

# GLAUKOS<sup>®</sup>

## THE BACKSTORY

Glaukos makes medical devices. Like any medical device manufacturer, the last thing they want is a recall, so they use the power of X-ray to view a tray sealed finished good for final inspection before they send the good to their customers.

Glaukos was using the Nikon XTV-160 but determined it was the wrong product for them because:

Glaukos is a top 100 medical device company, a pioneer focused on revolutionizing new treatments for chronic eye diseases.

- **Waste of talent** – Best operator had to run the machine
- **Slow** – Wasn't Automated
- **Hard to navigate** – The software took weeks of training to understand
- **Service** – Inconsistent

2018, Glaukos met with Creative Electron and the MD&M Tradeshow. They presented their issues and we responded as we always do. We are the X-ray people; we can do that.



## THE RESPONSE

Glaukos highly appreciated the machine. It enabled growth for the following reasons:

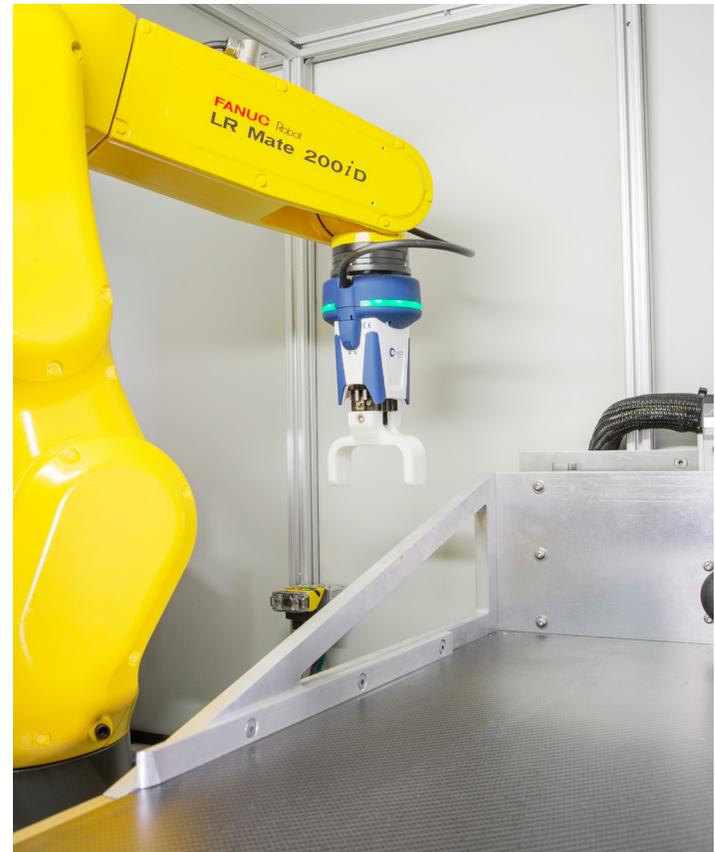
- **No wasted talent** – An entry level employee could operate it. It's that easy!
- **Automated process** – An employee can hit start, go to lunch, and come back to a job well done
- **Speed** – Line speed increase by 30%
- **Custom** – The product fit their needs perfectly, each ask was answered
- **Specific** – Glaukos defined the pass/fail items. Creative Electron programmed it for them.

## RETURN ON INVESTMENT

Glaukos sees daily return on their investment in the following ways:

- Free's up their most valuable resource, people
- 30-minute process can be done in 2 minutes of work. Process has 7x less interaction.
- No human error! Machine is repeatable.
- Didn't need to hire anyone for the technology. It was built exactly to our specs.

Finally, by adding two more TruView Fusions they are looking to surpass all their competition with faster output and more risk mitigation than ever.



TruView™ PC2 System

## WHERE ARE WE NOW?

Since the first X-ray system, Glaukos has purchased two more that are even more customized to answer more of their needs. Their R&D team saw what the system could and now they are in the process of ordering one for themselves. Finally, they are looking to order a Parts Counter as well to continue to speed up their entire manufacturing process.

*\*All answers were pulled from an interview with the customer themselves*