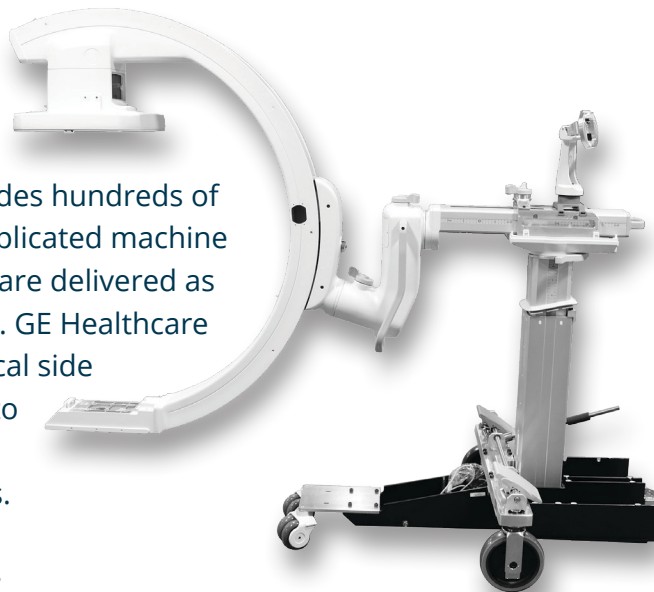


COMPLEX PRODUCTS, ONE-WEEK LEAD TIME

Precision Machining • Robotic Welding • Complex Assembly
• Painting • Lean Pull System • Supply Chain Management

OUR OPPORTUNITY:

In the early 2000s, GE HealthCare was looking for a partner to help them build the C-Arm Mobile Imaging Unit. The mobile X-Ray unit includes hundreds of parts ranging from simple nuts and bolts to complicated machine castings, electronic cables, and plastic parts that are delivered as part of an assembly or as individual components. GE Healthcare needed a highly reliable partner on the mechanical side with a very diverse set of capabilities, the ability to manage its suppliers through in-depth sourcing strategies, and someone to meet tight lead times.



ABOUT THE CLIENT

Industry:

Medical Imaging

Location:

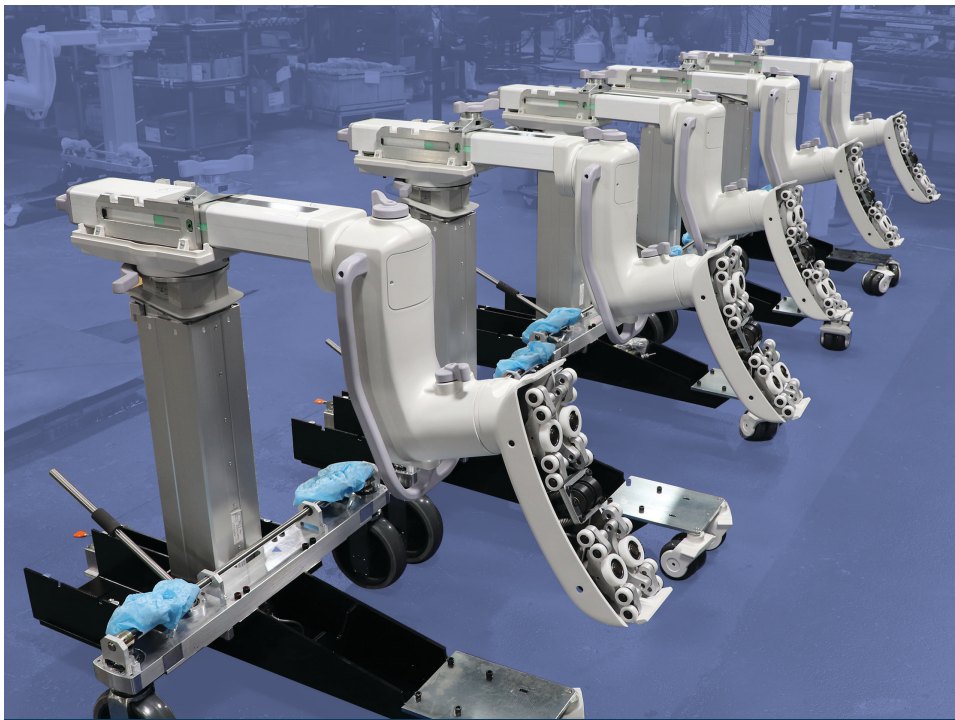
Salt Lake City, Utah

GE HealthCare partners with customers to fulfill healthcare's greatest potential through groundbreaking medical technology, intelligent devices, and care solutions. With its partners, GE HealthCare seeks to build a healthier future where healthcare has no limits as better tools enable better patient care.

www.gehealthcare.com

OUR SOLUTION:

Lou-Rich developed diverse capabilities to provide predictable supply. The C-Arm is a Lou-Rich assembly that's consistently delivered weekly, so GE HealthCare officials can plan accordingly. "It's unusual for a supplier to create a product they can provide consistently on a one-week lead time. It takes years of trust and working through our partnership to develop a system to build and provide weekly all the parts to be ready for our system," says Mendoza.



Finished Assemblies ready to be wrapped and shipped.

"What Lou-Rich provides that other suppliers don't is the sense of passion and commitment and customer centricity to provide what their customers need. You can find other companies that can do machining, but their people make the difference."

Jaime Mendoza, Executive Global Sourcing,
Image Guided Therapies

THE RESULTS:

According to Mendoza, Lou-Rich is among the most critical partners in the C-Arm Mobile Imaging Unit's construction, providing all the mechanical components for the base's rotational components, the C-Arm, and all its component parts. Lou-Rich's flexibility and expertise allow GE HealthCare to offer 10 models of the Mobile Imaging Unit, with 9" or 12" detectors. "We can't manufacture this product without Lou-Rich. Their involvement has translated into our success and ability to bring new products to market," adds Mendoza.