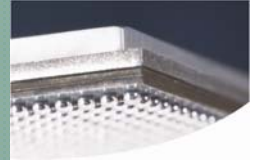


Case Study



THE CLIENT

VisiLED

21101 Yellowpine, N.W.
Oak Grove, MN 55011

Phone: 763-753-5914
<http://www.visiled.com/>



VisiLED's LED Overhead Operating Room Light

VisiLED is a dynamic incubator of technological solutions for pressing problems in medical care.

Unlike most companies that develop medical devices, everything VisiLED does is rooted in real clinical experience. Founded by a nationally prominent vascular surgeon and advised by experts in various specialties, VisiLED's development process begins by identifying critical questions. The company then sets out to address these issues creatively, harnessing the latest and best ideas from a wide array of scientific and engineering disciplines. Their success is measured not only in conventional business terms, but also by the contributions they are able to make to healthcare and the medical profession.

THE CHALLENGE

VisiLED utilized their scientific and engineering knowledge of LEDs to develop unique LED based lighting systems for use in surgical suites, medical and dental exam rooms. These lighting devices replace current halogen and xenon bulb technology with smaller, LED light sources which reduce power consumption, heat generation and device weight, while providing greater light intensity and improved light color. However, finding skilled manufacturers capable of partnering with VisiLED through the development and then volume production phases proved difficult.

THE SOLUTION

Endicott Interconnect Technologies' Precision Equipment Manufacturing team is providing contract manufacturing services, including prototype fabrication, product development, manufacture and test of LED lights. The first devices produced by Endicott Interconnect Technologies directly replace existing overhead operating room lights and will be available for sale 2Q06. Orders of 1000 lights are anticipated for the remainder of this year.

THE BENEFITS

"EI's Precision Equipment Manufacturing group has worked closely with the VisiLED team to accelerate our operating room lighting system development," said Dr. Sushil Gupta, founder and CTO of VisiLED. "We selected EI as our partner because their skilled team designs with manufacturability in mind and delivers a total solution. Their ability to create prototypes and early manufacturing hardware from VisiLED's conceptual drawings, then transform them into highly reliable parts, as well as develop and implement testing parameters and equipment is invaluable," Dr. Gupta added.

Other LED lighting products currently under development include an endoscope light, used for examination and photography within the human body and a device for illuminating deep cavities during surgery. Endicott Interconnect Technologies is looking forward to a long-term partnership and the opportunity to become the prime manufacturing site for all of VisiLED's medical devices.