

PRODUCT DEVELOPMENT for Start-Up Medical Device Company

CHALLENGE:

A young, west-coast start-up partnered with PEKO to develop their new product. The company's initial prototype design was not suitable for production manufacturing and they needed PEKO's help. The electro-mechanical medical device was a great fit to utilize PEKO's engineering experience and manufacturing capabilities. As an early start-up, commercial constraints were also a factor in the customer's selection process.

EXECUTIVE SUMMARY

Industry: MEDICAL
Company Type: START-UP
Location: CALIFORNIA

Timeframe:

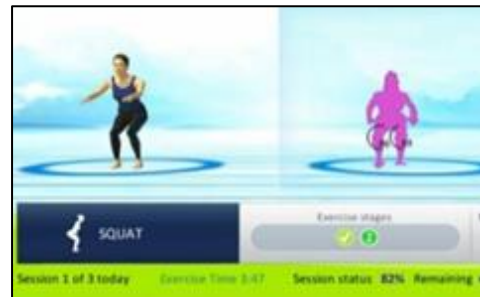
- 3 Month Development
- 1 Month Production Builds

Capabilities Utilizes:

- Some Engineering Disciplines
- Quality Management System
- Production Manufacturing & Assembly
- Procurement
- Packaging and Logistics

Results:

- 2nd Generation design and prototypes
- Accommodate production peaks and valleys
- Flexible payment structure developed



SOLUTION:

PEKO's historical experience with medical devices allowed for guidance and fabrication recommendations to our customer. PEKO leveraged our top of the line sheet metal design and fabrication capabilities to provide a functional and cost-effective design solution for the product. Due to our self-funded, privately held financial structure, PEKO was able to work closely with the start-up to develop a fair and flexible payment structure, to accommodate both parties. The balanced partnership between PEKO's procurement team and the customer's relation with vendors allowed for cost-effective decision to consign components to PEKO for the production builds. Forecasting proved difficult for the new product and PEKO is able to accommodate the production peaks, while still remaining flexible through time periods of reduced production demand.

SUCCESS:

The initial product has sold hundreds of units with accolades from medical professionals across the county. This success has led to second generation of the product which utilizes new frame component designs for additional mounting options for the product in new facilities. The initial prototypes of these new designs have been installed in a world-renowned medical facility.

