



ADVANTAGE CONVERTING

## Advantage Converting Custom Manufactures Mammography Patch

**Industry:** Medical

**Application:** Wearables

**Services:** Clean Room Manufacturing,  
Custom Die Cutting, Laminating

**Materials:** Fabrics & Mesh, Foams, Tapes & Adhesives



# Case Study

### Challenge

A top medical company had a conceptual design for a mammography marker patch. They wanted to place a metal identifier on the center of the patch that would act as a marker and calculate potential tumor location during a mammography. The company needed help designing a user-friendly application method, selecting materials that met skin contact specifications, and a means of manufacturing the patch. After unsuccessfully engaging with several other manufacturers to come up with a solution, the company approached Advantage Converting.

### Solution

Advantage Converting's engineering team applied decades of experience to successfully develop a method to produce a low-trauma, low-irritation patch. In addition to developing the manufacturing process, Advantage Converting tested many materials to find one that provided the correct skin contact without causing irritation. Utilizing our clean room, we laminated multiple layers of pressure sensitive adhesives, membranes, and films for skin contact. A metal marker was placed in the center of the patch by a custom built magnetized rotary tool, which acted as an inline pick and place applicator. We laminated a film to encapsulate the marker, and then an additional foam patch was applied to the skin-facing side. We also developed and added a pull tab on the skin contact adhesive side for easy application.

### Results

- Selected materials based on skin constraints
- Created a manufacturing process where others had failed
- Enabled customer to produce prototypes and perform a pilot line launch/release for medical trials

Tell Us Your Challenge: [info@advantageconverting.com](mailto:info@advantageconverting.com)

Call Our Team: 650.802.6800

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

[advantageconverting.com](http://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.