

\$14.9 million in new and retained sales
\$8.6 million in new investments
298 jobs created or retained

The **Rhode Island Manufacturing Extension Services, Inc.** (RIMES) is a statewide not-for-profit organization that provides competitive manufacturing business improvement programs to the state's manufacturing community.

The mission of the organization is to advance the performance and competitive position of Rhode Island industry. RIMES has been providing services to the Rhode Island manufacturing community since 1996. During that time, RIMES has served over 750 manufacturers with improvement solutions to help them achieve sustainable and profitable growth.



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Increasing profitability and competitiveness.

* Impacts are based on clients receiving service in FY2010

CLIENT SUCCESS: VITAL DIAGNOSTICS INC.

“RIMES was instrumental in helping Vital Diagnostics with the seemingly daunting task of redesigning our current space and designing our additional facility in a way that truly maximized utilization. All build-out options were thoroughly reviewed by our management, with RIMES’ valuable insight into processes and uninterrupted workflow. RIMES’ experience helped us to eliminate costly missteps and to maintain our aggressive expansion schedule. I would highly recommend RIMES to local colleagues.”

John Hardsky, Chief Operating Officer

Vital Diagnostics Inc. Grows Business with Assistance from RIMES

Vital Diagnostics manufactures and distributes clinical chemistry and hematology analyzers. The company provides products and services for the clinical laboratory in the traditional in-vitro diagnostics (IVD) market worldwide, with a focus on the physician’s office, hospital and small-to-medium sized laboratory segments. Vital Diagnostics employs 30 people at its facility in Lincoln, Rhode Island.

Situation:

Vital Diagnostics made the strategic decision to acquire a reagent manufacturing facility in Melbourne, Australia. The decision was also made to consolidate its U.S. operations and close its Brea, CA operation. The Melbourne facility offered the company expanded capability and the site now serves as its global manufacturer. Vital’s bulk manufacturing remained in the U.S. and was brought to the Lincoln, RI facility. Initially the Rhode Island facility was not designed to handle the expanded manufacturing and administrative responsibilities the move demanded. Challenged by tight timelines and budget restrictions to accomplish the transition, Vital Diagnostics turned to the Rhode Island Manufacturing Extension Services (RIMES), a NIST MEP network affiliate, for assistance.

Solution:

RIMES helped Vital Diagnostics to locate and evaluate different expansion sites. RIMES designed floor plan options with incredible attention to detail, considering everything from the size of the equipment and electrical recommendations, to Lean workflow efficiencies. Operations were incorporated into the planning documents and as questions and Lean processes were discussed, they were incorporated into the design. The ability to move process lines around in real time on a computer model saved the company time and money before the first machine was placed on the floor. Vital Diagnostics’ CEO John Hardsky said, “RIMES also worked diligently with us to plot the timeline of this complex transition with remarkable accuracy.” Vital Diagnostics’ business consolidation was completed, resulting in expansion of the Rhode Island facility and the addition of a second warehouse. As a result of the expansion, the company can now manufacture bulk solutions both for their IVD equipment and are the original equipment manufacturer for other companies.

Results:

- * Anticipated growth by 200 percent.
- * Increased efficiency.
- * Launching new chemistry platform.
- * Created 8 jobs.

Created 8 new jobs

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