

MED TECH

OUTLOOK

**MEDICAL
DEVICE
MANUFACTURING**

E D I T I O N

**LEADING CONTRACT
MANUFACTURER
FOR MEDTECH**

**DEDICATED
TO POSITIVE
OUTCOMES AND
PROACTIVE
ENGAGEMENT**

CIRTRONICS CORPORATION

\$15





By Alex D'Souza

Experience, attention to detail, and a service philosophy make all the difference. A company that checks all the right boxes is Cirtronics—the leading contract manufacturer for medical devices, lab equipment, and instrumentation. With more than four decades of experience in the contract manufacturing space, Cirtronics has established its credibility by addressing customer and product requirements with precision and quality. “Contract manufacturing is not one size fits all,” says Tom Ferrin, the CRO of Cirtronics.

To stand out in the manufacturing services industry, a company must put the investment in its employees. It's the employees working with the customers' team, not just working with the company itself. The team members work with purposeful intensity and a focus on continuous improvement to deliver ever-increasing value to the “six they serve”—customers, company, suppliers, the environment, community, and employee-owners. The company has built positive, transparent relationships with external partners based on mutual

MED TECH OUTLOOK TOP 10
**CONTRACT
MANUFACTURING**
COMPANIES - 2022

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PROACTIVE ENGAGEMENT



respect and honesty. No wonder the company has built long-standing, organic relationships with customers and partners characterized by good humor and nourished through kindness.

Aligning with the 21st Century Market Realities

Since its inception, Cirtronics has always strived to align with the ever-evolving market dynamics. This has helped the company adapt to three key trends in the contract manufacturing space today. The first one is the significant increase in reshoring since 2020. Companies are returning the production and manufacturing of their goods to the U.S. to improve balance sheets, conduct effective

resilient sourcing, and validate efficient build processes, resulting in higher manufacturing quality, efficiency, and cost-effectiveness.

The second trend affecting the modern-day contract manufacturing space is supply chain disruption. It has become a real struggle for businesses to develop relationships that can maintain production flow and provide stable production assurance. The old way of doing things will not provide customers with adequate assurance of stable production. That is why Cirtronics increased their supply chain group by 50% and have taken proactive steps to create stronger and more flexible supply chains to support their customers. Cirtronics' purchasing systems are integrated with their suppliers via an application programming interface to keep an up to date pulse on availability and maintain production flow.



“ Our solutions portfolio combines our service culture, supply chain expertise, build methods engineering group (documentation), production, quality, test, and an extraordinary fulfillment team ”

product innovations, and secure IP. Take medical device manufacturers, for instance. Reshoring enables them to ensure seamless communication among stakeholders and enhance supply chain resiliency. To this end, Cirtronics has designed a suite of Transition to Manufacturing (T2M) services that prepare products for scalability. T2M liaises with customers to create required documentation, identify

Last but not least is cybersecurity. CIOs are increasingly aware of the need to consider the cybersecurity risks of contract manufacturers. This is leading to increased scrutiny of partners' IT systems and processes. Cirtronics' approach to addressing cybersecurity focuses on the U.S. Department of Defense directives and industry best practices. As a result, the company can meet the stringent security requirements of its defense and medical device customers by securing internal communication and information conduits and utilizing a network infrastructure that is inherently less vulnerable.

Offering the Highest Level of Process Quality

Cirtronics' contract manufacturing services are guided by its Precision Engagement® approach, which acknowledges that no two customers, products, or programs will require the same set of services applied the same way. Unlike

other contract manufacturers, the company doesn't force customers through a generic program but works with them to tailor services and solutions according to their requirements.

Cirtronics has also collaborated with expert designers in the contract manufacturing field, who work as an extension to its in-house quality and regulatory affairs team to help customers with design-related issues. Such a combination of excellence in manufacturing, commitment to customer success, transparent communication, and relationships built on mutual trust sets the company a notch above the rest.

To up its ante in the contract manufacturing space, Cirtronics has made a significant investment in tools and systems that make it possible to achieve consistent, high-quality manufacturing. The company has also designed an innovation lab to test new technology before integrating it into the production line. This enables Cirtronics to test the manufacturing readiness of boards to complete builds, finalize build documentation, and ensure supply chain resilience and customer cost/risk balance.

“As an extension of our customers' businesses, we won't take risks in our methods that could jeopardize the quality and functionality of the end product,” says Ferrin”

Truly, Cirtronics' ongoing investment in people, training, and equipment creates a constant sense of innovation while eliminating every possibility of utilizing unproven technology. “As an extension of our customers' businesses, we won't take risks in our methods that could jeopardize the quality and functionality of the end product,” says Ferrin.

The Next Frontier: Innovative Software and Robotics Automation

Cirtronics believes that its next frontier involves cutting-edge software and robotics automation. As its customers require more insights into the manufacturing of their products, the company recognizes that its ability to mine and share data will be a key differentiator. As a result, automation has become a critical element in Cirtronics' future growth plans.

Product companies today need a contract manufacturing partner like Cirtronics that can offer tailored solutions and help them address all their critical product requirements. “Our solutions portfolio combines our service culture, supply chain expertise, build methods engineering group (documentation), production, quality, test, and an extraordinary fulfillment team,” says Ferrin.

TESTIMONIALS


Global sourcing has been extremely difficult, I greatly appreciate your team's consistent attention and collaboration in order to bring deliveries earlier and more efficiently.

Alex Kuljian,
CPIM, CSCP, Supply Chain & Procurement
Analyst,
Alphatec Spine, Inc.

I've spent decades in supplier quality and global outsourcing, so I've seen a lot in this business. Cirtronics' care, concern, and effort to ensure we receive damage-free products goes beyond standard partnerships.

John Fiamingo,
Senior Supplier Quality Engineer,
Belmont Medical Technologies.

Cirtronics has the capacity, agility, and philosophy vested in quality builds. The company provides full system integration services, subsystem assembly and board production to ensure consistent and high-quality production of complex products that include electronic, mechanical, optical, and sensor subsystems.

Dedicated to positive outcomes and proactive engagement, employees bring their best to every interaction with customers and to every decision impacting the company infrastructure and offerings. Cirtronics will continue investing in people, training, and equipment to create a constant sense of innovation. “As the key to fulfilling our customer's business goals, we ensure our build methods, testing, and quality assurance maximize the quality and functionality of the end product,” says Ferrin. “Our customer focus is not just a buzz phrase, it's how we do business.” 

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