



SUCCESS GUIDE

# Healthcare

[Formerra.com](https://www.formerra.com)



When it comes to delivering cutting-edge performance material solutions for the healthcare sector, Formerra stands at the forefront of innovation and reliability. With a proven track record of managing large, complex global healthcare projects, Formerra ensures that every component meets the highest standards of quality and precision. Advanced forecasting tools empower clients to proactively address potential risks and maintain supply chain integrity, even in times of crisis. From research and development to production and distribution, Formerra offers unparalleled support throughout every stage of product development.

Discover how, augmented by an industry-leading supplier network and deep technical expertise, Formerra is committed to helping healthcare OEMs create groundbreaking solutions that make a real difference in people's lives.



# Designing for Impact: A Breakthrough in Healthcare Solutions

## THE CHALLENGE

The client was developing a portable emergency oxygen delivery device in an easy-to-use package. The intention was to create a portable alternative to high-pressure oxygen cylinders, oxygen concentrators, and liquid oxygen, none of which are suitable for highly populated buildings or public spaces. The client's primary challenge was finding the right materials to isolate the chemical components for the oxygen-producing reaction and also safely contain the reaction itself.

## THE SOLUTION

The client's injection molding vendor recommended Formerra as a source for the material selection. Formerra's team of materials experts worked with the client to understand critical requirements: regulatory compliance, ingredient separation, reaction management, temperature resistance, reliability, aesthetics, and portability/weight. Formerra offered unbiased recommendations for materials that could safely handle the chemical reaction, which included PC, HDPE, PC/ABS, and color concentrate, and met needs for user-friendliness.

Emergency  
Oxygen Device  
Comes to Life  
Through Materials  
Expertise and  
Collaboration







# Designing for Impact: A Breakthrough in Healthcare Solutions

(continued)

## THE RESULT

The final material solutions successfully manage impact resistance, dimensional stability, high temperature tolerance, and chemical resistance.

## THE KEY TAKEAWAY

Early involvement and close collaboration with Formerra allowed the client to stay focused on the efficacy of their life-saving device while getting help with challenges such as design's effect on manufacturing, materials-related regulatory issues, manufacturing process efficiency, and supply chain continuity. Serving as a complete source for polymer materials, Formerra was instrumental in helping the client get the emergency oxygen delivery device successfully to market.



# Collaborative Success: Overcoming Complex Challenges

## THE CHALLENGE

The client was looking for secondary sources for the button and body and base plate of their drug delivery device, one of their most critical products. Ideally, the new material would be a direct replacement with the same shrinkage as the incumbent material. The client had over 1000 molds in use and couldn't redesign or replace them all to accommodate a different material.

## THE SOLUTION

Formerra provided a preliminary recommendation for a material that is as close to a direct replacement as possible. Formerra also worked with client and supplier teams to coordinate regulatory documents and a trial plan with a molder.



Direct Material  
Replacement  
Ensures  
Secondary  
Sources for  
Critical Drug  
Delivery Device





# Collaborative Success: Overcoming Complex Challenges

(continued)

## THE RESULT

Formerra is the only distributor that has been able to provide the client with a potential direct replacement for this project. The client realized substantial cost savings in not having to develop new tools or molds.

## THE KEY TAKEAWAY

Secondary sourcing is becoming more common post-COVID as manufacturers implement lessons learned from supply chain disruptions. Formerra's unmatched portfolio of materials is more-than-suited to meet this challenge.

Even more critically, Formerra's deep technical knowledge and commitment to client success enables the Formerra team to collaborate effectively with healthcare OEMs on crucial aspects like the materials that determine the performance of flagship drug delivery devices. Formerra adeptly manages large, complex global healthcare clients by providing a single point of contact at the OEM level. By taking charge of the entire process, including regulatory compliance support both locally and internationally, Formerra handles all the intricacies across the value chain, allowing clients to concentrate on delivering innovative patient care.





# From Challenge to Opportunity: A Guide to Healthcare Logistics

## THE CHALLENGE

The client needed to ensure supply chain integrity for a highly specified material only produced in North America. The material needed to be transported to molding facilities in Asia and inventory needed to be managed to allow for capacity expansion demand. The challenge of this long and complex logistical process was compounded by the fact that specialty materials often have a lengthy lead time for production.

## THE SOLUTION

Formerra has implemented a proactive approach to material demand forecasting through routine customer communications and forecasting models based on historical usage data. This approach provides insights that enable both short-term adjustments and support for long-term strategic decisions. Formerra is continuously tracking usage to maintain the optimal level of safety stock locally in Asia and ensuring a steady supply of newly manufactured materials reaches the West Coast for export to Asia.

The client is also able to leverage Formerra's global warehouse network, giving them the flexibility to adjust and redirect supply so inventory can easily pivot to high-demand plants as the need arises.



Healthcare  
Manufacturer  
Avoids Tens  
of Millions in  
Potential Losses  
During Force  
Majeure Impacting  
Single-source  
Material





# From Challenge to Opportunity: A Guide to Healthcare Logistics

(continued)

## **THE RESULT**

Formerra's expertise in managing safety stock, precise forecasting, and prioritizing critical sites in North America and Asia has ensured that the client's operations remained uninterrupted despite a supplier force majeure. This proactive approach not only helped avoid potential multi-million dollar losses but also allowed the client to concentrate on their core operations. Furthermore, it enabled them to foresee the post-COVID demand surge effectively.

## **THE KEY TAKEAWAY**

Formerra's forward-thinking approach has proven highly successful in averting manufacturing downtime and maintaining supply chain stability during challenging times. Through transparent and ongoing communication, Formerra provides outstanding client support, anticipates future needs to minimize risks, and offers clients peace of mind.



# Strategic Partnership in Action: Strengthening Supply Chain with Expertise

## THE CHALLENGE

Post-COVID, the client sought a “Preferred Distribution Partner” to aid in managing materials and resin costs across their extensive global network. This network spans millions of dollars in expenditures and includes numerous facilities in multiple countries.

## THE SOLUTION

The client was able to leverage numerous Formerra capabilities, including a well-aligned warehouse footprint creating significant freight and inventory cost reduction. Formerra’s service proficiency enabled effective management of relationships with production facilities on a local scale. Additionally, the Formerra technical support team was available to assist with material design, specifications, and any field issues that arose. And Formerra’s portfolio and its connections with producers/suppliers provided the transparency the OEM needed.



Medical  
Technology  
Company with  
Global Footprint  
Selects Formerra  
as Preferred  
Distribution  
Partner





# Strategic Partnership in Action: Strengthening Supply Chain with Expertise

(continued)

## THE RESULT

Formerra was chosen as a Preferred Partner and now oversees the majority of the client's distribution. Formerra's risk mitigation efforts have reduced inventory by two-thirds (two years down to six months), allowing the client to gain significant cost of capital savings over 18 months and adjusting to demand needs in real-time based on custom forecasts.

## THE KEY TAKEAWAY

Formerra brings expertise in managing the complexities of relationships with OEMs, producers/suppliers, and contract molders to achieve synergy in pricing, support, service, and supply. In this scenario, Formerra's service model and transparency solidified the company's role as an extension of the client's operations, rather than just a vendor. The client has engaged with Formerra globally to fulfill their objectives and foster mutual growth.



## Ready to take the next step in your healthcare product journey?

Formerra is ready to assist with the design support, materials selection, supply chain resources, and regulatory expertise you need to tackle this critical, challenging landscape.

## See what sets us apart.

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