



## BUSINESS PRESENTATION KITRON



# A GLOBAL PARTNER FOR Sophisticated Electronics



The key to accurate medical devices and diagnostic tools is reliable electronics. Kitron has extensive and global experience in developing, testing, and manufacturing electronic equipment.

**THE HEART OF** a medical instrument or diagnostic device is its electronics. This is critical to delivering the reliability, safety, and accuracy that clinics and hospitals demand of their equipment. Kitron specializes in producing highly precise electronics and is ready to partner with developers of ultrasound, cardiology, respiratory medical devices and diagnostics.

### High complexity and low volume

Kitron originated as two small companies established in the 1960s in Arendal, Norway. Through mergers, acquisitions, and global growth, today it has more than 1200 employees at sites in Norway, Sweden, Lithuania, Germany, China, and the United States.

"Our core business today is manufacturing of high-complexity, high-quality, high-precision products that have strict requirements," says Key Account Manager for Kitron Lithuania Andrius Sadauskas.

He emphasizes that Kitron does not make components for products with a broad market such as laptop computers or mobile phones. "We specialize in low/medium volume products that other companies might not be willing or able to make," he says.

For companies developing medical devices, Kitron has electronic engineers with years of experience who know the trends, specifications, and requirements of the field. They understand customer needs and

priorities. Other in-house expertise includes prototyping, material analysis, and test development. Kitron complements human specialists with world-class robotics and other cutting-edge manufacturing equipment.

Kitron has state-of-the-art manufacturing facilities around the world. All sites employ a consistent strategy, Sadauskas says, so clients can work with Kitron representatives in their region, but be assured of a quality product, regardless of the manufacturing site. The choice of production sites gives Kitron clients flexibility that can reduce costs and shorten delivery times and distances.

### From design and prototyping to production and delivery

Kitron is ready to partner with equipment developers, from project design to product delivery. The company has experience with large instruments, such as ultrasound, cardiology, and respiratory systems, as well as bench-top devices such as point-of-care analytic equipment. Kitron specializes in partnerships that begin with first-concept design and testing and continue throughout industrialization, manufacturing, and final product testing, says Sadauskas. However, partnerships can also begin with production of a single component, such as electronic circuit boards, and expand as needed.

An example, Sadauskas says, is a partnership with Swedish diagnostics company

Hemocue on a blood analysis device for clinical use. "We started in 2003, making the electronic components," Sadauskas says. "Since 2007, we've taken on more of the process. We now manufacture and assemble the entire product from scratch in a separate, in-house clean room with dedicated employees. We deliver the device to Hemocue in Sweden or directly to end customers."

"Kitron was chosen first of all due to their well-established quality system, built to fulfill the ISO 13485 standard, a must for a medical device company like Hemocue. Also, we found a fantastic combination of professionalism, friendliness and on-time delivery. We from Hemocue are looking forward to continue our business with Kitron and further develop the cooperation," states Lars Jansson, Director Instruments Production of Hemocue AB.

With the medical device sector growing, including in developing countries, Sadauskas says that Kitron is ready to build on its solid customer base in this area to meet the growing market demand.

"We feel we are strong in medical devices, based on our good relationships with our current customers and our consistent development over many years. We are interested in bringing these strengths to new partners. Kitron employees are particularly proud to work at the company because we are making devices that help people become and stay healthy and track their health. That's an important global contribution for us," Sadauskas says.