Repetitive Equipment Manufacturing Case Studies for Medical Devices

Driving Down Unit Costs While Improving Product Design

**INDUSTRY:** MEDICAL DEVICES  
**PRODUCT:** LAB AUTOMATION

**Program Notables:**
- 360-unit contract over 6-year period
- Systems worth: $150K to $220K
- Peak demand capacity: 3 systems/week
- Fully validated medical device

**Testimonial:**
ATS delivered significant unit cost reductions while upgrading the product feature set, BOM obsolescence, aesthetics and ergonomics.

**Results:**

![COST DOWN CURVE](chart)

Enabling Global Reach as a North American Production Site

**INDUSTRY:** MEDICAL DEVICES  
**PRODUCT:** CENTRIFUGE

**Program Notables:**
- Rescued manufacturing from deficient supplier not meeting GMP requirements
- Moved production to ATS Automation
- 10-15 systems per year (2019: 120 units delivered)
- CE, UL certified for worldwide distribution

**Extended Services:**
- Re-designed system to double speed and increase capacity by 50%
- ATS SmartVision employed to address imaging reliability concerns

**Testimonial:**
Before ATS and with only three units sold, focus was on major manufacturing and inhibiting quality issues. With ATS, production and quality was no longer a concern. We were able to re-focus on steady sales growth.

**Results:**

![UNITS DELIVERED](chart)

Ensuring On-time Delivery with a Full Life Cycle Partner for Over 18 Years

**INDUSTRY:** MEDICAL DEVICES  
**PRODUCT:** LAB AUTOMATION

**Program Notables:**
- Longest single-lining customer program
- Over 500+ lab automation systems supplied
- ~$500M in sales orders over 17 years of service
- Systems ranged between $150K to $1.5M each
- Manufactured 50 systems/year

**Extended Services:**
- ATS VA/VE engineering focus
- Yoff cost reduction targets
- Primary refurbishment and spare parts program
- 10-year “Extended Life” service contract (~$84M)
- Multiple 100% on-time delivery awards

**Results:**

![Graph](chart)

Fulfilling a Surge Demand to Complement Existing Manufacturing Systems

**INDUSTRY:** MEDICAL DEVICES  
**PRODUCT:** ENDOSCOPE IMAGING SYSTEM

**Program Notables:**
- 75 units over 2 years

**Extended Services:**
- BOM reconciliation and reconfiguration
- Obsolescence review and replacement
- VA/VE services

**Testimonial:**
Surge demand required ATS to complement existing manufacturing while long-term capacity infrastructure was put in place. ATS was able to fulfill the one-time order while providing a valuable obsolescence review, VA/VE service, and comprehensive BOM and drawing package clean-up.

**Results:**

![Graph](chart)

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