

PRISMA

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SECURE SITE TRANSFER

▼ **WILD**

▼ **PHOTONIC**

WILD's assembly employees are masters in their trade.

Introduction of the WILD Group's new Quality Manager.

Phonic presents an innovative light source for microscopy.

**DI Thomas Köbel**

Managing Director Photonic

WE CAN TAKE IT FROM HERE.

In almost all industrial branches, outsourcing has been an efficient business practice for a very long time. The incentives, however, have changed over time. Though at the beginning, most companies were keen on cutting costs, today the contracted service provider is increasingly turning into a strategic partner. The WILD Group, too, takes a holistic view of the responsibility transferred to it as part of outsourcing projects. The fact is, customers still take their decision to outsource with their focus first and foremost on the costs and the technical possibilities. The problems in outsourcing, however, often emerge in completely different areas. After all, every outsourcing project is a highly complex undertaking, subject to the criteria of project planning and management. Simply moving material or know-how will not do the job. It requires detailed, anticipatory planning of processes, of procurement and of quality management. The decisive element is not theoretical expertise but practical experience. In this issue, we will show you that Photonic possesses both of the above using the example of a successful serial production transition for two surgical lights which has led to a significantly increased demand for the products ever since.

We will also give you the latest news on Photonic's own products: in April 2017, we will be launching a completely new fibre-coupled light source for microscopy onto the market which covers all conventional lighting applications. Turn to page 7 for more on this topic. The present issue will also explain why WILD's assembly employees are true masters in their trade and which services the WILD Group can provide to secure decisive competitive advantages for you in each phase of your product and value creation process.

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DEXTERITY IS THE KEY TO SUCCESS.

▼PHOTONIC ▼WILD

Extreme precision and speed don't contradict each other. This is what WILD Assembly Manager Reinhold Kordesch demonstrated by winning the "Speed wins" competition at MOTEC 2016.

Every product made by WILD is a hybrid of high technology and handicraft. a combination of the latest technology and experienced manual skills. Reinhold Kordesch, assembly team leader at Medical Technology recently demonstrated that WILD's assembly employees are masters in their trade. He won the "Speed wins" competition staged by AVENTICS at the 2016 international trade fair for production and assembly automation MOTEC by a clear margin from a total of 175 participants. It took him just 1 minute and 33 seconds to assemble a valve system. That was no coincidence. Kordesch - just like the rest of the assembly team at WILD - possesses a set of particular skills which are essential for such precision work: dexterity, spatial perception, team spirit, a high level of concentration and, first and foremost, utmost reliability and commitment to quality.

"What makes WILD stand out is the breadth of skills we combine under one roof. Our staff bring experience in mechatronics, electronics, mechanics, and optics. Be it blood dialysis equipment, prosthetic systems or retina scanners, you will not find a mass production line at WILD.

All assemblies are combinations of complex high-end devices. Our employees must therefore be capable of carrying out very complex activities independently", Kordesch stresses.

Clockwork precision

Similar to the work involved in making a watch, the assembly process requires the highest level of precision. Year-long experience with such complex modules is of equal importance. "Based on this experience, WILD has developed a quality management system perfectly suited to our customers' requirements", says Kordesch, a trained precision mechanics engineer who's been working at WILD for 28 years. Moreover, requirements in terms of quality and delivery performance are clearly on the rise. Due to increasing regulation, the trend is moving toward greater documentation. Yet "smart production", too, has long been the focus of WILD. In future, all employees will receive their instruction documents and performance parameters through a separate PC. As a result, a large number of assembly activities will be linked to the ERP system in real time.





SEAMLESS TRANSITION.

▼ WILD ▼ PHOTONIC

When properly planned and executed, a safe relocation process increases product quality, improves efficiency and cuts costs.

There is an ever growing trend toward closer networking between companies, be it through relocation, outsourcing or collaboration in partner networks. The established boundaries of a company tend to become blurred. It is therefore all the more important to build cooperation between partners on a stable foundation. Transferring entire production lines in particular is a highly complex undertaking, during which many more things than just the mere technical implementation need to work smoothly. Because of government requirements, GMP rules, proper documentation, the transfer of suppliers and contracts and - last but not least - the issue of speed, a production transfer is a project the success of which depends on proven structures and processes.

The asset deal with Zett Optics proved that the WILD Group is on top of the entire project management required for such a transfer. The objective was to continue supplying the Medical Light 600 and 1000 models to end customers with already confirmed delivery dates. „One of the greatest challenges challenges was the time pressure involved. These LED surgical lights are products that enjoy a strong demand on the market. As a result of the discontinuation of production at the original manufacturing site, without the possibility of a postponement or a partially overlapping production, the transition deadline was unalterable. On the other hand, there were confirmed delivery dates that had to be met“, recalls Photonic Managing Director Thomas Köbel, who coordinated the relocation process.

Putting knowledge to work

The entire supply chain, including all production means, stock and the existing documentation, had to be transferred within the shortest period possible. „The surgical lights had to undergo several years of development before becoming ready for serial production. We had to appropriate the train of thought of the engineers within a few weeks so as to allow for a smooth transition. During this hot phase, the former project manager for the surgical lights proved a great support. The close contact we maintained ensured a continuous information flow that was invaluable to us“, says Köbel. „However, it was above all the mobilisation of know-how from developers, engineers, and assemblers within the group that secured

a safe and effective transfer“, says Dr. Josef Hackl, CEO of WILD Group.

Software-based guidance system

At the same time, the WILD Group had to take on the existing suppliers and adapt the agreements with parts suppliers to its modified supply chain design. This task would have been impossible to implement in such a short time without the proven software-based serial production transition process implemented at WILD. „It guided the project team through the entire planning process. This made sure that logistics, assembly lines, packaging and delivery, as well as the provision of the production means and the required documentation were taken into account in time“, summarises Wolfgang Pischounig, WILD project manager for medical technology. WILD thus managed to achieve the impossible in just four months, redesigning the entire supply chain from scratch so that the production of the surgical lights would meet the high standards of WILD. After all, a takeover is always a suitable time to question existing procedures and to look for optimisation possibilities.

Enlightening arguments

By launching the Medical Light 600 and Medical Light 1000, Photonic is offering two systems that are becoming increasingly popular among users. This product family stands out through its modern design, coupled with innovative light technology, compact size and superior handling. The use of LED technology allows for high luminance while generating little heat, long service life, high efficiency and thus an ideal cost-benefit ratio. Photonic's next step is to launch further versions of these surgical lights on the market. These will include a battery-operated model for mobile, off-grid use or fitting the surgical lamps with red or blue LEDs for light therapy applications.

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COMMITTED TO QUALITY.

▼ WILD

Consolidate the excellent quality management of WILD throughout the Group and raise it to a new level - this is the task new Quality Manager Thomas Waldner has set for himself.

„WILD's quality management is as broad and deep as necessary, while remaining as lean as possible. This allows us to meet the statutory, normative and contractual requirements, while giving us enough space to react flexibly and face up to new challenges.“ If you ask Thomas Waldner, Head of WILD Group's Quality Management and Völkermarkt Site Quality Manager since September 2016, about his new tasks, he constantly emphasises: „My predecessor Mario Rodler has done an excellent job, handing over a team and a system which are very well structured and fully meet our customers' requirements within just three months. This is particularly confirmed by the regular customer audits“, says the Klagenfurt-born manager. The task of Waldner, who acquired international QM experience in the automotive, medical device, and plant construction industries for ten years, is to maintain quality management at this high level and to make it fit for future

requirements. The Group must undergo the next important development step, especially regarding group-wide collaboration. Quality systems and approaches at the different sites will have to be coordinated under his leadership. Nevertheless, the individual respective structures with their separate certificates will have to remain intact. „We will be generating a benefit for both our external partners and our employees as a result. They will all be presented with clear and common guidelines which will define and facilitate collaboration between the different sites“, stresses the 36 year-old father. Moreover, all sites will soon be adapting the quality management system in accordance with the latest amendments of QM Standard 9001 for Optical Technology and 13485 for Medical Technology, a task he will be implementing together with his team of 11 and the QM officers of WILD Electronics, Photonic and WILD Technologies.

For Thomas Waldner, however, quality is not the result of proper structures alone, but first and foremost of the right collaboration. It needs to be linked to production, sales, procurement and development: in other words, to all departments. A major focus is placed on direct and clear communication. His outgoing nature is definitely a plus. And so is the corporate culture in place at WILD. „The environment here at WILD is remarkable. Its corporate culture and transparency are unparalleled and the sites themselves - art and architectural design - do not resemble anything I have encountered so far. As far as I can tell, the colleagues very much identify themselves with the company and this is one of its greatest strengths. It feels a bit like a large family.“

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PUTTING THINGS IN A COMPLETELY NEW LIGHT.

▼ PHOTONIC

Flexibility is a major asset. Photonic presents a new fibre-coupled light source for microscopy that can be used in all traditional lighting applications.

Different tasks require different lighting concepts. Though this may sound like a platitude, it often presents users with a difficult choice in practice, especially in the field of microscopy. Here, both the type and the direction of lighting play an essential part in the results. A wide variety of different lighting systems are therefore applied in this field. For instance, a spotlight will be used when one needs to intensely illuminate a small field. A ring light, on the other hand, ensures shadow-free, homogeneous object illumination, while a darkfield ring light makes edges and scratches visible. All of this is nothing new. The novelty here is that Photonic's newly-launched F5100 represents a fibre-coupled light source for microscopy that is suitable for all of these types of lighting.

A light source for a wide range of applications

Compared to LED direct lighting, where only a single form of illumination can be implemented, once fitted with the corresponding accessories, the F5100 is now suitable for every lighting application - spotlight, reflected light, transmitted light or ring light. „The greatest benefit for the user is flexibility. Depending on the application, you can ideally pre-adjust the fibre-coupled light source and adapt it to your own requirements“, stresses Photonic

Managing Director Thomas Köbel. The 8mm light fibre optic connector in the F5100 is fully compatible with the comprehensive range of Photonic accessories.

This innovative light source, the only one that comes with a stroboscope function with a trigger input as standard, has a whole other series of special features up its sleeve: it guarantees extreme brightness with a very high-quality cold white light. Moreover, its flexible menu instructions and the high-quality OLED display will prove very popular among users. „The F5100 will be mostly used in the area of life sciences or in quality control“, Köbel expects. In these areas of application, fibre-optic light sources can present their advantages in the best light, since they guarantee maximum luminance on a small surface while remaining compact and extremely flexible. The F5100 will be available as of April 2017.

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PIONEERING.

▼WILD ▼PHOTONIC

WILD Group's latest Service Roadmap brochure demonstrates how we can support you in implementing your projects in a more optimised, cost-effective and sustainable manner.

"Our customers are at the centre of our entire system."

For the WILD Group, this is not just an empty marketing slogan, it's a reality experienced every day. The new Service Roadmap (SRM) demonstrates how seriously the systems partner takes customer orientation. The roadmap now provides a total of 13 service modules, giving customers a the decisive competitive edge in every phase of their product and value creation process. Similar to the Technology Roadmap with its 12 innovative technology fields, in which WILD constantly expands its know-how and points out to the latest developments and trends, services have also gradually been expanded in recent years. Today, the new SRM brochure provides a comprehensive overview of 13 service packages for the first time. Six of them deal with the topic of development, two with quality management and five with effective supply chain management.

As a customer, you can „consume“ exactly those modules that you may require at a given time. "One could compare these modules with selected culinary dishes. You can actually taste them as individual modules. It is the successful composition of several modules, however, that will give your product its very individual note", explains Josef Hackl, CEO of the WILD Group. Based on several case examples described in the brochure, project managers and customers jointly furnish proof that such flexibility, coupled with the necessary experience, are of inestimable value.

The print version of the SRM and Technology Roadmap brochures, as well as all issues of PRISMA can be ordered directly from Stefanie Frager (stefanie.frager@wild.at).

You can also download the brochure at www.wild.at.

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The WILD Group

The WILD Group comprises the WILD brands based in Völkermarkt, Wernberg (Austria) and Trnava (Slovakia), and the Vienna-based Photonic. We are your reliable partner on a path of continuous growth. We generate an annual group turnover of 95 million euros with a staff of 400 highly qualified workers and employees.