

SUCCESS IN TIMES OF CRISIS

A JOURNEY FROM CONCEPT TO MARKET IN 8 MONTHS

A LIFESAVING SOLUTION

Dr. Steven Roy from **Convergence Medical Sciences** helped reduce COVID-19 shortages by creating a device which allowed multiple patients to be connected to one ventilator—utilizing a commodity piece already available in hospitals. **Medbio worked with Convergence** to make the concept a reality.



CONVERGENCE
MEDICAL SCIENCES



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

—Dr. Steven Roy, Convergence Medical

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.



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We pride ourselves on **dedication to details**

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



By leveraging our capabilities, Medbio:

- 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

OBSTACLES IN THE PROCESS

- 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



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.

