



## SIMPLIFY COMPLEX ENGINEERING CHALLENGES INTO SCALABLE, MARKET-READY SOLUTIONS

### CUSTOMER VALUE

#### INCREASE REVENUE

- A better product protects market position and opens additional revenue growth opportunities

#### LOWER COST

- Proactively offering cost down options throughout the product lifecycle - TCO
- VAVE outcome - takes costs out of the products while maintaining product integrity

#### LOWER RISK

- Continuity of supply
- MPE's investment in CapEx
- Mitigation of component obsolescence

### PROBLEM

MPE collaborated with the customer to create a 'universal cart' for their various electrosurgery devices, allowing one platform for multiple functions. The communization of the carts enabled greater volume sales of a single SKU. Product sales grew beyond the customer's expectations, creating a need to quickly ramp production and consider different manufacturing processes for new scale.

### SOLUTION

MPE quickly delivered a market-ready solution and managed the customer's unexpected volume surge. MPE identified opportunities and proposed changes to the manufacturing process and packaging design to improve TCO, which included best-cost country sourcing for the new volume. MPE partnered with the customer to manage their ECN process and proactively exercised supply chain for cost and lead-time improvements. Along with this was a sizable investment in tooling from MPE to better accommodate the increased volume.

### RESULT

MPE implemented the process changes in 7 months and handled seamless cutover for continued product supply to the customer. MPE's initiatives reduced product cost by 32% and shipping costs by 42%, all while maintaining zero inventory exposure from the old to new design.