

Versono Medical Ltd.

GALWAY, IRELAND

BACKGROUND

Versono Medical is an early stage MedTech company located in Galway, Ireland, a growing global center for medical technology excellence. The company's focus is the development of a specialized new technology platform for endovascular surgery. Specifically, the new technology addresses Critical Limb Ischemia (CLI), the most severe clinical presentation of Peripheral Arterial Disease (PAD).

The global diabetes epidemic requires urgency to discover breakthrough diagnostics and treatments for CLI, a significant health risk for diabetes sufferers. Currently, diagnosis is confounding due to multiple factors (i.e., infection, microangioplasty, tissue loss) that must be considered in differentiating pure ischemia from CLI. As diagnostic criteria continue to evolve, Versono stands to elevate treatment capabilities through its Fastwire device.

Opening new doors to effective endovascular treatment of complex chronic lesions, Fastwire stands to alleviate pain, save limbs, and save lives. Versono's mission is to mitigate poor patient outcomes, high amputation rates, and high mortality rates associated with CLI.

The Fastwire device uses ultrasonic technology to break down complex blockages in patients facing CLI.

CHALLENGES

The Versono team was looking for a packaging solution that would not only protect the medical device components, but also deliver rigorous sterility maintenance. The utmost quality in packaging was a must-have. Additionally, the unpackaging process and ease of opening for aseptic presentation for the end user were non-negotiable. With that said, the Versono team acknowledged the realities of cost and environmental factors in its quest to find the right solution in the Fastwire packaging system.

SOLUTION

Versono's search for a trusted partner in packaging led them to the Oliver Technical Centre in Galway, Ireland. "We got in touch with Oliver and requested samples that could provide a clean, compact solution that would meet our unique and uncompromising requirements. After seeing what Oliver had to offer in the form of mounting cards and pouches, we were interested in exploring this packaging solution. This packaging was exciting compared to other options we'd seen that felt outdated and bulky."

The Oliver Technical Centre was able to increase productivity for Versono, using Oliver custom packaging components to reach a solution quickly and efficiently. The R&D team appreciated having a partner nearby, which also forged a strong working relationship—as Versono developers expressed, "a huge boost for a startup trying to get to market. We can drop in at the facility any time—both Lee and Tommy are very accommodating. We can collaborate on a design, test it, modify it, and test it again with ease. This prompt, welcoming access to support is highly beneficial from a timing, cost, and quality perspective."

RESULTS

Oliver was able to help Versono realize their goals, delivering:

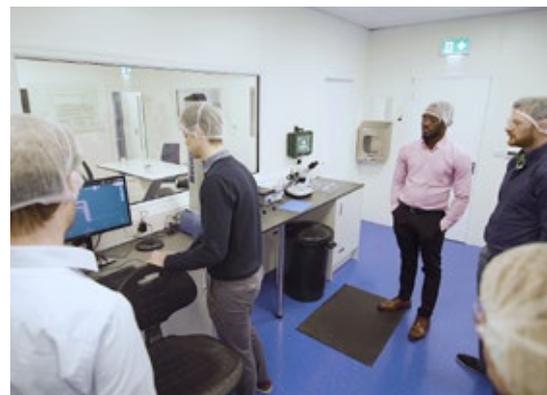
- ✓ A high-performance, aesthetic packaging system
- ✓ A design predicated on minimal packaging footprint
- ✓ Superior containment with custom HDPE CleanCut cards and matching pouch configuration
- ✓ Outstanding user experience for intuitive opening, handling, and aseptic presentation
- ✓ The attention to quality that the product demanded to support patient safety



"It's great knowing I can leave the facility with a solution I'm confident will pass any formal testing that we do."

ALAN CORBY

Versono Medical Ltd. R&D Engineer



For questions or concerns, please contact us.

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