

Fast Track to Manufacture

SAGENTIA

The commercial pressure to develop innovative products faster, and deliver them to market at lower cost, is intense. The competitive value of reduced time to market is well understood and has been addressed by the adoption of simultaneous engineering/concurrent engineering development processes. The new paradigm is to integrate this approach into low-cost, high-quality Far East manufacturing.

Although many companies are considering off-shoring as a fast track to manufacturing success, there are significant risks. In addition to the problems of controlling manufacturing cost, product quality and design integrity, many companies are concerned about the protection of their intellectual property (IP).

Sagentia SGAI Ltd combines Western innovation and design skills with engineering and manufacturing services located in Hong Kong and Shanghai. Launched in 2005, the joint venture was the first of its kind between a UK-based technology developer and an award winning Chinese manufacturer.

By using Hong Kong as a technology gateway our clients can access the benefits of off-shore manufacture, with their IP protected as if the product were developed in the West. Our presence on the ground also provides us with a firm grasp of the political, commercial, financial and cultural environment – a pre-requisite to successful operation in the region. Sagentia's joint venture partner, Automatic International

(AML), is based in Hong Kong with extensive manufacturing facilities in mainland China.

The 'fast track to manufacture' project management process can be resourced from Germany, US and UK and consists of four interlinked phases:

- product prototyping
- production-ready design
- full scale volume manufacturing
- after market support, including process review, on-going design development and logistics management

High volume production – 5,000 to 1,000,000 + units – is best suited to off-shoring in mainland China. Sagentia's Washington DC facility is well placed for smaller 100 – 500 batch runs of more sophisticated products, and can also be used as a finishing house for products made elsewhere.

AML and Sagentia are ISO 9001:2000 accredited; AML also has ISO 13485:2003 and QS9000, and its medical



manufacturing facilities are FDA and sFDA compliant, and have cGMP approval. Sagentia's Washington DC facility is FDA approved as well as being ISO 9001:2000 and ISO 13485:2003 accredited.

For further information email:
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Sagentia

Many minds make bright work

We create value from technology by developing richer solutions with our clients that enable them to realise better business opportunities.

We operate in six market sectors developing new technologies, products and services that change the basis of competition. We assist business leaders and policy makers to create strategies for technology, innovation and growth.

Our Collective Technology Wisdom® – the unique characteristic of our company – guides how we work. We form highly creative teams that draw on individuality and collective experience. And we take a multi-dimensional approach to opportunity discovery and problem solving, drawing on our combined technical expertise, business acumen and industry experience.

We can work with you wherever you are in the world. Our teams are situated in state-of-the-art facilities in Europe, the USA and China.

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