



Who we are

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Our capabilities

Engineering tomorrow's solutions

**BUILDING A BETTER  
TOMORROW, **TOGETHER****



## Who we are

KMC Systems, an Elbit Systems of America company, offers an ecosystem of engineering and innovation to develop the most advanced clinical and operational solutions for leading medical device customers across a diverse range of market segments.

KMC was established in Merrimack, NH, in 1980, conveying almost half a century of innovation, R&D of next generation devices, and the agility to evolve to meet changing market dynamics. This has kept KMC at the forefront of technological advancements and as the premier choice for leading global medical device and healthcare companies.

KMC is a full-suite provider with services in:

- ✓ Engineering Design
- ✓ Manufacturing
- ✓ Product Ideation
- ✓ Product Lifecycle Management
- ✓ Sustaining Engineering

## What we believe

At KMC, our corporate values represent the fundamental beliefs that define how we conduct business. Our principles reflect the company's culture and guide internal conduct, as well as our relationships with customers, partners, and stakeholders.

### DO THE RIGHT THING

We incorporate ethics, honesty, integrity, and fairness as our guiding principles in our daily work.

### MAKE A DIFFERENCE

We perform high-quality work knowing what we do impacts patients, providers, and other healthcare personnel. We foster an entrepreneurial and collaborative culture, embracing innovation to bring new and disruptive capabilities to the healthcare market.

### BE OPEN

We are transparent in our actions and value diverse thought and perspectives. At the same time, we are receptive to learning from the experiences of our colleagues, partners, and customers and are open to considering viewpoints other than our own.

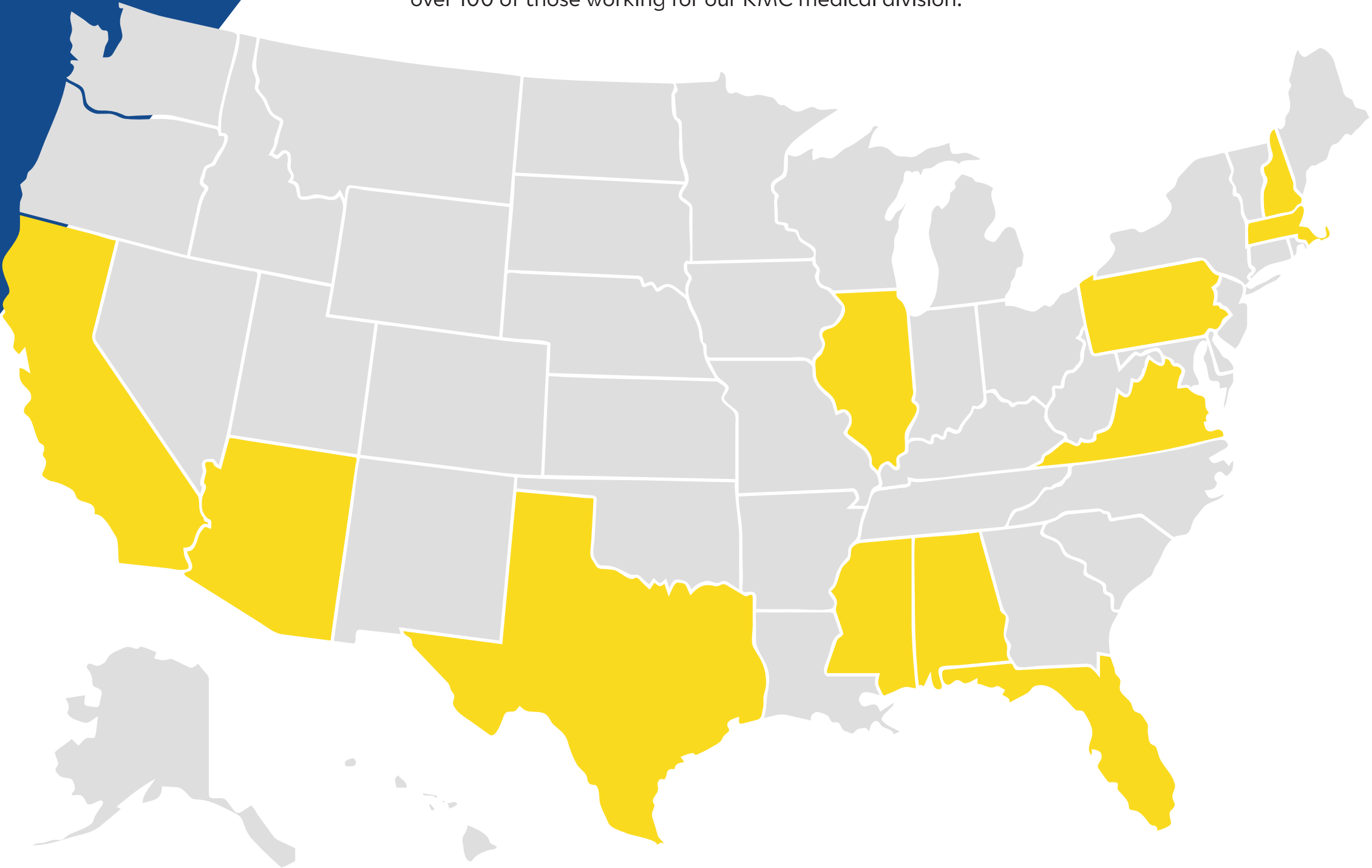
### BE BOLD

We ask questions and challenge accepted practices. We empower and hold each other accountable to bring diverse ideas to the table, question assumptions, take balanced risks, and innovate. In doing so, we nurture creativity, drive growth, and collaboration, while providing space to fail forward.



# Where we work

KMC's parent company, Elbit Systems of America, LLC is a US-based wholly owned subsidiary of Elbit Systems Ltd., a leading global source of innovative, technology-based systems for commercial and defense applications. Elbit Systems of America, is headquartered in Fort Worth, TX and employs approximately 3,200 people across North America. Elbit Systems of America has approximately 700 engineers with over 100 of those working for our KMC medical division.



Publicly traded on  
**NASDAQ**

**\$1.6B**

Approximate annual  
revenue as of 2021



Approximately  
**3,200** employees



Up to **10%** of annual  
revenue invested in  
**IR&D** and technology  
development



## What we offer

KMC is your trusted partner, from design and product ideation to commercial manufacturing and support. We leverage multidisciplinary teams with deep experience that operate exclusively through focused, project-oriented programs to reliably meet your needs.

### OUR SUITE OF SERVICES

#### Concept

Feasibility / Requirements / Risk Management / Product Simulation

#### Development

Software Engineering / Electrical Engineering / Systems Engineering  
Mechanical Engineering

#### Manufacturing

Systems Level Production / Global Supply Chain Management  
Value & Sustaining Engineering / Robust MES and QMS / ISO13485

#### Support

Spare Parts Service / Refurbishment / Obsolescence Management  
Regulatory Surveillance

## KMC credentials and compliance

Regulatory compliance is not just a requirement—it’s our culture. Our quality assurance team adheres to regulatory requirements with confidence and proven success.

- / ISO 13485
- / IEC 62304
- / Current Good Manufacturing Practices (cGMP)
- / Calibration and Metrology
- / FDA QSR Parts 820, 803 and 806
- / Part 11 Compliance





## Our approach

At KMC, we think of ourselves as an extension of our customers. We listen to your needs and work collaboratively with you to provide the best solution. Each organization brings experience and expertise to the table, but the partnership we create is what defines our shared success.

All KMC projects call for coordination among large groups of talented engineers, assay developers, and support personnel to guide development activity. Our programs are led by experienced program managers, core team leaders and senior management from both ours and our customers' organizations.

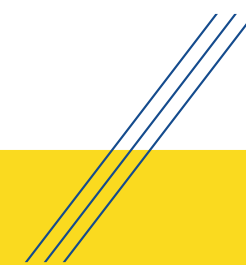
Customer feedback throughout the course of a project helps drive our creation and execution of high-level instrument concepts to achieve an optimal balance of size, cost and complexity. In order to make sure we produce designs quickly and effectively, we prioritize open communication. This allows us to make evidence-based determinations about your product while keeping you informed and engaged at all times.

Using this collaborative approach, KMC will align with you and your experts to create one cohesive team greater than the sum of its parts, working together toward one shared objective. The spirit of cooperation is what motivates and excites our engineers and tackling challenges together is not just a job — it's a passion.

## Who we work with

Our clients range from innovative start-up companies with limited resources to global, original-equipment manufacturers (OEMs). KMC has been a market leader for over 40 years in the In-Vitro Diagnostics space but has also supported customers across a variety of market segments, including:

- ✓ Acute Medical Care Device
- ✓ Bio-Processing
- ✓ Cell & Gene Therapy
- ✓ Liquid Biopsy
- ✓ Next Generation Sequencing
- ✓ Pharmaceuticals & Biotech



# Our capabilities



## PRECISION AUTOMATION

Robotics / Pipettor / Stages / Tube & Plate Gripper  
Cappers/De-cappers / Motion Control



## ELECTRONICS

Microcontrollers / Field-programmable Gate Array  
Embedded Controllers / Motion and Thermal Control



## PRECISION THERMAL CONTROL

Environmental Control / On-board Reagent Cooling  
Peltier Cooling & Heating / Heated Reagent Probes



## CONSUMABLE DESIGN

Assay Reaction Cuvettes / Nucleic Acid Extraction  
Rare Reagent Containers / Bulk Reagent  
Waste Containers



## FLUIDICS

Pumps-precision / Pipettor / Level Sensing / Fluid Transport



## OPTICS

Fluorometry / Luminescence / Optical Imaging  
Spectrophotometry



## SOFTWARE

Process Control / Data Processing / User Interface  
Motion Control / Thermal Control



I remember the exact moment when I sketched out a gripper that was going to grab a tray on an extension arm and how it was going to work, and now there are hundreds of them out in the world in this particular instrument that tests for COVID-19. It wasn't the initial intention, but the design work I did early on suddenly found this perfect use that is now helping the world, and that's an incredible feeling.

– DAN H. KMC MECHANICAL ENGINEER

# Engineering tomorrow's solutions

## **KMC Solution:** Mass Spectrometry Microbial Identification

- ✓ Diagnosis of bacterial and fungal infections and identify industrial contaminants
- ✓ Part of product family to determine patient therapy and monitoring of epidemiological patterns
- ✓ Industrial utility in environmental monitoring for food and cosmetic quality control
- ✓ Lead inventors for 3 customer patents

## **KMC Solution:** Allergy & Autoimmune Disease Testing

- ✓ Three immunoassay systems with processing cores that support software and automation for low-, mid-, and high-volume throughputs
- ✓ Modular core design allows for system scalability, consistent assay performance, common systems for end-user personnel, and a cohesive product family

## **KMC Solution:** Pre-Analytical Molecular Diagnostics (MDx)

- ✓ Preparation of samples by instrument includes automated transfer of sample for various input vials/containers to P-Cap tubes (SBT's) for further processing within before eventual transfer to the analytical modules for testing
- ✓ Processing of samples through vortexing, pre-warming and cooling for further processing on the analytical modules and return of input sample vials and completed P-cap

## **KMC Solution:** Bench-top Automated Multi-Analyte Analyzer

- ✓ Automated, bench-top system which measures antibody presence in samples
- ✓ Utilizes multichannel fluorescent detection technology to achieve up to 25 simultaneous results
- ✓ Serves autoimmune disease diagnostic markets

## **KMC Solution:** Fully Integrated and Automated MDx Analyzer

- ✓ Random access (accomplished without compromising turnaround time or throughput)
- ✓ Universal sample rack - no sample sorting to



For more information on how  
KMC is Building a Better Tomorrow,  
Together or to speak with a local  
Area Representative visit:

[www.KMCSystems.com/Contact](http://www.KMCSystems.com/Contact)

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