

Medical devices and pharmaceuticals

Diatron

Solid Edge helps Diatron reduce time-to-market by 40 percent

Product

Solid Edge

Business challenges

Reduce time-consuming development process; get products to market faster

Lessen need for expensive physical prototypes

Avoid miscommunication between partners and developers

Minimize design errors

Keys to success

Fully utilize synchronous technology

Lessen development cost

Provide realistic preview of products for partners

Enable collaboration across countries

Results

Sped up design process by 40 percent

Cut product modification time in half

Used virtual prototypes to reduce costs

Synchronous technology is the cure for slow design process for diagnostic equipment manufacturer

Collaborative development

Blood cell counts are typically among the first diagnostic tests for general health assessment, ruling out infections or anemia and monitoring cancer patients during the course of chemotherapy. Diatron Zrt,

based in Budapest, Hungary, develops diagnostic equipment such as clinical chemical and hematology analyzers used in medical clinics, hospitals and veterinary facilities in more than 110 countries.

In the highly competitive global medical device market, successful companies are constantly improving their products by increasing precision, lowering costs, adding features and decreasing their footprints in





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Tamás Mohos
Engineer
Diatron

laboratories where space is at a premium. Diatron's products must not only provide top performance, but must also have visual appeal and remain affordable.

As a matter of continuous improvement, in 2012, the company decided to reaffirm its choice of computer-aided design (CAD) solution, reassessing the market's leading CAD systems. After a thorough review, Diatron engineers found Siemens PLM Software's Solid Edge® software still to be the best for its needs, this time learning that Solid Edge is the most complete hybrid

2D/3D CAD system that uses synchronous technology for accelerated design, faster change and improved imported re-use. Diatron engineers remain pleased with the functionality of Solid Edge, as well as working with graphiIT Ltd., a Siemens PLM Software partner that provides training, implementation and consulting services.

40 percent faster development process

"Our daily use of synchronous technology contributes greatly to the success of high-level product design at Diatron," says Diatron engineer Tamás Mohos. "Solid Edge

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Gábor Kenyeres
Design Engineer
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With any given product design project for Diatron, multiple modifications may be necessary to maintain technical quality and reduce production costs. These modifications not only have to be made on native models created using Solid Edge, but also on intermediate models that come from suppliers in STEP, IGES or JT™ data format. "Thanks to Solid Edge with synchronous technology, we can make modifications quickly and efficiently on native and intermediate models," says Mohos.

"Solid Edge is a great help to us," says Diatron design engineer Gábor Kenyeres. "Even with a perfectly designed product, a

tiny but crucial detail that may not be identifiable on a paper-based technical drawing can impact the overall quality of the final product. To avoid these kinds of problems, we send our suppliers 3D PDF files that are much easier to understand. With a single click, we can convert models created using Solid Edge into the 3D PDF format."

Product design is a complex task, often requiring several engineers and other technicians to work together on projects that take an average of two years to complete. Working with 3D virtual prototypes provides the opportunity to optimally coordinate market demands, manufacturability and costs. Virtual prototypes often provide enough information to help initiate an entire product line. Every stakeholder in the product development process can easily

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Solutions/Services

Solid Edge

www.siemens.com/solidedge

Customer's primary business

Diatron develops, manufactures and markets hematology analyzers, clinical chemistry analyzers and associated reagents for human medical and veterinary use.
www.diatron.com

Customer location

Budapest
Hungary

Partner

graphIT Ltd.
www.graphit.hu

understand a 3D virtual prototype and evaluate all parameters from both a functionality and manufacturability standpoint.

Focus on innovation/customer

"It is important that we provide innovative, high-performance products to our customers and partners – products which contribute towards people's health and well-being," says Mohos. "For our partners, the most important priority is making sure these devices meet the end-users' needs. We also have a longer-term perspective in making

sure we provide the level of service our customers need on an ongoing basis.

"Multiple engineers and designers participate in the product development process and a lot of data gets generated over the course of a project. Managing this amount of data is impossible to do merely on paper. So we plan to introduce a new ERP (enterprise resource planning) system in the near future, into which we will integrate Solid Edge as well."

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Engineer
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