

allianz

Volume 8 • 2021 | The Magazine for Partners of B. Braun's OEM Division



SWAT: SPECIALTY WORKERS
ASSEMBLY TEAM

B. BRAUN AND
CARE CAST™

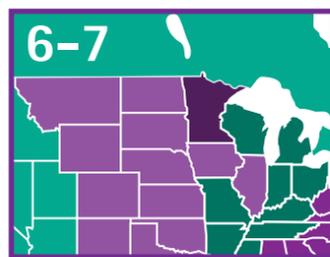
PRODUCT SPOTLIGHT: PUMPS



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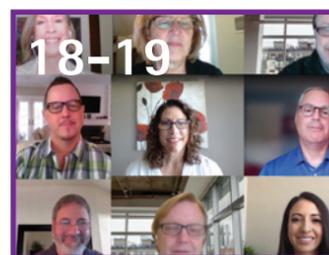
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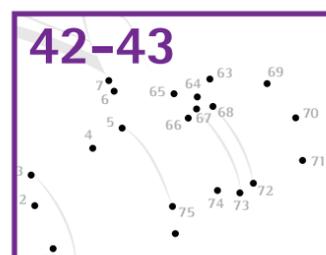
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CHECK OUT OUR **CONNECT-THE-DOTS PUZZLE** ON PAGE 42!



Dave Williams

EDITOR'S NOTE

When the moment arrived

Every business day is a succession of opportunities, needs and demands, with the responses that address them. We share the stories in *allianz* to demonstrate the many ways that B. Braun's capabilities and expertise meet the needs of our contract manufacturing customers.

This edition of the magazine continues in that spirit, but a common element in many of these stories is something new: our actions in response to the radical changes brought by the COVID-19 pandemic.

For instance, you'll find a discussion with two of our top medical/scientific officials, Wes Cetnarowski, M.D., and Angela Karpf, M.D., who describe a historic moment of tremendous challenge, and the skills, resources, plans, determination and plain hard work that enabled B. Braun to rise to that test.

A piece on our respected corporate partner ALMO shows what it means to work closely with one of the world's leading makers of an indispensable tool

for this emergency: the medical syringe. Another story details the pandemic-related issues that have complicated implementation of the European Union's landmark Medical Device Regulations. Yet another explains how our *Care Cast*™ video series has delivered essential medical information to clinicians on the front lines of COVID-19 treatment.

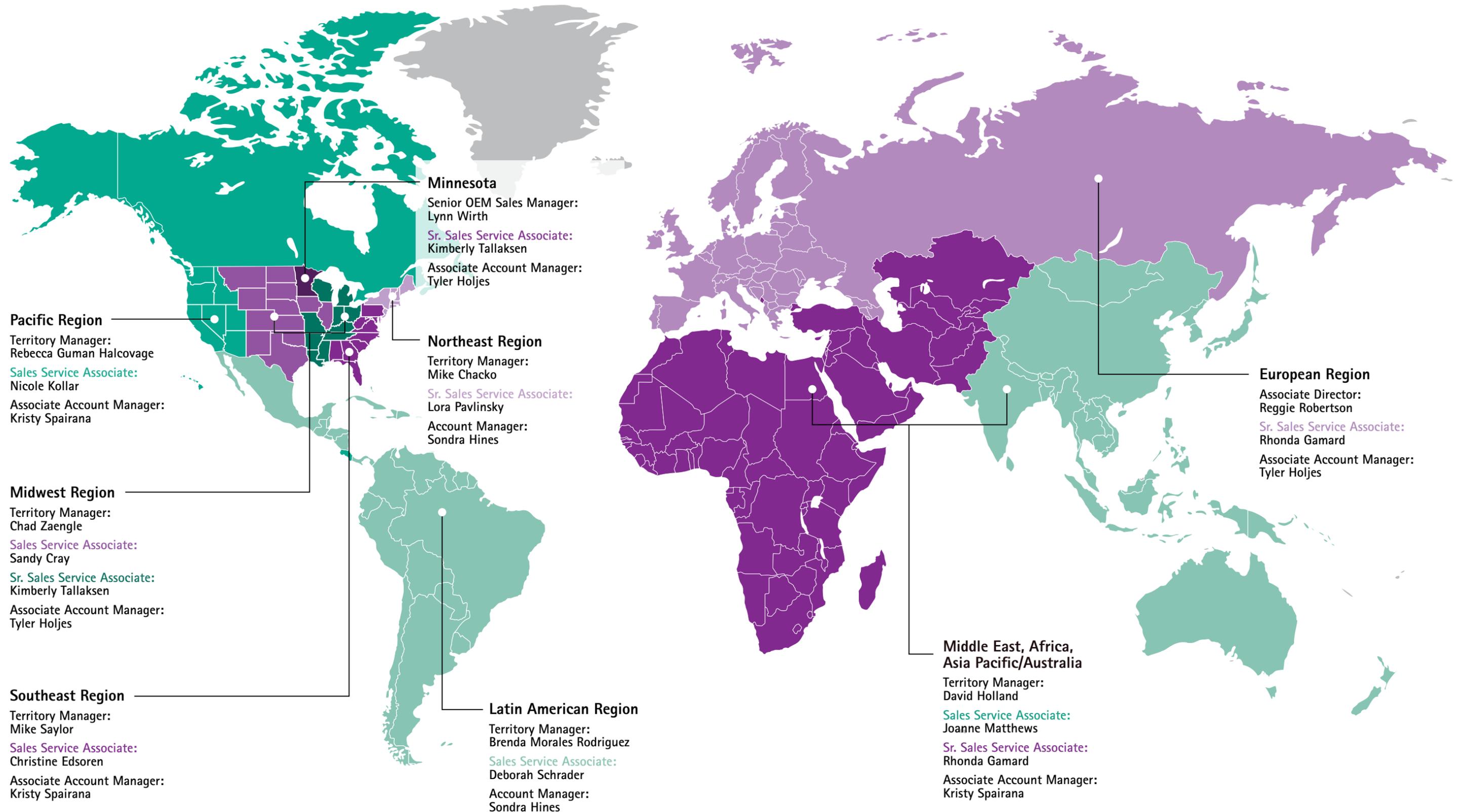
Not every story here is pandemic specific – you'll read about B. Braun's outstanding pump line, our Pacific Sales Team, Specialty Workers Assembly Team, a forthcoming plant expansion, and our longstanding charitable work through the United Way.

However, everything here contributes to a picture of an extraordinary company – a company whose strengths, resources and performance give ample reason for customers, clinicians and patients to regard it with confidence in these times of great stress and in the better days to come.

"We share the stories in *allianz* to demonstrate the many ways that B. Braun's capabilities and expertise meet the needs of our contract manufacturing customers."



OEM & INTERNATIONAL DIVISION TERRITORY MAP



ASK THE EXPERT:

JOHN GRIMM



John Grimm | B. Braun Corporate Vice President

What are some ways that design and engineering can improve contract manufacturing outcomes?

Medical device designs from our customers undoubtedly meet the performance specifications laid out by their product managers.

However, we look at them through a manufacturing lens based on our experience, our equipment and our regulatory knowledge. Our perspective often results in design and engineering changes intended to enhance the quality, lower the long-term cost, simplify the manufacturing or assembly process, or improve documentation – all while ensuring the original specifications are maintained.

Here are some specific ways that design and engineering expertise from a contract manufacturer like B. Braun OEM Division can provide more confident outcomes.



Design for manufacturing.

Creating a part in a computer-aided design (CAD) system is one thing. Having it successfully emerge from an injection molding machine is another. Our extensive experience with injection molding allows us to help customers maintain the integrity of the design while adding moldability attributions that reflect how the machine will bring each part to life.

Design for scalability.

Many medical devices begin their lifecycle below the high-volume threshold, sometimes with manual procedures. Successful scaling to high-volume manufacturing requires foresight and planning to streamline the production process early in the lifecycle. Our engineers might take a five-year view on a project and suggest changes that will make scaling less cumbersome and less expensive.

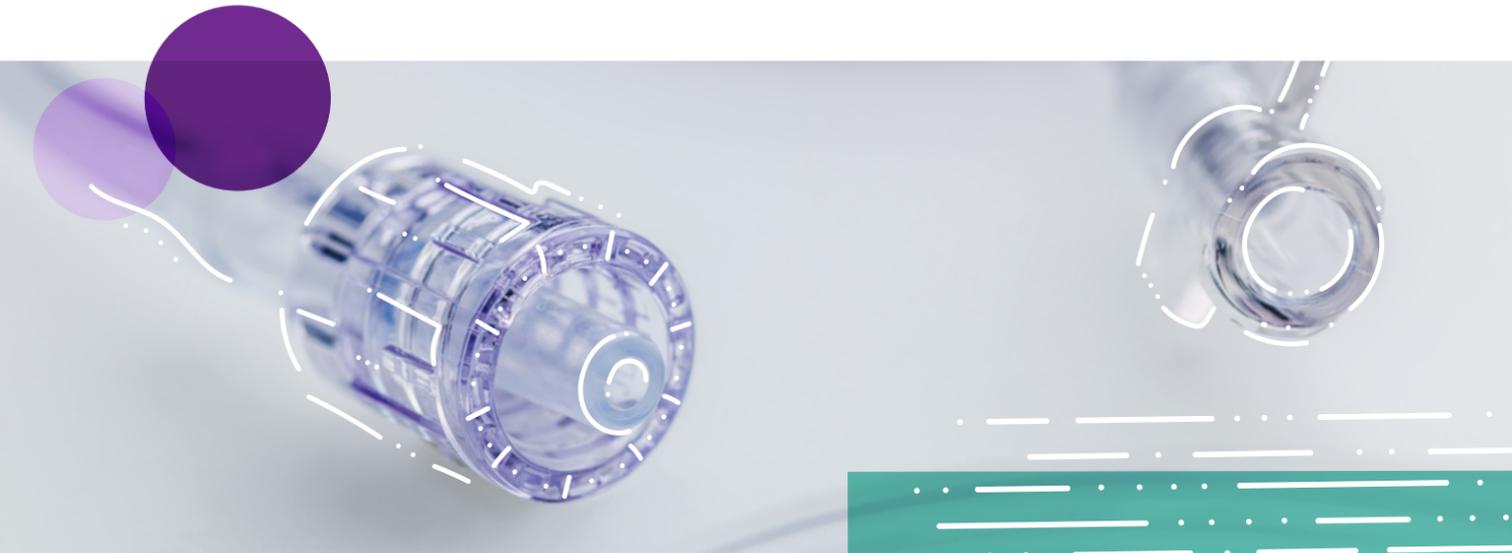
Design for safety.

Whether finding ways to prevent needlesticks among medical professionals or incorporating materials that are compatible with the liquids that a device holds or conveys, our engineers can apply what they've learned on B. Braun-branded products into contract manufactured products. Safety is ultimately in everyone's best interest.

Produce documentation.

Documentation is becoming a bigger and bigger part of contract manufacturing projects. And we can only expect the front-end documentation requirements to become stricter. We have well-established monitoring tools and testing processes to show we are meeting regulatory requirements before devices are submitted for approval. We may suggest changes to design or production to ensure the proper data can be obtained.

In the end, we believe a collaborative effort between our customers' engineers and the B. Braun team will yield a device that performs as designed and can be manufactured efficiently now and into the future. We think those are outcomes everyone can agree upon.



A SHOT IN THE ARM:

ALMO IN A WORLD THAT MUST HAVE SYRINGES

Among those products most needed in the global pandemic moment, few have mattered more than the medical syringe. One of the world's leading makers of this essential item (and the number-one syringe maker in Germany) is ALMO-Erzeugnisse, a subsidiary of B. Braun Melsungen AG, and an important partner of B. Braun in the U.S.

ALMO manufactures a wide range of syringes, from standard models to highly specialized ones. The company portfolio includes options from injection and infusion to insulin, including 1 ml through 30 ml single-use products. Current annual volume amounts to 2 billion units. A substantial number of both standard and custom types are produced for the North American market.

A world changed by COVID-19 was bound to exert a powerful influence on ALMO's international operations. "The pandemic led to a remarkable higher demand for syringes, especially for small-volume ones, as they are suitable for the injection of vaccines," says Otto Philipp Braun, Co-Director of ALMO.

"Therefore we adapted our production in various ways. We adjusted our shift model to produce 24 hours a day, seven days a week. We're grateful to all our employees for their great willingness and support. Additionally, we expanded our production site with two new lines.

"As a manufacturer of medical device products that contribute to people's health," he adds, "we set our focus on hygiene, safety and functionality. Our customers demand high quality, and we meet these demands with the expertise of our in-house quality management and research and development teams."





An essential supplier to the North American market

According to Phillip Milia, OEM Sales Manager, here in the states, ALMO is an essential and long-standing supplier of syringes in the market on this side of the Atlantic. "Their syringe products are utilized in many of the kits manufactured at our Allentown facility. In addition, we offer them as single sterile through our Outpatient Markets (OPM) and Hospital Care Divisions (HCD) and also through our OEM Division in sterile and bulk non-sterile configurations."

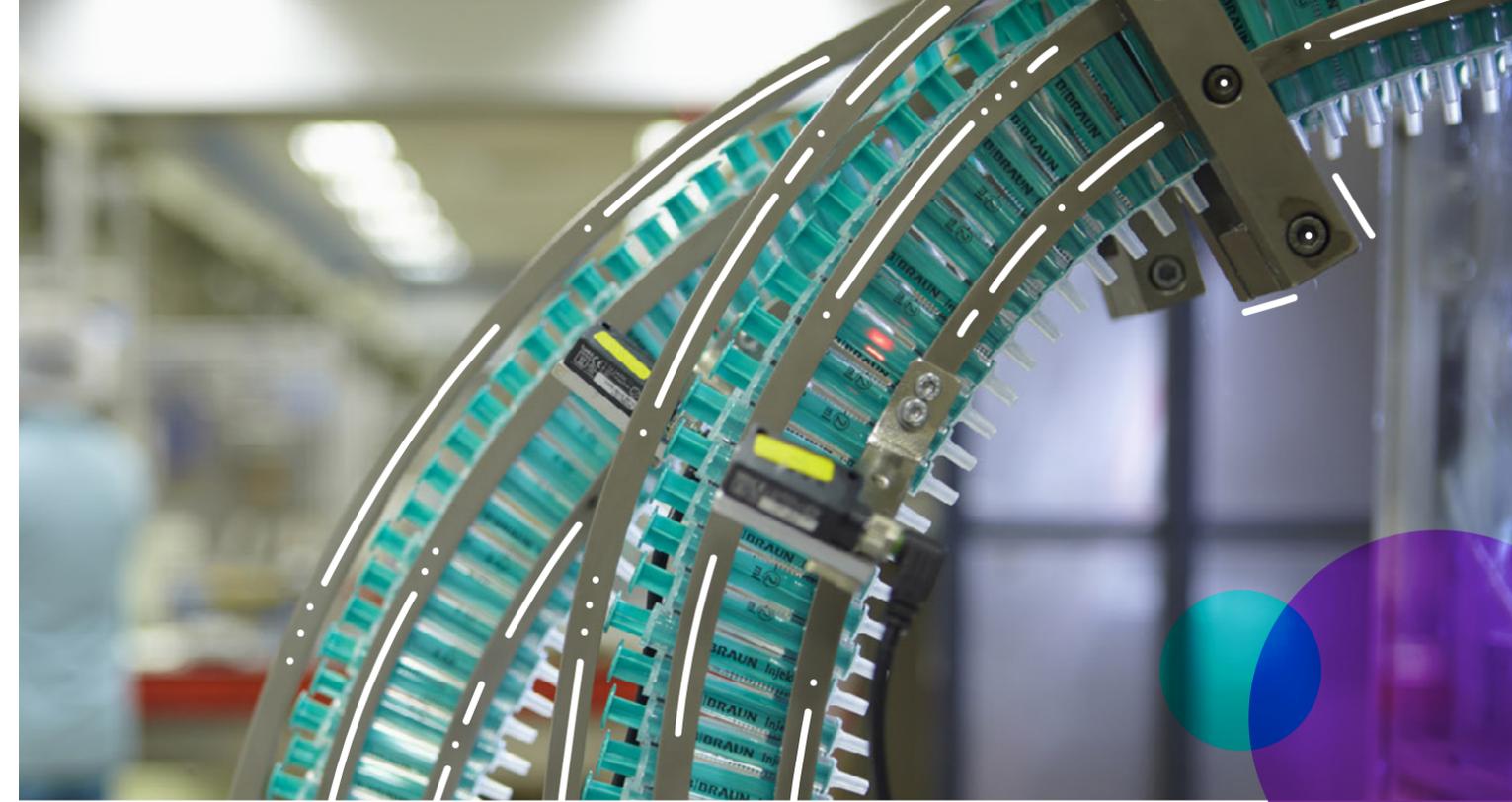
Phil explains that many syringe manufacturers capable of producing the high volumes available from ALMO don't provide customized or modified options. B. Braun's OEM Division, he says, regularly works closely with the ALMO team to address existing business and coordinate new contract offerings through B. Braun's development system.

"What sets us apart is our willingness and ability to customize or modify our syringe products to meet unique OEM customer needs," Phil says. "ALMO is the Center of Excellence for B. Braun's syringe manufacturing, which is a significant advantage to the customer."

"We are practicing a very close relationship with the U.S. OEM team," added Otto. "In addition to selling our broad portfolio, we are distributing flush syringes in the U.S. market." He says ALMO's R&D, customer service and business development teams take part in all aspects of standard production and contract work for the American market, from early design stages to final quality assurance.

A history of service, a future of development

ALMO is a long-respected firm, with a record of expertise established over the course of decades. "More than 55 years' experience and success in syringe manufacturing lay the foundation of our customers' confidence," Otto says. "With the shared expertise of our parent company, we are a reliable partner in all matters, from production to quality control and regulatory affairs."



As a Development Center within the B. Braun family of companies, ALMO is tasked with constant product refinement and development. According to Otto, about 20 engineers at ALMO's home location in Bad Arolsen, Germany, regularly exchange expertise with B. Braun colleagues in Switzerland; at corporate headquarters in Melsungen, Germany; and elsewhere internationally.

The company constantly works on material and digital improvements as well as new products, Otto says. "We've recently started several new projects to develop and produce new specialty syringes."

Otto says that low dead-volume syringes have been in high demand as a result of vaccination campaigns. Such varieties can offer several advantages in comparison with high dead-space syringes, including reduced medication waste.

To improve patient safety, ALMO devotes much effort to developing and manufacturing syringes from specialized materials. For instance, some therapies must be performed free of silicone oil, and ALMO produces the requisite syringes. Wherever the task requires it, the company creates individual product solutions.

Being a versatile, high-volume international operator carries both challenges and the rewards of successful solutions. "Different countries require different medical device regulations. Therefore we need to pay attention to the countries' specific needs and regulations," Otto says. "Apart from that, cost pressures are always part of the picture – so that means we're optimizing our production continuously and will continue to do so."

DEEP RESOURCES, POWERFUL RESPONSES:

B. BRAUN IN THE COVID-19 CRISIS

With the onset of the COVID-19 pandemic, it quickly became clear that B. Braun would confront huge challenges: administrative and operational, technical and logistical, medical and regulatory. With more than a year gone by in a pandemic-transformed world, company executives assert that B. Braun and its people have responded promptly, effectively and consistently.

Two of B. Braun's leaders in this broad effort are Wes Cetnarowski, M.D., Senior Vice President Scientific Affairs & Chief Medical Officer, and Angela Karpf, M.D., Corporate Vice President, Medical Affairs.

As both Wes and Angela pointed out, a fundamental reality they had to address was the fact that directing the company's COVID-19 response did not pause their regular duties: Wes as head of all scientific functions; Angela as a top executive for medical affairs. "One point of clarification," says Wes. "COVID is not my day job, although at times it seems like it."



Wes Cetnarowski, M.D. | Senior Vice President Scientific Affairs & Chief Medical Officer



Angela Karpf, M.D. | Corporate Vice President, Medical Affairs

The demands of the pandemic aligned well with strengths B. Braun has cultivated for years: deep scientific and medical expertise; a strong, firmly established distribution network; nimble and scalable manufacturing capabilities; established ties to front-line nurses and doctors that helped bring clinical needs into clear focus; a fundamental grasp of pandemic realities.

Many other particulars could be added to this list, but few would be more important than the company's culture-deep commitment to operational flexibility.

Anticipation and reaction

B. Braun's baseline attentiveness to international health trends meant that it was not caught flat-footed when the enormous dimensions of the crisis began to take shape.

Early on, a COVID-19 Task Force was established, led by Wes, with senior-level representation from across the organization. The first priority was implementing CDC guidelines and public health best practices to protect employees and enable B. Braun to maintain its work as an essential manufacturer during the medical crisis.

"As the pandemic grew with multiple surges, we were fully aware of the critical need to maintain the supply of our life-sustaining products, and that required a total

Pumps outside COVID-19 patients' rooms

Very early in the pandemic, shortages of personal protective equipment forced clinicians to be creative in reducing the risk of exposure. Some started to put IV pumps outside COVID-19 patients' ICU rooms. This allowed them to manage infusions without entering the rooms when too few PPEs were available. Consequently, they needed longer IV sets that could extend from the patient's arm outside the room. This practice soon spread throughout the U.S.

B. Braun immediately recognized the need for a long extension set. A multifunctional team identified the appropriate and qualified extension set, prioritized its manufacturing, and developed educational materials for nurses following this practice to help them best care for patients. Educational materials on alternative practices like gravity infusions were also created.





commitment to keeping employees safe," Angela says. Tactics used to protect personnel and avoid any workplace outbreaks involved moving a large percentage of the workforce to remote work and constantly sharing information on preventive measures with the entire workforce. The Task Force implemented screening at workplace entrances, workflow changes, travel restrictions, and strict quarantine requirements for anyone experiencing symptoms or who had close contact with COVID-19 positive persons.

Internal and external communications using new digital platforms were critical to maintaining engagement and safe operations. Employees were kept up to date by Wes and B. Braun Chairman and CEO Jean-Claude Dubacher in regular "fireside chats," reinforced by a weekly company-wide email sent by Wes. A wave of new external communication tactics, including an online COVID-19 resource center, were used to keep customers and the medical community informed on the latest developments.

"As best as we could, we've been reactive and proactive, ready to implement what was needed when new challenges came along," Wes says. "We've remained in full operation. We've met the demands of the medical community throughout."

Essential help for a stricken world

Trustworthy information can be as important as actual medicine and devices when epidemics strike. True to its sharing expertise philosophy, B. Braun has endeavored to gather and disseminate pertinent information for many external needs. Some of its data has been shared at the highest levels of government.

In April of 2020, when many ICUs in hot spots across the country were nearing capacity and personal protective equipment was running low, B. Braun received an Emergency Use Authorization (EUA) from the FDA for the use of its infusion pumps to administer continuous nebulized medications to patients who are critically ill with COVID-19. "The EUA allowed healthcare professionals to treat some of the most serious cases using pumps positioned outside patients' rooms, reducing their exposure to infected patients," explained Angela. "It was important for us to get this information to frontline workers."

The company has produced and distributed instructional media, providing much useful material to clinicians. An example is the *Care Cast*™ series detailed on page 18. Its podcast episodes

have garnered thousands of views, delivering valuable guidance to professionals navigating the new realities of COVID-19 prevention and treatment.

As the medical situation worsened on many fronts, B. Braun was called upon to meet one unforeseen frontline challenge after another. The sidebars that accompany this story give details on two such instances that were rapidly and successfully confronted by the company. Material strengths, worldwide connections and intellectual capital that have been accumulated in B. Braun over decades became life-saving resources as the emergency played out.

All in all, dealing with the most serious epidemiological crisis in a hundred years has been – and continues to be – a searching test of B. Braun in particular, and of the worldwide medical establishment in general.

"The way our employees came together throughout the crisis, supporting each other and the healthcare providers and patients we serve, has been a tremendous source of inspiration," says Angela.

"It's been a ride," Wes says. "It's a great lesson in preparedness. I have to say that, as a company, everyone at B. Braun should be very proud of what we've accomplished."

Dialysis solution for Continuous Renal Replacement Therapy (CRRT)

Many patients admitted to ICUs and placed on ventilators are overwhelmed by the effects of COVID-19. They may experience kidney failure and then need Continuous Renal Replacement Therapy (CRRT). The number of patients requiring CRRT increased massively in a very short time.

B. Braun produces Duosol™ Dialysis Solutions in Germany for use around the world. Recognizing increased Duosol demand in Europe, the company dramatically increased production capacity.

When the COVID-19 crisis hit the U.S., B. Braun was prepared for higher demand and ready to ship. With flights to and from Europe curtailed, however, it was difficult to find air freight options. Sea freight would add up to four weeks in transit. Through contacts in Washington, D.C., government officials were informed of the distribution challenges. The Department of Health and Human Services stepped in, and within days, the first air transport was arranged for the second week of April 2020. Several more deliveries followed, including one with 130 pallets the week of May 11, 2020.

B. BRAUN AND CARE CAST™

In pandemic times, vodcasts are more popular than ever because they enable effective communication without travel or face-to-face exposure. The B. Braun team behind *Care Cast™*, a series of programs developed for education in the clinical space, has been making the most of a technology well suited to the moment.

Care Cast productions are prepared and offered to improve customer knowledge on a range of important clinical subjects, explains Tim Kavanagh, Associate Director, Clinical, Technical and Biomedical Services. The work is part of B. Braun's larger Collaborative Care initiative, which makes available clinical experts to assist in new technology implementation, product management, consultation and education.

The intended audience for *Care Cast* is largely nursing professionals, especially those whose work involves infusion and vascular access, main topics in many of the productions. With pandemic-caused limitations curtailing in-person visits, *Care Cast* has become even more valuable.



Tim Kavanagh | Associate Director, Clinical, Technical and Biomedical Services



Amy Bieschke | Clinical Nurse Consultant for the San Diego Region

Dozens of significant clinical subjects have been featured since the series launched in February 2020. The timeliness has been perfect; many episodes have specifically addressed COVID-19 issues. For instance, *Care Cast* experts have shared information on creative solutions to automated infusion pump placement outside patients' rooms – or, taking things a step farther, to the use of gravity infusion techniques as a way of dealing with pump shortages brought on by the pandemic.

Tim says *Care Cast* videos are “brand agnostic,” meaning that it’s never a direct sales tool. Sharing rock-solid information is the purpose, and product promotion is left entirely out of the videocasts. Outside experts are invited to participate in the preparation of the productions, enhancing their quality as knowledge resources. These approaches to delivering reliable, unbiased information also maximize the credibility of the presentations.

Amy Bieschke, B. Braun's Clinical Nurse Consultant for the San Diego Region, has become a familiar face in *Care Cast* presentations, a dimension of her work that she greatly enjoys. Originally a medic, Amy says she decided to train as a nurse after she had joined B. Braun. A deep feeling for helping others has reached back to her early days and animated her career.



Kaitlyn McDonald | Senior Digital Communications Specialist

“The team of people care about it so much,” she says. “In a pandemic, what a way to enhance our users’ knowledge.”

“We’ve had such a great response from our target audiences,” says Kaitlyn McDonald, Senior Digital Communications Specialist, “mostly nurses of different kinds and other types of healthcare professionals. Our external views on YouTube have exceeded 5,000, with another 2,000 views by our internal team members.

“*Care Cast* is valuable in at least two ways. First, our team is cross-collaborative, so people see lots of variety among presenters who share the benefit of different experiences. Second, *Care Cast* provides real education, not just an attempt to sell a product. And through that, I believe, we’re instilling confidence in our customers.”





NEED TO TACKLE SPECIALTY ASSEMBLY? CALL SWAT

At B. Braun, the acronym SWAT isn't about weapons or tactics; it's short for Specialty Workers Assembly Team. And as Karen Bellew, a 44-year company veteran, explains, if you want to play on this team, you need plenty of knowledge and flexibility.

The work of the team, largely dedicated to helping prime the pump for a wide variety of projects, often involves evaluating the specific needs and challenges of a given assignment and then putting together the necessary samples to carry it forward.

As such, B. Braun SWAT is often on the case when OEM projects come in.

Karen, whose title is Engineering Technician for Engineering Services, says her involvement with the assessment and assembly roles reaches back three



Karen Bellew | Engineering Technician for Engineering Services

decades. "At that time, we were individual specialty assemblers. The team concept developed over more than 10 years."

The team members, who through the years have numbered between two and seven, bring unique specialties to the group, enabling rapid and effective action in the early stages of projects. It's a group that relies on deep institutional experience. In fact, two SWAT colleagues had, with Karen, nearly 150 years of combined experience until their recent retirements.

"We do all kinds of things for lots of groups within the company," Karen says. "Sales, engineering, marketing – we've even worked directly for the president of the company. It's a lot of specialty stuff – specialized kits and preparation."

"The versatility has made it fun," she says. "Whatever we're doing, there always seems to be a little novelty, and I like it."

Karen is extensively skilled and experienced in the assembly of clinical care kits, though her primary role is coordinating all the projects in which SWAT takes a hand. "I often cater to OEM. We work on the really high-end specialty stuff. Almost all work related to contract customers passes through here. Some of these projects involve long-term commitments, and some must be addressed fast."

Perhaps it's not unrealistic to call SWAT a B. Braun secret weapon after all.





FLUID DYNAMICS: SENDING THE DOSE WITH B. BRAUN PUMPS

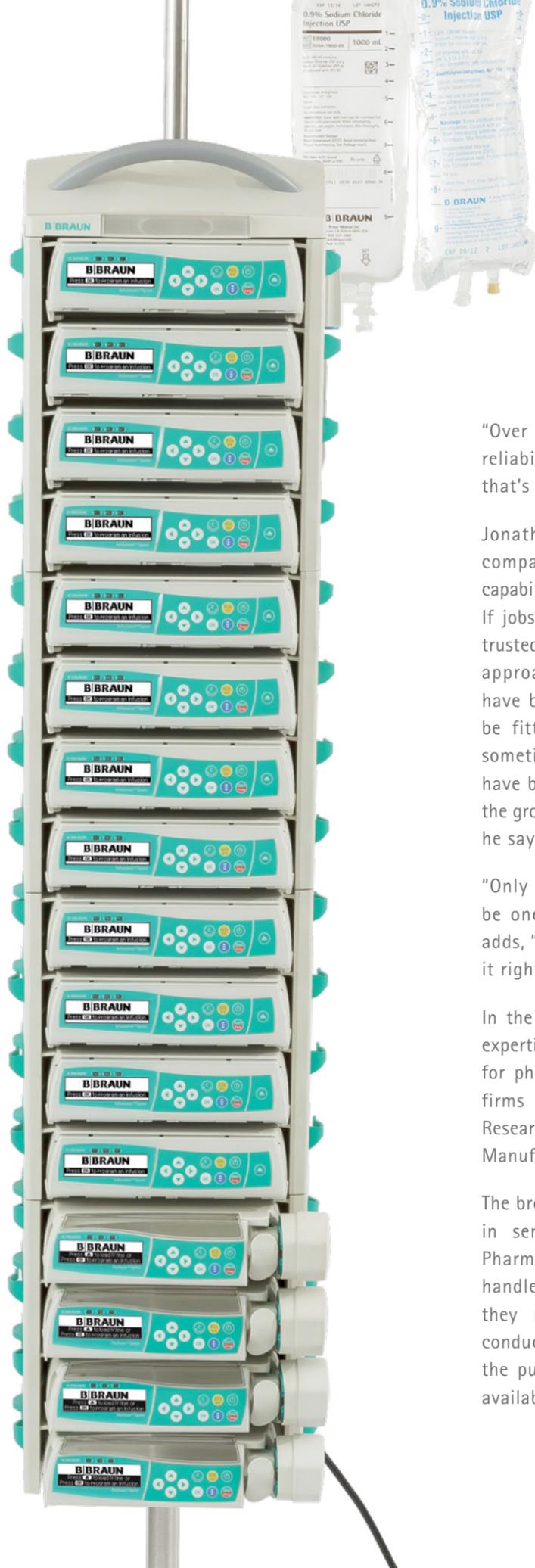


Jonathan Stapley | B. Braun Director of Marketing and Integration

Medical pumps are workhorse devices designed to precisely and dependably deliver fluids in countless clinical treatment and laboratory situations. For a number of specialized markets, the long-established expertise embodied in B. Braun pumps guides select contract manufacturing customers to the company's OEM Division.

B. Braun's full range of pumps includes syringe and large-volume types, patient-controlled analgesia (PCA) devices, disposable elastomeric pumps and more, according to Jonathan Stapley, Director of Marketing and Integration.

Across all those product lines, B. Braun technical and manufacturing leadership is expressed in several ways, Jonathan says. "There's the hardware itself, with an increasing emphasis on high-tech aspects, such as communications interface technology. The underlying quality produces pumps that are reliable, easy and less costly to repair, and notable for accuracy of delivery.



"Over time, this overall quality and reliability have come to be recognized, and that's a source of customer confidence."

Jonathan points out that many public companies grow their pump lines and capabilities through mergers and acquisitions. If jobs are cut when vendors are acquired, trusted relationships disappear. The M&A approach also means system elements have been developed separately and must be fitted to one another after the fact, sometimes with mixed results. "Our devices have been built to talk to each other from the ground up. They work together very well," he says.

"Only a few companies are positioned to be one-stop shops for pumps," Jonathan adds, "and we're really the only ones doing it right now."

In the contract manufacturing sphere, this expertise has delivered needed capabilities for pharmaceutical and biopharmaceutical firms and the related needs of Clinical Research Organizations (CROs) and Contract Manufacturing Organizations (CMOs).

The broad need for pumps in this context is in serving clinical research and trials. Pharmaceutical and biopharm firms may handle research and trials themselves, or they may employ CROs and CMOs to conduct lab testing for them. In any case, the pumps needed for the work are often available through B. Braun's OEM Division.



Mike Saylor, B. Braun's Senior Territory Manager, Southeast – and the primary contact for domestic U.S. research organizations – explains that the exacting requirements of pumps for these customers are often accompanied by tight lead times. Needs that can't be forecast emerge within weeks or even days of shipping deadlines. "We've got to have the exact product available in inventory," he says. "If they can't get what they need or something that can replace it, there's all kinds of chaos."

"There's no substitute for the ability to respond immediately, to support their work in a timely manner. We help them make a smooth transition to where they need to be."

"It also helps these customers if they only have to talk to one person to get what they need, and that person connects them with capabilities that are already set up. It brings a lot of confidence to the situation," he says.



Mike Saylor | B. Braun Senior Territory Manager, Southeast

KEEPING UP WITH THE EVOLVING REALITIES OF EU MDR

In the years since the European Union announced its new Medical Device Regulations, many in the medical device industry have been concerned about their ability to meet its requirements on time. (The new MDRs govern medical device design and development, manufacturing and distribution. Compliance is mandatory for companies selling in the European marketplace.) The arrival of a global pandemic made matters worse, prompting resets of deadlines and changes to some important rules that are part of the overall MDR implementation.



Jill Yelton | B. Braun Medical CQC/Quality Auditing

"I've been working on this since 2017," says Jill Yelton, B. Braun Medical CQC/Quality Auditing. "In fact, starting in 2018, 14 members of our U.S. team have been focused on the transition. We've also been collaborating with our colleagues in Europe." Part of the team's work has been in support of B. Braun's branded products. They've also given assistance to OEM Division customers dealing with the MDR whenever possible.

The EU's European Commission has already pushed back the MDR date of application to May 26, 2021 – though that delay still may not give manufacturers, importers and distributors enough time to meet its requirements.

An audit logjam

One serious issue has been a standing requirement that "notified bodies," regulatory groups within the 27 EU member states, must audit medical device

clients in person. Notified bodies are responsible for product certifications, and the audits are required to complete the certifications. COVID-19 restrictions on in-person work have often delayed the audits or stalled them outright.

As a temporary expedient to help move certifications forward, the EC decided earlier this year to permit the notified bodies to audit remotely. However, such audits are subject to a number of restrictions and must be justified on a case-by-case basis.

Issues with the EUDAMED database

Under the new regulatory regime, information on medical devices for sale in Europe is to be entered in a database called EUDAMED. This data bank is intended to strengthen transparency for information about such devices. The first of its six modules, says the publication *MedTech Dive*, "will

assign a 'single registration number' to each medical device manufacturer, producer of procedure kits, importer, as well as the European representatives that non-EU manufacturers must have to get certified."

This actor registration module, enabling manufacturers, authorized representatives, importers and others to enter their data, was made available late in 2020. (B. Braun has completed its application and submitted the information in January.) Unfortunately, at this writing, some elements of the database remain incomplete and behind schedule. The overall launch of EUDAMED has been delayed two years, until May 2022.

Supporting customer work on EU MDR

The EU MDR is a complex regulation containing many new elements. One example Jill cites is the substance regulations in Section 10.4 of the MDR, which includes a substantial list of hazardous materials in products and used in manufacturing processes, and calls for a detailed assessment of those processes. "The requirements within this section of the regulation are significantly expanded," she says. Addressing such requirements demands concerted efforts between B. Braun, its suppliers, and its contract manufacturing clients.

"We work in collaboration with customers to understand and meet the new regulations of MDR," she says. "The participation of the customer is paramount, as we're manufacturing the product to their specifications. In my role of supporting our customers, I will work to ensure the customers get the information they need."



INNOVATION, SUNSHINE AND WALL-TO-WALL CARS:

THE WORK OF THE PACIFIC REGION SALES TEAM

It's a familiar statistic: If California were an independent nation, its economy would rank fifth in the world. By itself, the state would be a critical sales territory for a market leader like B. Braun. In fact, the company's Pacific sales territory also includes Alaska, Oregon, Washington, Utah, Arizona, Idaho, Nevada and Hawaii, as well as Costa Rica and Canada.

The region is massively important for B. Braun's OEM Division. The OEM team working the Pacific Region must be expert and energetic, able at all times to mobilize B. Braun's amazing knowledge resources in service of client projects.

"You have a lot of exciting things happening on the West Coast," says Becky Guman Halcovage, OEM Pacific Territory Manager.

"It's always been a place where many startups take off, so you constantly have new devices, new therapies, new conversations going on," she adds. "And when it comes to pharmaceuticals and medical device manufacturers, the region is full of established majors with a rich history."

The regional OEM Division sales team brings a dedicated service orientation to customers, ensuring that the strength of B. Braun expertise is shared wherever it can contribute to superior design, advance projects effectively and ensure the quality of finished products. Nicole Kollar, Sales Service Associate, says trust grows out of that effective sharing.

"Our West Coast customers appreciate the old-school hard work they get," says Nicole. "The level of expertise we bring to the table is important, but I think confidence also comes from loyalty and integrity."

Kristy Spairana, Associate Account Manager, plays a significant role in service delivery. She is a liaison between customers, the sales team and manufacturing. Getting the details right – materials requests, order changes, testing requirements and much more – is critical. "I gather information and make sure that we're able to provide what customers need," she says.

According to Becky, customers are not alone in their awareness of B. Braun's support capabilities. Where the company assists with 510(k) premarket submissions to the FDA, the regulators, too, have confidence in the work. "People in the regulatory area are aware of the support team and the quality of the products we offer," she says.

Despite the many challenges brought by the pandemic, the Western sales team has continued to be responsive and flexible. "The industry is changing," Becky says. "There are more needs for documentation – it's intense. We're prepared to respond to that, ready to adapt to whatever happens."

PICKS AND PANS FROM THE WEST COAST



Becky Guman Halcovage | Pacific Region Territory Manager

Favorite West Coast food

I love the fresh seafood and guacamole. Really, the food tends to be great wherever you eat.

Place I'd most like to visit

I haven't been to Lake Tahoe. Unfortunately, there don't seem to be many medical device companies there.

Something they can keep

Oh, the traffic is tough. Northern California, Southern California – it doesn't let up.



Nicole Kollar | Pacific Region Sales Service Associate

Place I'd most like to visit

Traveling out West isn't part of my job, but I'd like to visit Universal. Also, seeing the Pacific Ocean is on my bucket list for sure.



Kristy Spairana | Pacific Region Associate Account Manager

West Coast regional slang

It's not so much the words they use as the manner – very casual and laid back. There's an ease to how they do things.

Place I'd most like to visit

It would be great to go to Hawaii. Or to Vegas and take that zipline over the city.

Something they can keep

There is a lot of traffic. A lot. You can go from no traffic to stopped in it just like that.



Joe Hammond | B. Braun Director of Operations

COMING SOON: B. BRAUN'S BIG PENNSYLVANIA PLANT EXPANSION



Rex Boland | B. Braun Vice President and General Manager

Joe Hammond, Director of Operations, believes that the integration of Industry 4.0 across all the manufacturing spaces helps everyone. (Industry 4.0, also known as the Fourth Industrial Revolution, identifies the ongoing transformation of traditional manufacturing and industrial practices, using modern smart technology.)

"This is a launching point for new methods in data gathering, automation, reduction in tasks – process improvements that are going to benefit our OEM customers directly. We're also making our plants as efficient and environmentally friendly as we can, and that's another way to improve what we offer our customers."

B. Braun's continuing efforts to develop and extend confidence among its OEM Division clients are evident in the very decision to expand the Lehigh Valley facilities. Improvements in production volume and manufacturing capabilities make clear that the location can meet the demands of projects that are increasingly sophisticated and large in volume.

"This expansion should speak to the level of confidence we have in our business here," Joe says. "An expansion like this says we're here to stay."

On the horizon for B. Braun in the second half of 2022 is the opening of a major expansion at the company's eastern Pennsylvania manufacturing complex.

The tale of the tape for the coming facility is imposing. This 300,000-square-foot expansion occupies a 27-acre plot adjacent to the current facility in Allentown. The new plant will be physically connected to the existing one.

What really counts about this structure is what it will be capable of producing. Rex Boland, Vice President and General Manager, Allentown Operations, says the expansion will add substantially to the capacity for component production. With new space opening up,

there will be increased room for extrusion, partial assembly and injection molding processes.

"Much of what we make ends up at our Dominican Republic facility for further assembly," he says. "Then it comes back here or heads to other sites for final sterilization."

The boost in capacity will directly affect the Lehigh Valley location's ability to serve B. Braun contract manufacturing customers. "This is absolutely going to free up a lot of existing space for our OEM customers in the existing building. A change like this in overall footprint allows us to handle more products and provide greater capacity to our contract customers."





IN TOUGH TIMES, B. BRAUN SUSTAINS UNITED WAY GIVING



Tricia Montgomery | Executive Assistant/HR Coordinator

Like so many community activities, B. Braun's 2020 participation in annual United Way drives was slowed by COVID-19 – but it was too important to be stopped.

"Usually we have our United Way campaign in the last two weeks of September," said Tricia Montgomery, Executive Assistant/HR Coordinator at B. Braun headquarters in Bethlehem. "Last year it took until October, but it was a success just the same."

United Way is an international charity, engaged in about 1,800 communities across more than 40 countries and territories worldwide. They focus on creating community-based, community-led solutions to strengthen quality of life, including education, financial stability and health.

Around B. Braun's locations in eastern Pennsylvania's Lehigh Valley, United Way has identified major needs in the community and worked for years to address them. Much of their work has centered on supporting essential services for early education, food access and older adults.

2020 undid some of the annual features of the drive at B. Braun, such as bake sales and the popular department-by-department basket raffles, which were difficult to manage virtually. Still, with email notifications and posters in the halls, participation by B. Braun associates remained at substantial levels.

According to Chip Hurd, Chief Development Officer for United Way of the Greater Lehigh Valley, B. Braun is one of 20 Cornerstone contributors in the region, each providing \$100,000 or more annually. "B. Braun's success has been tied to the commitment of their leadership to the community. They're model corporate partners to the United Way."

Employees at the B. Braun plant in Daytona, Florida, Tricia says, also participate in their regional United Way. In Pennsylvania, sister company Aesculap partners with B. Braun in the campaign. And the company makes a substantial donation on top of employees' contributions.

"In this company, we're really about helping the community," Tricia says. "I think a lot of us here are grateful to have good jobs with one of the region's top companies, and we're glad to do something for others."

MEET THE TEAM: NEW HIRES



Jill Mascioli | Associate Engineer, OEM Product Development

Jill Mascioli joined B. Braun in the depths of the pandemic, so the work structure she's experienced so far has been almost entirely virtual. But the impact of her engineering services for OEM customers has been completely real.

As an Associate Engineer in OEM Division Product Development, Jill was quickly immersed in the varied professional performance her job demands. She brought to the job a skill set keyed to versatility, with twin majors in biomedical and mechanical engineering and a minor in Spanish.

A steady focus has been on testing and verifying customer designs. She's also helping maintain customer products as they change.

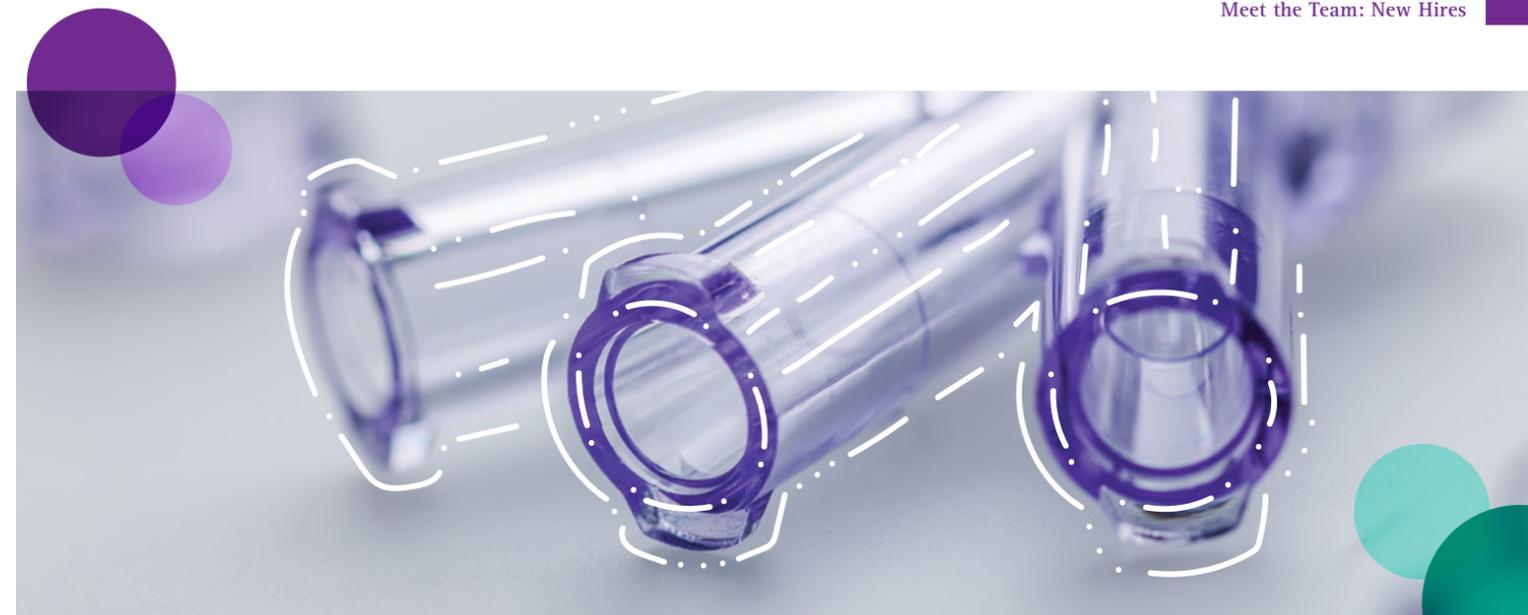
Expertise at B. Braun is a familiar story to this Penn State grad. While still in school, she served two internships with the company. "I was already aware that the knowledge in our company is so extensive, the expertise is unique," she says.

"You have a lot of people who have been here for decades, and it's really important to put that expertise at the disposal of our customers. It's great that they can lean on B. Braun with confidence."

Project participation requires Jill's involvement from "creation to final reality," she says, as she works closely with customers and other staff members.

Jill hopes to be switching before long to face-to-face interaction with customers and other B. Braun employees. Regardless of the circumstances, she's already come to take great pride in her position.

"I like that we're in medical device manufacture, and what we're doing really helps people."



Katie Higgins | OEM Sales Engineer

A fresh pair of eyes: that's one of the assets Katie Higgins, Sales Engineer in B. Braun's OEM Division, brings to her post at B. Braun, having begun her job not long after the first of the year.

She's aiming to deliver on a key element of her job: communicating up front with prospective customers before orders are secured. Her sales-oriented work will also include providing initial blueprints to back up quotes.

Katie explained that the job she's assumed is relatively new. The assistance and expertise shared by established team members already are specifically useful as the position takes shape – and greatly encouraging to her personally.

"The OEM team is super impressive, collaborative, productive and supportive. Everyone's been so great and welcoming. They're super strong all around," she says.

"I'm excited to dig into projects. And maybe the most exciting part is to have a part in the design work."

A bioengineering grad from Fairfield University in Connecticut, Katie has substantial experience as a validation engineer in qualifying lab equipment related to the pharmaceutical industry.

Despite the complications imposed by pandemic times, Katie has quickly moved into the daily flow of work at a premier medical device manufacturer. "I'm already absorbing a lot of confidence because the teams here have been working together for years. Their expertise and knowledge are just part of the environment."





WHAT IS THIS?

ULTRASONIC WELDING

What is ultrasonic welding?

Ultrasonic welding uses ultrasonic vibrations to generate heat and subsequently melt the mating surfaces of two thermoplastic parts. When the ultrasonic vibrations stop, the molten material solidifies and a weld is achieved.

What are the benefits?

Ultrasonic welding is an efficient and effective method for joining thermoplastic parts. It is much faster than other methods because no time is needed for drying or curing. Ultrasonic welding also produces a high-quality bond with a clean, tight seal. It is perfect for the components used in medical devices.

How many products are made with it?

Hundreds of products utilize this method of assembly at B. Braun Medical.



PDE FALL SCHOLARSHIP GOLF OUTING

TUESDAY, SEPTEMBER 21, 2021
AT DOWNINGTOWN COUNTRY CLUB

Register at pdftrade.org

Thank you to our platinum sponsor **B|BRAUN**
SHARING EXPERTISE

The PDE, founded in 1861, is an organization dedicated to the advancement of its membership by providing a forum for interaction, communication, and education. Its membership includes pharmaceutical manufacturers, the allied trade industries, and schools of pharmacy.

WHAT I'VE LEARNED PETS IN QUARANTINE



WITTEN

"I thought my dog was spoiled prior to quarantine. He's ruined now..."

*Zac Coulson
Engineer, OEM Product Development*



ZOEY

"We named our 14-year-old schnoodle Zoey, better known as "Zoe," because she was very alive and active when born, however, since quarantine we found that she really loves to cuddle, sleep and eat a lot of treats throughout the day!! I also found out she is a very loud snorer (during my meetings)."

*Mike Saylor
Senior Territory Manager, OEM & Intl. Divisions*



LANCHE

"He loves car rides and straw hats."

*Tyler Holjes
Associate Account Manager,
OEM & Intl. Divisions*



ARCHIE

"I have learned how much a pet can brighten your day at the end of a stressful one."

*Sandy Cray
Sales Service Associate, OEM Division*



JAKE

"Jake uses a pillow."

*Donna Luckenbach
Associate Director, Sales Services,
OEM & Intl. Divisions*



JOURNEY

"At my house, we learned that our dog "Journey" saves her breakfast for lunchtime."

*Philip Milia
Manager, OEM Sales*



HOLLY

"I found out that having a new puppy is like having a baby again!"

*Nicole Kollar
Sales Service Associate, OEM Division*



SNOOP

"What I learned about my dog, Snoop, during quarantine is that he is always available to pose for a quick photo shoot!"

*Trisha Cobbs
Sales Service Manager, OEM & Intl. Divisions*



GANON & GIMLI

"Since we started working from home, I've learned that my cats cuddle all day."

*Sondra Hines
Supervisor, Account Management,
OEM & Intl. Divisions*



"Did you know gorillas burp when they're happy?"

Olaf (Frozen)

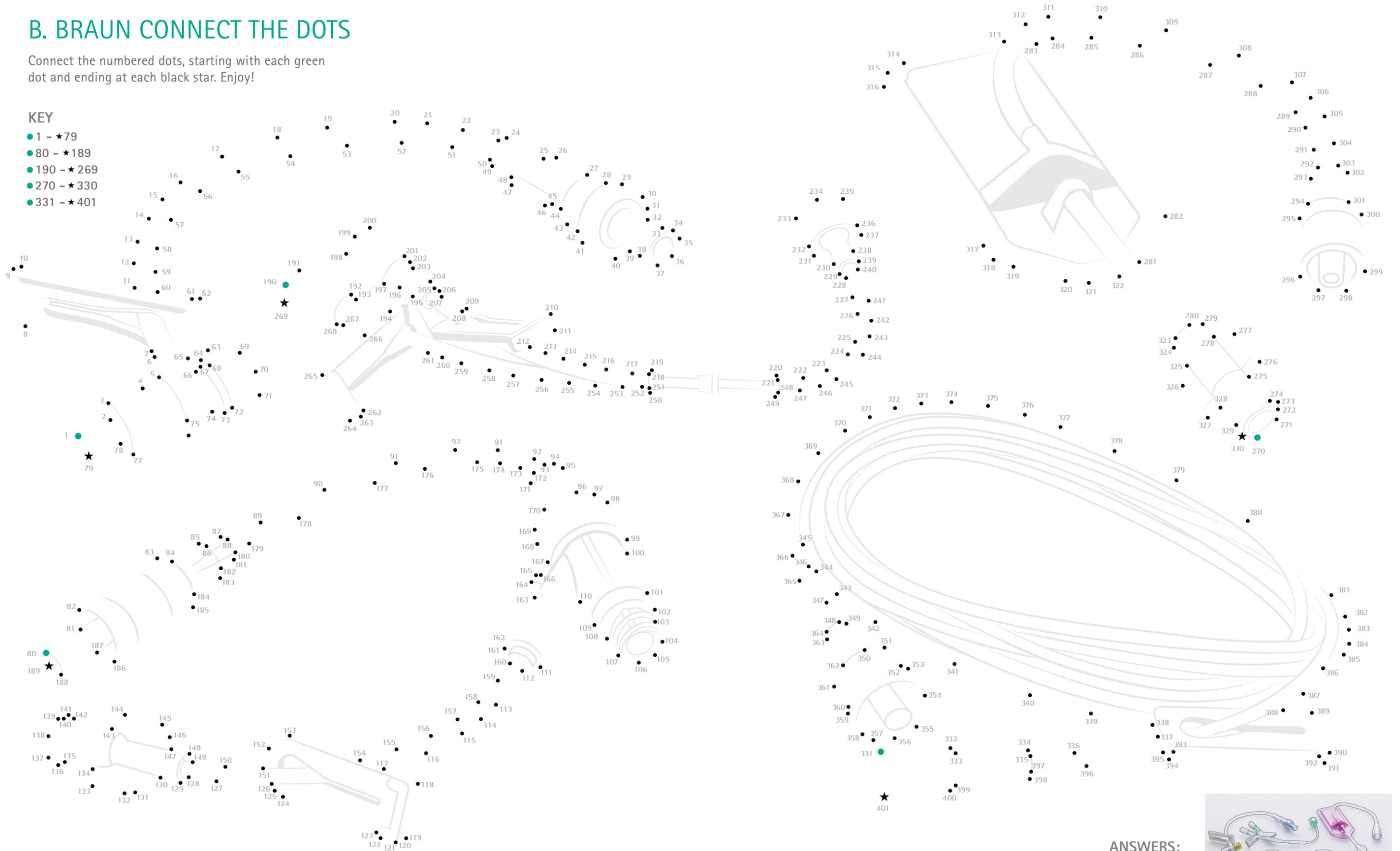


B. BRAUN CONNECT THE DOTS

Connect the numbered dots, starting with each green dot and ending at each black star. Enjoy!

KEY

- 1 - ★ 79
- 80 - ★ 189
- 190 - ★ 269
- 270 - ★ 330
- 331 - ★ 401



ANSWERS:





Delivering confidence where it really counts.

Why do medical professionals have so much confidence in our devices, sets and kits? It starts with five decades of contract manufacturing. The pharmaceutical industry relies on us to build custom kits with all the devices necessary to dispense and administer your drug. Our product portfolio contains hundreds of standard components plus capabilities including design, regulatory, manufacturing, packaging and sterilization. Think of us as your best, most direct route to market. After all, our devices and capabilities do more than simply meet expectations. They deliver confidence. Always have. Always will.

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