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# Ventec Life Systems Increased Production 80x in Four Months

SYSPRO played critical role in Ventec's ability to pivot for success



## Ventec Life Systems

Established in: 2013

Company size: 40 patents

## Customer Profile

Founded in 2013, Ventec Life Systems is a medical device company specializing in life-support ventilators, with more than 140 employees. Its leading product, VOCSN, seamlessly integrates five separate devices including a ventilator, oxygen concentrator, cough assist, suction and nebulizer into one unified respiratory system. Ventec's history of patient-centric design includes more than 10 care-changing respiratory devices and over 40 patents.

## Their Business Challenge

In Spring 2020, the US Government partnered with Ventec and collaborated with a large manufacturer to complete an order for 30,000 ventilators. This required Ventec to dramatically increase its production volumes and change business processes to achieve the necessary flexibility and customization.

## The Solution

Ventec Life Systems produced 80 times the number of devices it would ordinarily produce, completing the order in just 154 days. By using SYSPRO across its operation, Ventec was able to adapt and change its business processes to achieve success.

## The Outcome

At the start of the COVID-19 pandemic, Ventec collaborated with the manufacturer to rapidly scale up production of critical care ventilators. In one month, the teams went from an introductory phone call to delivering life-saving technology to frontline medical heroes. The full federal order of 30 000 ventilators was completed in just 154 days, with one unit completed about every seven minutes.



"We worked with SYSPRO and Systems Advisory Services to alter our SYSPRO solution to enable a three-shift operation 24 hours a day, seven days a week. SYSPRO's flexibility allowed us to adapt and change our business processes to make that possible."

– **Mike Long**, Vice President of Operations, Ventec Life Systems.

## SYSPRO 8 Benefits to Customer



- Increased rate of manufacturing by 80 times between May and August 2020
- Streamlined shop floor operations with customized panes for job processing
- Increased productivity through an engaging, simplified user experience
- Access to a vast quantity of data led to improvements and a higher quality product
- Success opened up opportunities for further growth

Ventec engineers created a new configuration of a critical care ventilator at record speed to meet the escalating need to fight COVID-19. Production began in April 2020, with Ventec and the manufacturer teaming up to systematically analyze each process to see how it could be divided into multiple processes that operated in parallel. Ventec also had to work closely with its suppliers to ensure it had the components required to manufacture the new configuration.

Ventec worked with SYSPRO to understand and address the barriers to the project, quickly developing the ability to predict impediments. The existing customizations in its systems supported a parallel build process which had to be modified into a flow operation. For example, a 90-minute operation performed by one person was broken up across 12 stations. This type of adaptation enabled Ventec to run a three-shift operation, 24 hours a day, seven days a week. SYSPRO's flexibility made that possible by allowing Ventec to adapt its business processes.

The company uses SYSPRO throughout its organization, from Material Requirements Planning to purchase orders, inventory management, inventory control, lot serial tracking, Work in Progress, shipping logistics and sales order processing. The data generated by SYSPRO drives Ventec's sales force automation management and post-market servicing.



## Implementation Partner

### Systems Advisory Services



Systems Advisory Services (SAS) is a Business and IT solutions provider having served middle market businesses since 1990. We work with world class ERP software, across many industries, but are most proud of our longevity in serving our customer needs and in bringing value to their businesses every day. [Contact Partner](#)

## About SYSPRO

SYSPRO is a leading, global Enterprise Resource Planning (ERP) software provider, specializing in key manufacturing and distribution industries. Our Industry-built solutions and services are designed to make things possible.

SYSPRO's ERP solution empowers customers to take the next step – whether it is expanding into new territories, adding new product lines, transforming business processes, or driving innovation. Through our ERP software, customers gain access to solutions, processes, and tools to assist in the management of data for key business insights and informed decision making. The solution is scalable and can be deployed in the cloud, on- premise, or both, and accessed via the web on any device to provide customers with choice and flexibility.

As a trusted advisor, SYSPRO remains focused on the success of partners and customers. With a strong commitment to channel partner growth, SYSPRO customers are backed by a team of global experts that drive maximum value out of IT systems and business solutions. We are committed to addressing the unique needs of our customers, enabling them to easily adapt and remain resilient. Our evolving solutions are aligned with industry trends and leverage emerging technologies that will enable partners and customers to secure a digital future and to gain a competitive advantage.

Learn more about SYSPRO's ERP solutions at [www.syspro.com](http://www.syspro.com) or contact us on [info@syspro.com](mailto:info@syspro.com)