



# Success In Times of Crisis:

## A Journey from Concept to Market in 8 Months

### THE SITUATION

Shortages from COVID-19 created a critical need for ventilators in hospitals.

### CONTINUED SUCCESS

While COVID cases have decreased, this device is still being used to help patients in underdeveloped countries where there is a shortage of ventilators.

### THE SOLUTION

Dr. Steven Roy from Convergence Medical created a device that utilizes a commodity piece already in hospitals which allows multiple patients to be connected to one ventilator. Convergence worked with Medbio to make the concept a life-saving reality.

“Timely communication and responsiveness was key. The Medbio team was able to streamline the process and help us get to market within 8 months.”

– Dr. Steven Roy, Convergence Medical





## OBSTACLES IN THE PROCESS

Convergence contacted 15 injection molding companies:

- Many contract manufacturers could not help Convergence meet stringent standards required for the Canadian market
- Only 1/3 of injection molding companies responded, emphasizing a pattern of industry unresponsiveness
- Medbio was both highly qualified and highly responsive

## A DEDICATION TO DETAILS

Medbio was committed to understanding the needs of Convergence and went to work:

- Quickly assembled a materials expert to address questions and alleviate concerns
- Designed and molded five separate parts to complete the final product
- Assembled kits with instructions for hospitals to complete on-site
- Ensured a streamlined process to market with timely communication and service



In a landscape where efficiency, responsiveness, and collaboration are rare finds, Convergence found a dedicated ally in Medbio. The power of partnership and effective manufacturing helped bring innovation to life.

