

Problem Identification

Our client, a manufacturer of minimally invasive spinal surgery devices, had been outsourcing the production of all products for seven years. The organization announced that they would be acquiring a greenfield manufacturing site with the intention of insourcing practically all available products.

HIGHLIGHTED RESULTS

- Project was completed successfully and on time
- Dramatic improvement of supply chain responsiveness to customer demands
- The client achieved a 7% increase in gross revenue while net profit more than doubled

Nature and Scope of Challenge

To get its newly-acquired greenfield manufacturing site up & running, our client planned to build the site and processes from scratch, including development of processes that they had never explored before and did not have existing capabilities to support. In its efforts to insource all medical device manufacturing to the greenfield manufacturing site, the client needed to overcome many challenges and obstacles it had not faced before including measuring, machining, device master records, new product launches, design transfer, and more.

Problem Resolution

The client chose to partner with EGLS for this initiative based on our proven ability to quickly deliver “exact-match” highly technical and senior level resources.

We helped this global medical device leader manage the construction of the new manufacturing plant on a greenfield site by providing a team of eight engineers, including mechanical design and quality experts who helped manage equipment transfer, validate, and bring the new site up to speed.

Value Proposition

The project was completed successfully and on time, enabling the client to manufacture all devices in-house and manage their supply chain effectively and efficiently.

We helped the client dramatically improve the responsiveness of the supply chain to customer demands by scaling its internal manufacturing. We equipped the facility with state-of-the-art manufacturing and production equipment for data-driven operations, allowing for improved costs on the products the client produces. Five of our consultants were hired as full-time team members.

Due to our efforts, the client achieved a 7% increase in gross revenue, from \$962.1 million to 1.029 billion, while net profit more than doubled, from \$37.1 million to \$83 million. This new site was a major driver and is on track to become the organization’s global manufacturing hub.

TOOLS UTILIZED:

- Tech Transfers
- Equipment Qualification/Validation
- Machining
- Minitab
- GD&T
- Gauge R&R
- PPAP & APQP

CONSULTANTS DEPLOYED:

- 8 Quality & Manufacturing Engineers