



IIMAK Manufacturing Services Solves Quality and Delivery Issues for Medical Device Company

Product Overview

A unique sensor alignment cap was developed by a US company to significantly reduce the time it takes to correctly identify head trauma. This single use, disposable medical device launched in 2005 and is used by hospitals and emergency medical services around the world.

Problems Overseas

Manufacturing of this new medical product was originally outsourced to China. The arrangement required the U.S. company to accept large minimum order quantities and long lead-times. Managing the logistics was challenging enough, but when the cap company also ran into quality issues they were caught in a "Catch 22".

The product they had in their warehouse was defective, the lead-time to get replacement product was over a month, and they were having a very difficult time trying to communicate the nature of the quality issue back to the manufacturer who is half way around the world in a completely different time zone. All of this led to a significant disruption in the shipment of products to their customer. This is when the company decided to investigate alternate sourcing solutions much closer to home.



IIMAK's Near Shore Solution

IIMAK's state-of-the-art sewing operations, coupled with its outstanding quality systems made the cap company's decision to switch its manufacturing operations from China to Mexico an easy one. "IIMAK's flexibility and responsiveness to rapidly implement this project was highly valued by the cap company", states Dave Smith, IIMAK's VP of Manufacturing Services. "Our turnkey, end to end business model significantly improved their product's time to market, and delivered 5+ Sigma results".

The NY-based project management team understood the product requirements, and facilitated teleconferences during typical business hours. Travel to the site was cost effective and painless. IIMAK's near shore facility was not only more accessible to the cap company, but it also provided a one stop shop solution for all of their manufacturing and distribution needs.

IIMAK Competitive Advantage

Located just over the Texas border in Reynosa, Mexico, IIMAK offers shorter lead times and reduced inventory costs with quick 3 day shipments to the U.S. Our ISO 9001:2000 registered facility has clean room assembly/packaging capabilities, and is both ISO 13485 compliant and FDA registered.

Have a project in mind? Maybe just general questions?

Contact IIMAK Manufacturing Services today to further discuss your opportunity.

Toll-free: 877-904-3162, ext. 2268 • Email: cminfo@iimak.com