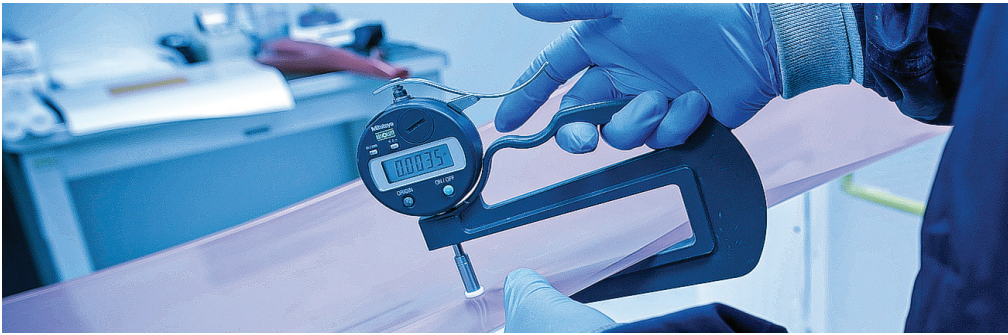


DRAMATICALLY HIGHER QUALITY AT 50% LOWER PRICE



Improved Quality:
Achieved required performance standards with in-house compounding expertise

Better Pricing:
Commercial volumes 50% off competitor's price

Shorter Development Time:
1 year (with no solution) vs. 2 months (problem solved)

Bentec Delivers First Articles in 83% Less Time and at 50% Lower Price than Competitor

A medical device OEM had been working unsuccessfully for 1 year with a competing silicone fabricator that could not meet the customer's technical specifications for a light-weight radiation shielding system. Despite the year of effort, the competing supplier's prototypes would "leak" silicone oil, vary too widely in both thickness and surface finish and consistently fail a radiation attenuation test.

The Customer's Challenge

Blend metal and silicone into a stable, homogenized mix that retains the hardness and density of

1. Met Previously Elusive Standards for Product Quality and Performance

Through our in-house silicone-to-metal compounding expertise, Bentec was able to deliver a homogenous, stable product with a uniform thickness and surface finish that consistently passed radiation attenuation tests.

2. Achieved 50% Cost Savings

By selecting a calendered fabrication process, Bentec utilized higher automation with a higher throughput than the competing supplier. In addition, the raw material quality achieved through

mercially viable, Bentec was able to finalize the formulation and fabrication processes and deliver commercially viable samples within 2 months.

Conclusion

If a customer comes to us early enough in the product development cycle, Bentec has the flexibility to select the most efficient and cost-effective combination of raw material and fabrication process before starting validations. This decision can lead to extremely favorable results for the customer, as demonstrated in this example.

The improvements noted above to the light-weight radiation shielding system represent just one of several recent examples whereby Bentec has helped OEMs exceed performance standards, improve quality, reduce costs and compress development time for their medical devices. Our decades of experience in silicone material science engineering and our industry-leading breadth of silicone fabrication capabilities have given us the opportunity to become a strategic business partner to our valued OEM customers.

Find out how we can exceed your expectations at www.bentecmed.com.



Product Development Time:
Bentec vs. The Competitor

BENTEC:
60 DAYS

THE COMPETITOR:
365 DAYS*

* Product never made commercially viable

"Bentec's engineering expertise is unparalleled. We received tremendous cost savings with improved quality, fast turnaround time and regular updates via weekly meetings."

metal, combined with the elastomeric properties of silicone, and then fabricate that material into a product meeting the customer's stringent performance standards.

The Bentec Solution

To address this challenge, Bentec applied its in-house compounding expertise to develop the optimal silicone-to-metal formulation and selected the highly efficient calendering process to generate a product solution exceeding the customer's expectations, based upon the following results:

our in-house compounding expertise provided a consistently higher manufacturing yield than the competing supplier. These factors allowed Bentec to share cost savings with the customer, delivering initial commercial volumes at 50% of the price point offered by the competing supplier, all while maintaining dramatically higher quality standards.

3. Compressed Development Time by 83%

While the competing supplier took over 1 year to deliver initial samples that were not even com-

