



Little Parts. Big Difference.™

MEDICAL PRODUCTS MANUFACTURER **BREATHES NEW LIFE** INTO EXISTING PRODUCT WITH YKK INNOVATIONS

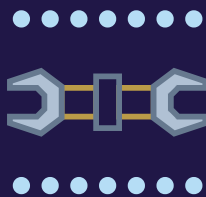


The Customer

Medical products company producing ankle braces

The Challenge

To replace an existing ankle brace that was uncompetitive and out-of-date



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The Approach

The customer initially approached YKK to develop ankle brace shells. We began with developing new production molds, but didn't stop there. We went on to develop a custom hook & loop strap, custom heel strap, and rivet fastener design and tooling. All fifty items included in the bill of materials were developed by YKK specifically for this project.

The Solution

Final assembly of the ankle brace was supposed to take place at a third party's location, but it became evident that the third party could not provide the necessary services. As YKK was the key supplier of the components in the brace, it made sense for all parties for YKK to offer a fully assembled and packaged ankle brace product. This eliminated the headache of managing the supply chain for the customer.

The Results

The customer was able to purchase, simply by part number, a fully assembled, FDA approved, branded product and have it shipped to their warehouse. YKK handled all the multiple SKUs as well as provided monthly shipment projections, enabling the customer to have an inventory of brace components and achieve on-time shipments. The program expanded to include ankle stirrups, another ankle brace, and a custom ankle brace shell for assembly in the company's Mexico facility.