



SANMINA-SCI®

EarCheck®

Clinically proven to be safe and reliable, EarCheck® is a cost-effective and painless solution to detecting signs of ear infection.

Customer Name – Innovia Medical

Product Highlight – EarCheck – the only objective solution for parents to test for signs of ear infection in children

Industry Segment – Medical

Manufacturing Location – Shenzhen, China

Challenge

Provide design development support, manufacturing and execute a speed-to-market strategy that offers competitive pricing. Since EarCheck had previously partnered with another Electronics Manufacturing Services (EMS) provider and component supplier, Sanmina-SCI® needed to change the Approved Vendor List (AVL) during the design and development phase. Moreover, the previous EMS provider had missed critical deadlines. As a result, Sanmina-SCI developed an accelerated production strategy and committed to meeting all design, manufacturing and delivery requirements.

Solution

After winning the account from an EMS competitor, Sanmina-SCI made an unwavering commitment to produce, package and deliver EarCheck to retailers. The product was successfully launched directly from Sanmina-SCI's Shenzhen, China facility, providing Innovia Medical an overall lower-cost solution and expedited time-to-market.

Results

UL®-approved product delivery and launch into the U.S. market. Approximately 50,000 products were successfully delivered to end customers, and Wal-Mart® and Babies "R" Us® distribution centers.

Sanmina-SCI Partners With Innovia Medical to Design, Manufacture and Ship Medical Device

From the first pilot run to the UL-approved shipments, EarCheck began to establish its product as a worldwide standard in children's healthcare. Sanmina-SCI provided Innovia Medical the speed, flexibility and quality required to meet their cost and time-to-market objectives.



“I was very impressed with Sanmina-SCI's commitment, enthusiasm and knowledge, and feel confident that their efforts will result in Innovia's success. I look forward to continuing to work with Sanmina-SCI to successfully launch EarCheck.”

— Joseph Kessinger
Chief Financial Officer
Innovia Medical



From Concept to High-Volume Manufacturing in Nine (9) Months

The EarCheck project involved a demanding production and manufacturing plan. With such an aggressive production plan in place, Sanmina-SCI created NPI development roadmaps and strategies to enable a successful manufacture and launch of EarCheck:

- Load and consolidate initial Bill of Materials (BOM)
- Validate documentation such as design layout, PCB gerbers, PCB assembly drawings, etc.
- Validate information from customer-provided Approved Vendor List (AVL) on all components (electronic, plastic, metal, etc.)
- Perform site visits, audits and qualify all component vendors
- Qualify and utilize local source components to reduce cost of goods
- Run pre-pilot and pre-production builds
- Develop first article sample build
- Set-up and customize customer-provided test equipment and fixtures

It is unusual within the EMS industry for a product to directly launch from a lower-cost region such as China right out the gate. Generally, there are less problems with the “birth” in the U.S. as issues are more quickly resolved locally. However, Sanmina-SCI listened to the needs of Innovia Medical and developed a plan to provide high-volume manufacturing in Shenzhen, China, while adhering to the accelerated deadline. This plan, for example, included setting up wall partitions – from floor to ceiling – in a matter of a weekend to resolve the problem of ambient noise interfering with the device testing process.

Previous Experience Plays a Critical Role

Sanmina-SCI has extensive experience in manufacturing small, hand-held medical devices. The Shenzhen facility employs an experienced and dedicated medical team in China that offers comprehensive medical experience that includes:

- Manufacturing that requires many different configurations
- Downloading and registering software into devices

About Sanmina-SCI®

Sanmina-SCI® Corporation is a leading Electronics Manufacturing Services (EMS) provider focused on delivering complete end-to-end manufacturing solutions to technology companies around the world. Sanmina-SCI's service offerings include innovative product design and engineering, test solutions, manufacturing, IT expertise, logistics and post-manufacturing repair/warranty services. Sanmina-SCI is recognized as a technology leader with major global operations in over 19 countries and on five continents.

Visit www.sanmina-sci.com for more information.

Total Manufacturing Solution

“Many contract manufacturers know how to build (that's what they do) but the additional elements add value to the end result and the quality to the customers – that's what Sanmina-SCI provides,” states Kessinger.

- Industry-leading build-to-order (BTO) and configure-to-order (CTO) expertise
- Direct-order shipping leadership
- RoHS and WEEE compliance services

EarCheck is another successful example of Sanmina-SCI's ability to deliver on our core value proposition that ties the customers' bottom line and profits to Sanmina-SCI's success.

Design and JDM Leadership

- Cost reduction engineering
- NPI gateway strategy
- Design collaboration – Contract Design Manufacturing (CDM) and Joint Design Manufacturing (JDM) models for all market sectors

Manufacturing Leadership

- Complete end-to-end manufacturing solutions from design to logistics
- Local and lower-cost manufacturing solutions
- BTO and CTO leadership
- Advanced supply chain management
- Post-manufacturing solutions
- Best total cost and quality in the EMS industry

Medical Industry Leadership

- FDA registered
- ISO certified
- Full quality and regulatory compliance
- Eight (8) exclusively dedicated medical facilities in seven (7) countries

Customer Knowledge

- Technology leadership in the EMS industry
- Focus on dedicated end markets
- Passion for our customers
- Easy-To-Do-Business-With approach
- Flexible and proactive
- Decision made in minutes and hours, not weeks and months

