



# RAMPING UP PRODUCTION DURING A PANDEMIC

In today's global village, when crises strike, they can affect people around the world, and your company may need to respond on a massive scale. As a global supplier, Molex has the infrastructure, international footprint and logistics experience to support its customers in crucial situations.

## BUSINESS CHALLENGE

Coordinating supplies from across the world is complicated under normal circumstances. But when events collide in a worldwide catastrophe, having a supplier with global experience and a stress-tested supply chain can prove essential in overcoming roadblocks.

## CUSTOMER CHALLENGE

**The coronavirus disease 2019 (COVID-19) pandemic caused a desperate surge in demand for ventilators and other life-saving medical equipment. A medical equipment OEM answered the call by ramping up production of its much-needed portable ventilator.**

During such an unprecedented emergency, reliable supply chains are essential, yet this can present difficulties, especially when the end products are medical equipment that uses hundreds of components. Because these products need to meet stringent standards, finding qualified components can take time. But time is exactly what health care providers don't have when fighting a deadly pandemic.



## SOLUTION

When medical equipment manufacturers collaborate with Molex during the design phase of their end product, they work step by step with our engineers to ensure reliable components are available during both normal production and emergency situations in which thousands of lives could be at stake.

Additionally, a global supply chain and strong communication/support are always key to a successful product launch and ongoing production. But they are absolutely crucial to a timely ramp-up during a pandemic.

Fortunately, the ventilator manufacturer started working with Molex in 2014 to develop a Premo-Flex Jumper Cable Assembly as an interconnect solution for its compact, portable ventilator. When COVID-19 became a pandemic and demand surged as a result, both the customer and Molex were ready to jump into action. Molex has the experience and capability to obtain necessary materials and board-level components and, by working closely with the customer, deliver the jumper cable assemblies needed for production.

So when governments across the world were coming to the medical equipment manufacturer for their portable ventilators, Molex was well positioned to quickly ramp up its own production and deliver the necessary



quantities of reliable and qualified flat flexible cable assemblies.

Additionally, Molex's experience with global communication is unsurpassed. Keeping up to date during a crisis as widespread as COVID-19 is both critical and difficult, but Molex was able to notify the customer of developments in production and shipment and quickly solve difficulties as they arose, due to the streamlined communication processes Molex had established with the manufacturer.

## Stability and Global Supply Experience

Confidence in a supply chain requires trust in a partner's ability to vet the health of its suppliers. That's why it's important to work with a proven partner that stress-tests its supply chain so that in times of disruption, quality product remains available.

Reputation and longevity matter. With an 80-plus-year history of R&D, innovation and manufacturing success, Molex is a stable and reliable source for products and support. We have several ISO13485-certified plants located globally, and our manufacturing partners also have the capability of making ISO13485-certified products upon request, which can be especially important in the medical field.



## WHY CHOOSE MOLEX FOR MEDICAL CONNECTIVITY?

### Quick-turn samples and fast production capabilities

- We have both the experience and the infrastructure to meet the demanding timelines of medical product development.
- Molex tests its components within applications to determine the design characteristics that best fit each customer's expectations.

### On-site engineering expertise

- Our mechanical, electrical, and software engineers work with our customers to gain a deep understanding of their needs and deliver innovative solutions.

### Value-add tests available:

- We thoroughly test cables as part of the development process for assured reliability and adherence to strict medical standards.
- Value-add tests available:
  - Bend testing, vibration, thermal shock, thermal aging, etc.
  - Customer specific test plans – we will work with customers to test to their requirements or come alongside them to create a test plan customized for their application

To learn more [www.molex.com/product/premoflex\\_ffc-fpc.html](http://www.molex.com/product/premoflex_ffc-fpc.html)

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