



ADVANTAGE CONVERTING

Advantage Converting Reduces Fallout from 75% to 2%, Enabling Successful Mass Production of Innovative Wound Care Product

Industry: Medical

Application: Advanced Wound Care, Wearables

Services: Custom Die Cutting, Laminating

Materials: Fabrics & Mesh, Tapes & Adhesives



Case Study

Challenge

A startup needed to improve the design and scale manufacturing for an advanced wound care product. If successful, it would be the first mobile negative pressure wound care device. Due to the fragility of the materials, a previous manufacturer was cutting parts one at a time and manually gluing them together. As a result, the company was experiencing 75% fallout of their parts and was producing very small quantities at a very high price.

Solution

Advantage Converting worked with the startup to finetune the concept, including materials selection, for mass production. We developed a proprietary roll to roll lamination method that ensures a superior bond. The process eliminates the need for traditional pressure-sensitive adhesives and utilizes a thermal bond, thus improving the lamination, the strength of the part, and consistency to dimensional specifications.

The product launched with great success, requiring production to scale almost immediately. We designed the process to mass scale and built in economies to get many more parts for the same production time. We also designed and built custom packaging to protect the parts during shipment overseas.

Advantage Converting managed the entire supply chain, including materials procurement, and held mass inventories as safety stock, ensuring the client was able to meet market demand.

Results

- New production process decreased fallout from 75% to 2%
- Significantly reduced cost of materials (yield is currently 98%+)
- Scaled from prototype volume to current mass scale production
- The product is currently on the market as one of the best and most convenient negative pressure wound care solutions

Tell Us Your Challenge: info@advantageconverting.com

Call Our Team: 650.802.6800

Come See Us: 266 Industrial Rd. Suite A · San Carlos, CA 94070

advantageconverting.com



Our Mission

Advantage Converting strives to serve our customers' every need. You're our lifeblood. We value every opportunity to learn about you, collaborate, and build a lasting relationship. From A to Z, our team is dedicated to understanding and realizing your challenge.

Our customer commitment:

- Produce the highest quality products at a fair cost
- Provide exceptional product turnaround time
- Offer unsurpassed customer service and support
- Ensure sensitivity to all customer privacy needs

We want to contribute to your success. By partnering in all steps from product development to delivery, Advantage Converting will make every effort to ensure you accomplish your goals.

Our Services

- Custom Die Cutting
- Precision Slitting and Rewinding
- Multi-layer Laminating
- Thermal Laminating
- Cleanroom Manufacturing
- Controlled Environment Printing
- RF Welding
- Island Placement
- Packaging and Assembly
- Engineering and Prototyping



Our Process

No matter what stage you're at, we can help you. Whether it's a scratch of inspiration on a napkin, or a fully designed and blueprinted idea, our creative engineers will work with you to make your idea a reality.



Building Relationships

Our customers are our lifeblood. From our initial consultation, and through each step of the process, we value every opportunity to learn about you, your business, and your challenge.



Engineering & Prototyping

Our highly skilled R&D team collaborates with your top engineers on the most difficult design challenges and incorporates your application, quality and cost requirements into a streamlined process and solution.



Manufacturing

To meet your quality, cost, and delivery expectations, we use our comprehensive capabilities, from basic assembly to the highest levels of automation and clean room expertise.



Quality Control

With over 30 years of experience, we incorporate the uppermost quality standards and unparalleled process management from initial consultation to final delivery.



Packaging & Distribution

We utilize our broad logistical knowledge and industry resources to ensure we meet your packaging and distribution requirements, regardless of type and scope.



Service & Support

Our customer service team is committed to providing you highest-quality support and satisfaction for every inquiry and request, whether it's broad or specific, about designing, manufacturing, or shipping.