



ADVANTAGE CONVERTING

## Advantage Converting Enables Medical Device Manufacturer to Bring Tissue Expanding Balloon to Market

**Industry:** Medical

**Application:** Devices & Disposables

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

**Materials:** Films & Plastics



# Case Study

### Challenge

A medical device manufacturer had a concept and prototypes for an implantable surgical device. Under doctor's instructions, the device – an inflatable balloon – would allow a patient to self regulate the expansion of tissue in preparation for a complex surgical procedure. The manufacturer needed a partner to process flexible materials, assist with clinical trials, and scale production.

### Solution

Advantage Converting developed a method for manufacturing the medical balloon. This involved a thermal lamination process and custom tooling that seals and die cuts the materials that comprise the balloon. We die cut a barrier film into a specified shape. This was island placed on a thermoplastic film and thermally bonded with another layer of thermoplastic film to create the balloon, which then went through a final die cut stage to cut the perimeter and produce the final part.

### Results

- Advantage Converting successfully assisted the manufacturer in building a high quality functional device that went to trial
- Our deep partnership with materials providers enabled us to procure source materials the manufacturer couldn't obtain on their own
- Seamlessly moved from prototype phase to full scale manufacturing

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.