 40 countries chose ITW Medical for product design and engineering support. ITW Medical's ability to innovatively solve complex manufacturing hurdles; a dedicated customer team with high creativity; and expertise in designing and developing ideal solutions in the most cost effective and efficient ways are several reasons that escalated ITW to the top choice.

**The Bottom Line: *ITW Medical's innovative streamlined solution resulted in cost savings, increased market share and greater profitability!***

**The Challenge:** *Rethink and redesign an intricate product and its engineering*

- Devise a tailored solution to address production inefficiencies in the assembly of customer's product and eliminate long lead times
- Remedy the cost challenges of the existing product

**The Solution:** *Re-engineer the process*

- Dedicated teams to assess customer's situation and offer customized solutions
- Leveraged ITW Medical's innovation expertise in product design and engineering to streamline assembly process
- Commitment to efficiency allowed ITW Medical to meet customer's stringent timelines

**The Outcome:** *Cost savings plus increased sales*

- With ITW Medical's innovative engineering solution, the customer realized a reduction in time to market and 5% cost savings
- Re-engineered process provided a more reliable, higher quality product to end users, which led to increased market share and overall boost in profitability

**ITW Medical** unites two strong medical products brands, **Coeur** and **Filtertek**. From prototype to production, we are your global partner for standard and custom fluid management, flow control and filtration components. Learn how we can help you develop innovative, quality and low-cost medical device solutions at [ITWMedical.com](http://ITWMedical.com).