

Vention Devises Innovative Solution for Medtech Giant's Specialized Component



CUSTOMER SITUATION

A leading, multinational medical technology company was seeking a strategic partner to develop and manufacture a key component of its next-generation, catheter-based stent

delivery system: a tapered tip flexible enough to pass through the tortuous vessel. It reviewed more than 30 suppliers, conducting a detailed check of their quality review systems, procurement systems, and engineering and development expertise. The company selected Vention for its wide-ranging capabilities.



VENTION SOLUTION

Vention provided an experienced team, including mechanical engineers and a dedicated project manager, who worked daily with the customer on planning, manufacturing, and

procurement for commercial production.

Vention engineers were able to translate the requirements of this highly specialized component into an innovative, commercially viable engineering solution. The answer was a stainless steel or nitinol tube with laser cuts for flexibility, encapsulated in heat shrink tubing to give it optimal flexibility. Vention manufactured 5 different sizes in the two materials.

The operation required integrating multiple customized secondary operations into the manufacturing cell, such as in-line, 100% product inspection of critical features using vision systems. Vention also designed the tool and cell to nimbly change between part numbers.

The customer's product manager was impressed with Vention's technical performance, responsiveness, dedication, and attention to detail.

"The engineers are extremely focused and customer-service driven. Everyone on the team understands what's happening and is able to assist me," she said. "I don't have time to hand-hold a supplier. Vention is able to jump on what I need and get it done very quickly."



OUTCOME

The Vention team was able to meet the customer's tight product launch timeline. The product manager was so pleased with the results of this project that she worked with Vention to modify the tip for use in two other devices, and Vention continues to manufacture this specialized component for all three products.

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