

A Primer on Entering the Medical Manufacturing Market



When & Where:

Thursday
December 10th
11:00 am- 12:00 pm

Virtual Meeting
Link will be emailed to
registrants prior to workshop

Cost:
No Charge

Registration:
[Click Here](#)

The pandemic has exposed a need for expanded medical manufacturing in the United States. Medical manufacturing tends to be more recession-proof than other industries. This workshop will introduce you to this market.

Objectives:

Learn and understand common terminology within the industry

- Basic terms you'll hear if you start calling on medical customers

Quality Management System implications and requirements

- Different markets will have different requirements

Overview of Market Segments

- Devices and their classes and equipment

How to get in the door

- Sales strategies to get started

Who Should Attend:

Manufacturing Owners/CEOs/General Managers and/or Sales/Business Development Managers

About the facilitators:

Ryan Case has spent 15 years working in the medical manufacturing field. Having a B.S. and M.S. in Plastics Engineering and an M.B.A., Ryan worked as a process engineer for Bausch and Lomb and eventually moved into commodity management, managing \$75 million of spend throughout the world. As a salesman, Ryan has sold into the medical market with various companies including General Electric and contract manufacturer Polymer Conversions.

Jim Johnson has more than 30 years of diverse manufacturing experience in engineering, project management, new product development and continuous improvement. Prior to joining Insyte, Jim held a variety of engineering positions at Integer, Fisher-Price and General Motors. He is an active senior member of the Institute of Industrial Engineers. Jim is an ISO provisional lead auditor, and a trainer in lean manufacturing initiatives. He is a former member of the Board of Advisors of RIT's Industrial and Systems Engineering Department. Jim holds an MS in Industrial Engineering from the University at Buffalo and a BS in Industrial Engineering from RIT.