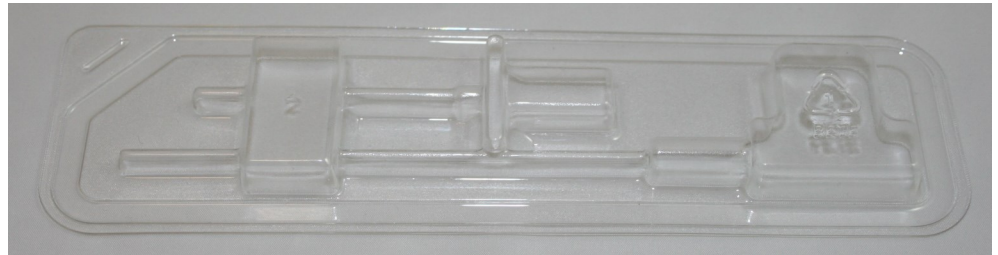


CASE STUDY



T.O. Plastics delivers an overall cycle time of five weeks from RFQ to production shipment



Customer:

InSite Medical Technologies

Website:

www.insite-medical.com

Location:

Campbell, California

Industry:

Medical Device

Customer Profile:

InSite Medical Technologies is a medical device company focused on the safe and accurate delivery of epidural anesthesia primarily during childbirth, but also used during other procedures.

Highlights:

InSite Medical Technologies seeks to shift the epidural anesthesia market from devices with unacceptable risk to a proprietary device that improves safety, accuracy, and ease of use during epidural space access.

InSite Medical Technologies
800-614-6780
info@insite-medical.com
www.insite-medical.com

The Challenge:

InSite Medical Technologies was faced with a very aggressive schedule due to communication, quality and delivery issues with their original packaging manufacturer. They were seeking a supplier partner who could provide them with a tray of the highest quality, deliver the level of communications that would be required throughout the project, and succeed in meeting very challenging delivery deadlines. Craig Rosenberg, R&D and Operations Manager for InSite Medical Technologies, awarded the project to T.O. Plastics.

Actions:

- 5/05/2011 RFQ received and loaded into T.O. Plastics system
- 5/09/2011 Quote completed and presented to InSite Medical
- 5/10/2011 Tooling and production orders issued by InSite Medical
- 6/06/2011 Tray design and tooling completed
- 6/08/2011 First article approval samples run
- 6/09/2011 InSite Medical approves first article samples
- 6/09/2011 First order for 1,000 units completed and shipped

Results:

InSite Medical Technologies had a cutoff date of 6/14/2011 for submittal of their project to the Food and Drug Administration. Due to the efforts of the team at T.O. Plastics, assemblies were ready to ship on 6/13/2011, thereby meeting InSite's aggressive deadline. This illustrates an overall cycle time from RFQ to production shipment of five weeks, and a timeline of only four weeks from purchase order receipt to first production shipment. This effort is one that very few, if any, suppliers could duplicate. The customer was ecstatic about the efforts put forth by the T.O. Plastics team in order to help them successfully meet their FDA submission deadline.