

## In vitro diagnostics medical devices to respond to **urgent** needs

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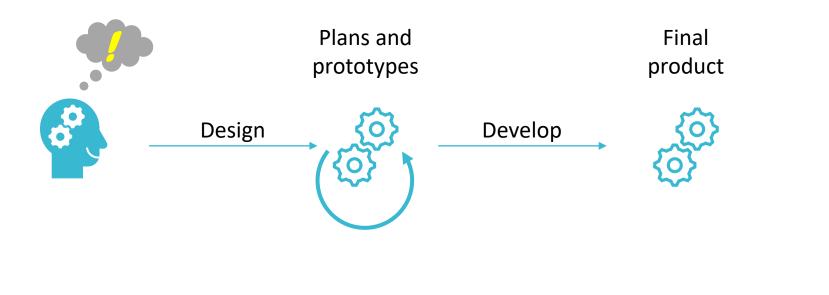


Challenges in product development from an operational standpoint

### Product

## Production process

Logistics



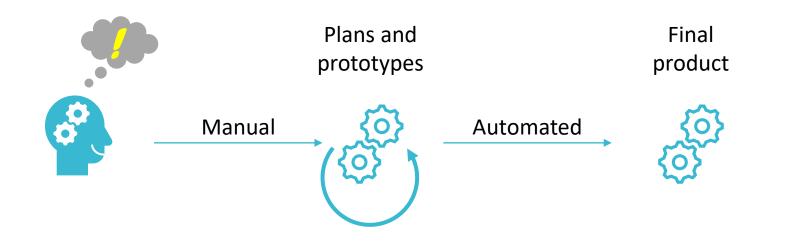


Focus

This thing needs to work

Cheaper Better Smaller

Challenge #1: Product – Make in function of performance vs make in function of cost



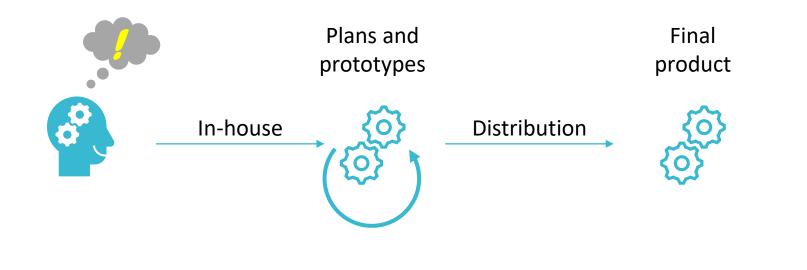


Focus

Low volume

High(er) volume

Challenge #2: Production process – Optimize for Quality and Scalability

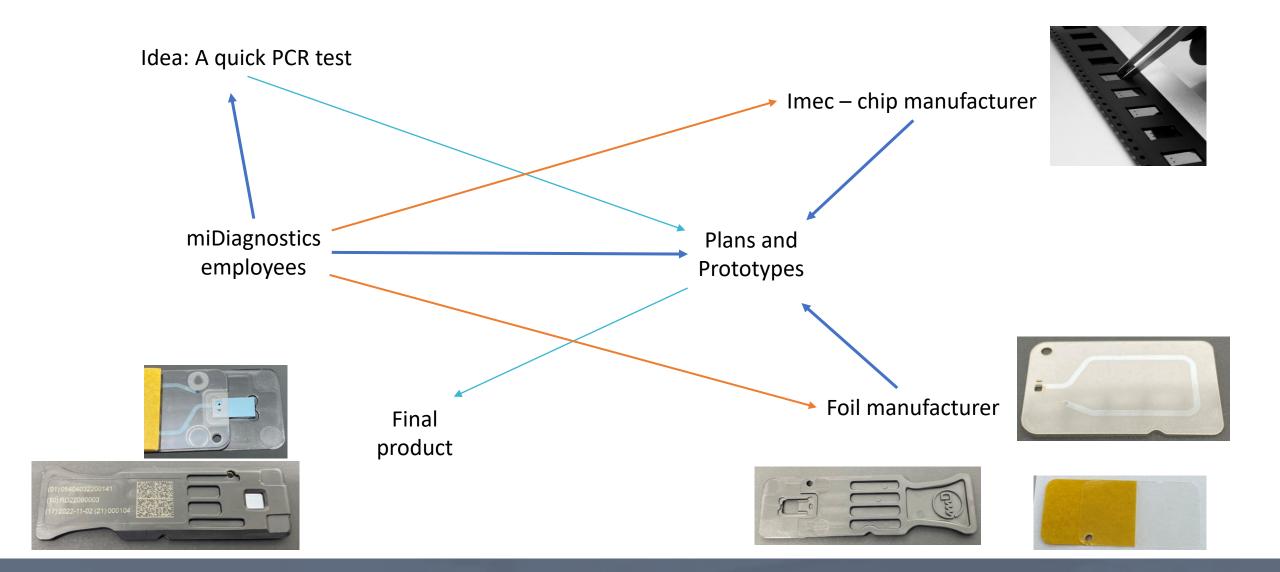




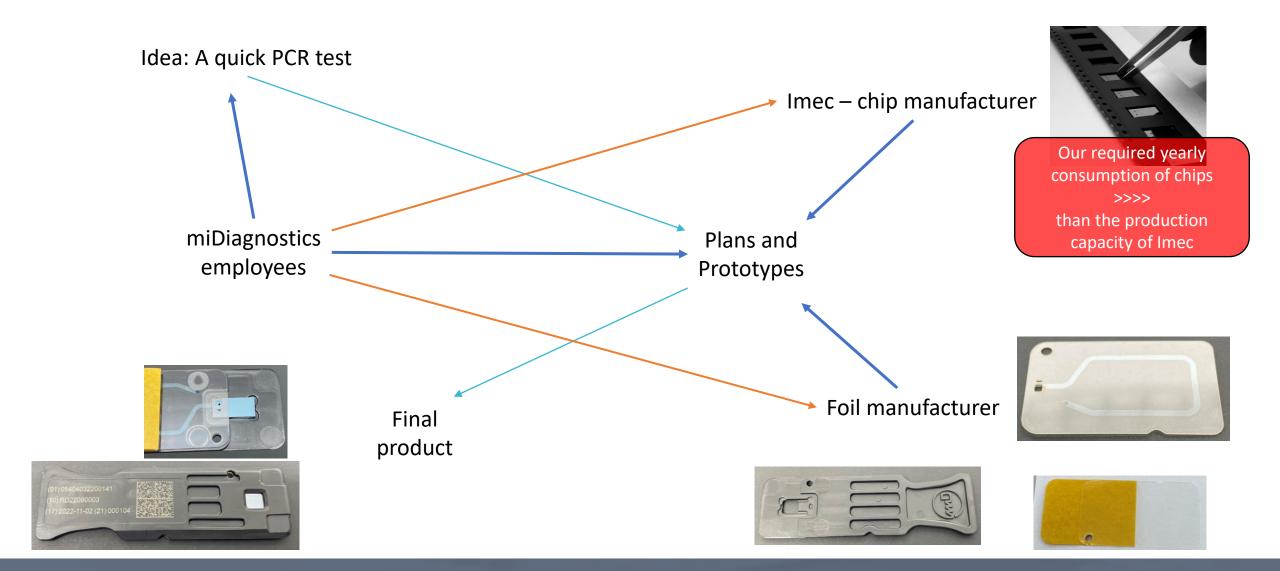
Focus

In-house local We need to reach all the customers (worldwide)

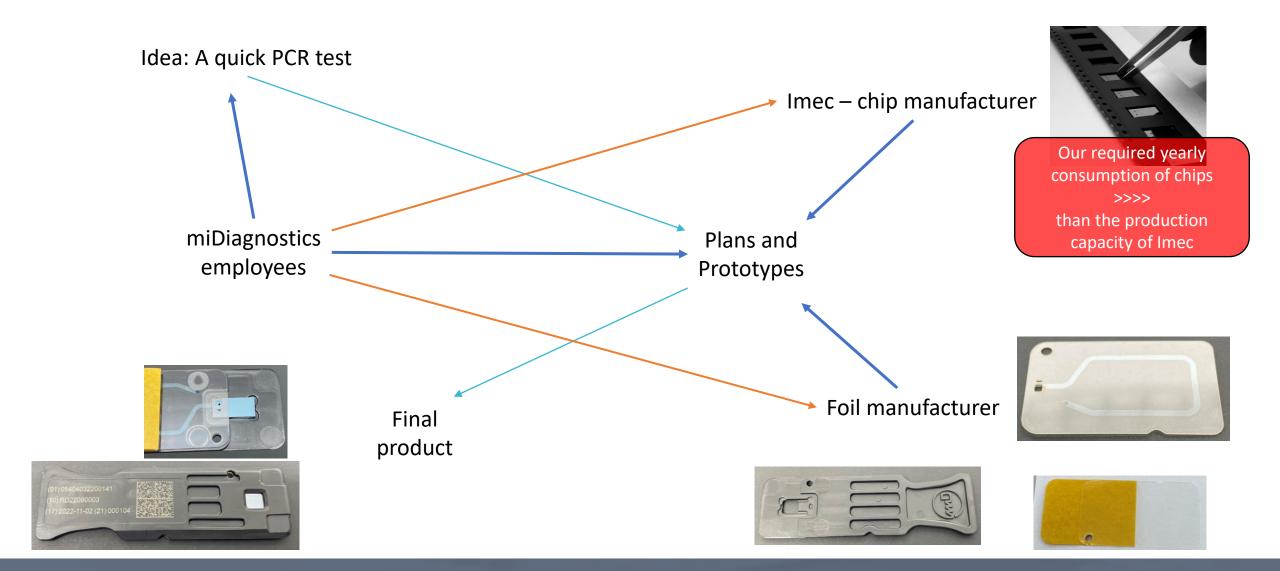
Challenge #3: Logistics – Optimize for Quality and Stability



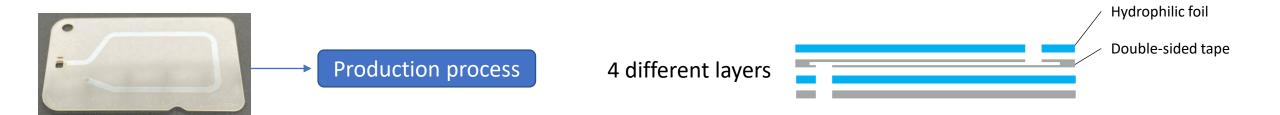
#### Challenge #1: Product – Traditional development path



#### Challenge #2: Production process – Traditional development path



#### Challenge #2: Production process – Traditional development path



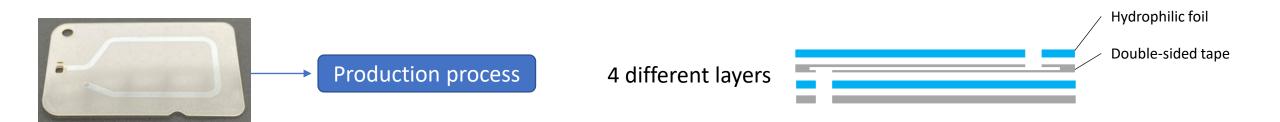
Complex laser cutting technology

3-step assembly process

12-36 at a time

750 pieces/week (24/7!)

#### Challenge #2: Production process – Traditional development path



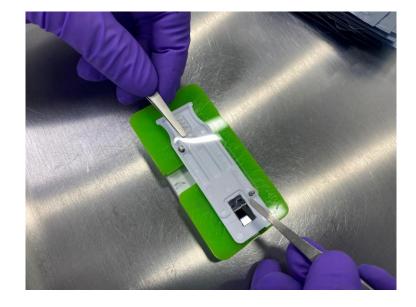


Manual

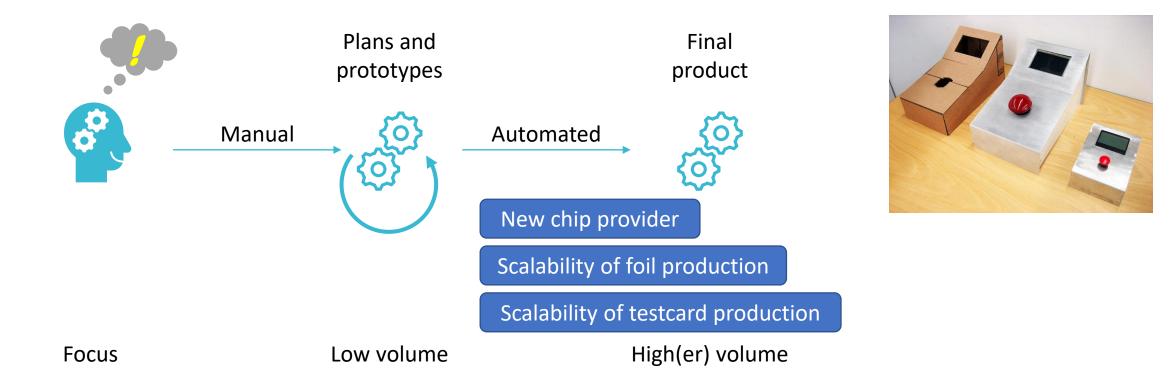
Extremely precise positioning required

One at a time

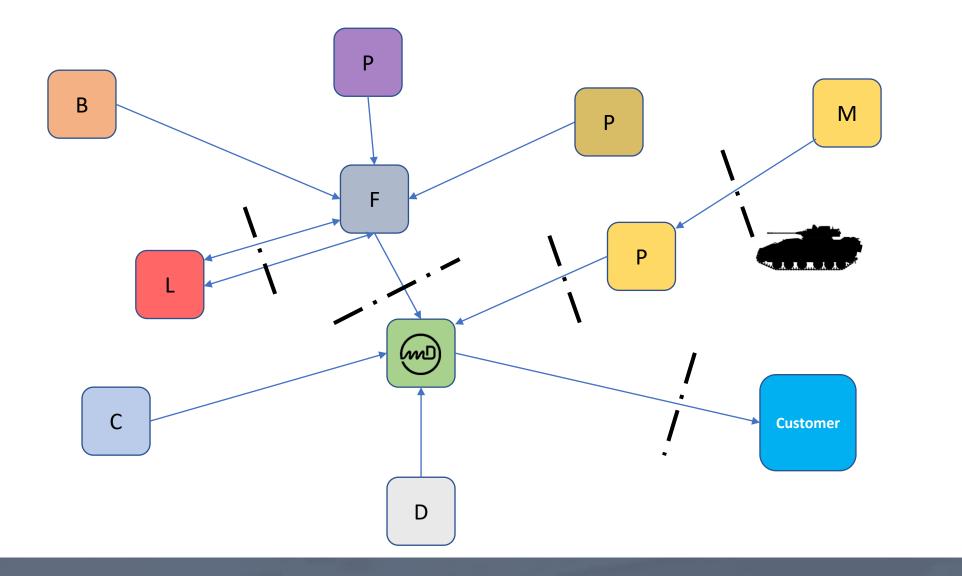
1000 testcards a day is feasible (labor)



#### Challenge #2: Production process – Traditional development path



#### Challenge #2: Production process – Optimize for Quality and Scalability



Customs

#### Challenge #3: Logistics – Optimize for Quality and Stability

## IVD medical devices to respond to urgent needs

As a company you need to be able to respond quickly to a (global) need

- (<u>Rapid</u> development of) a suitable sample collection, sample prep
- <u>Rapid</u> development time (PCR)
- Generic system
- <u>Rapid</u>, scalable production
- (Global) distribution channels

## New approach

## Production process

Product

Logistics

## Key requirements

## **Production process**

10 Million / 360 days / 24 hours / 60 minutes = 20 pieces per minute or **3 seconds per testcard** 

#### 1-step assembly (3 parts)





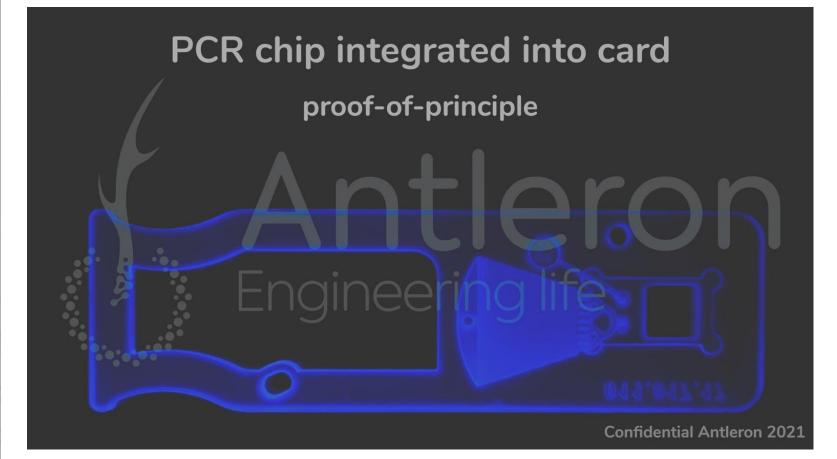


**Minimal labor** 

Local



## **Proof of principle**



## Start small

## Learn

## Improve

Go big

Research Assembly Tool (RAT) (Focus on assembly, manual feed)

## Commercial Assembly Tool (CAT) (RAT x 2, fully automated)



4 operators

3 parts

2.8 seconds assembly time

1285 testcards/hour

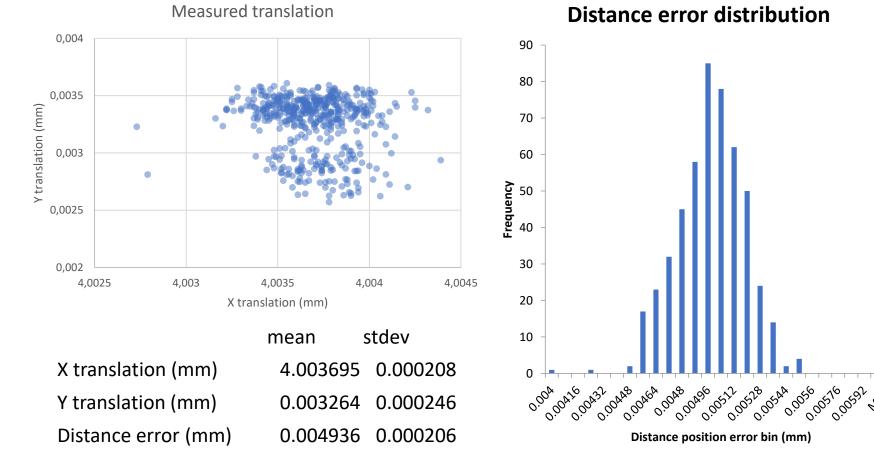




# Image 1



#### 500 image pairs (stage @ 0mm, 4mm)



- Estimate the error between vision and alignment stage
  - Calibrate vision to stage
  - Compare relative movement of die-holes with known stage translation
    - Move stage to position #1[x,y] Take image Move stage to position #2[x,y] Take image (Repeat multiple times)
  - Subtract stage values from vision values Analyze spread



## Product

#### 1-step assembly (3 parts)







Next-day adaptable Rapid prototyping No mold or machinery development

## New approach

## New approach

## Logistics

Limited logistics (Leuven area) Print entity 1,5M€ / 10,000 printed parts Scalable as demands requires, setup in 3 months time

Local production possible (Leuven or elsewhere) Distributed manufacturing if desired – no "valuable" logistics



## Thank you!

## Questions?

MIDIAGNOSTICS