Five Questions to Ask Before Engaging a Medical Device Outsource Manufacturer

Constant cost pressures in today's healthcare industry often require med-tech manufactures to outsource all or part of a device. **Selecting the right medical device outsource manufacturer (MDO) is critical to ensuring successful results.** While price is important, it is just one of many factors to consider before choosing a partner. Here are five crucial areas to consider in your evaluation.

What is the MDO's quality performance?

- Is data-driven, risk-based decision making part of all facets of the product lifecycle?
- Do they have a strong sub-supplier system in place to ensure the supply chain is meeting cascading quality requirements?
- Does the MDO maintain the required governmental certifications and registrations?

Are your values and strategy aligned?

- Will the partnership complement your technology roadmap?
- Do they understand your strategy and can they deliver value-added solutions?
- Do your values align and are they reflected in each step of the product lifecycle?

What is the MDO's time-to-market?

- What is their track record for delivering quality products on time?
- Is there a dependable supply chain management system in place?
- Are they vertically integrated?
- Do they have expertise across all phases of the product lifecyle?

Is the MDO local or global?

- Will the proximity and/or local cost of doing business at their facilities impact your final cost?
- What distribution channels does the MDO have available?
- Does the MDO have multiple manufacturing locations to scale and/or contain cost?

What attributes should you value most?

- Quality performance
- Customer focus
- Time-to-market record
- Breadth of capabilities
- Innovative processes
- SMEs know-how
- Financial resources
- Vertical integration abilities
- Global footprint

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