



Ranfac

RANFAC

HEALTH  
BEACONS

CASE STUDY

# The Background:

Health Beacons, a virtual medical device development company, came up with the idea for a device in 2015, to deploy a miniature radio frequency identification (RFID) Tag for a wire-free breast lesion guidance system. The purpose of this invention was to change the traditional process of using a localization wire for breast lesion marking.

Initially, Health Beacons had started developing the device with a different company, creating a preliminary prototype. The prototype was not up to par in terms of design and functionality. Health Beacons was then introduced to Ranfac by an engineering consulting firm. Ranfac, having a deep knowledge of this procedure, understood the potential of this new technology and expedited the development without hesitation.

## The Deliverables:

Designing a device that contains a tag that will be inserted and deployed efficiently at the targeted area. This required the deliverables of locking mechanisms, one hand deployment and low insertion forces, packaged sterile.

## The Experience:

What stood out about Ranfac from the start was their direct approach, extensive knowledge and experience and overall capabilities.

Ranfac came up with multiple designs which led to the final version of the product coming to life by creatively reconfiguring one of their current technologies. This included the design of new features and custom components. By repurposing existing technology, Ranfac allowed for a quick turnaround while keeping tooling costs at a minimum. Ranfac managed the full development process, conducting testing on the device, and validating the results. Their quality system was used by Health Beacons as verification that the product was safe and effective, which led to successful regulatory clearances including FDA and CE.



## The Results:

Upon Product launch, Ranfac's full source manufacturing capabilities allowed the company to scale. The device penetrated well into the market and is now changing the medical process for thousands of patients globally. Hologic, Inc. acquired Health Beacons' HB and is now the main worldwide distributor of this product. Hologic has committed to growing adoption of this technology, investing in it as Ranfac continues to manufacture it.

“Without Ranfac, I would have failed. Failed to change a process that was affecting women negatively all around the world.

Ranfac's COO, Barry Zimble, knew the importance of this. He knew the initial process as they were already working in this space, he could use the names of the original inventors but he understood the importance of changing the manufacturing. It was their deep experience in this field that was a really important reason to go for Ranfac.

Bringing a new device is a journey and it is not a straight line, you can't plan everything and have it all to fall in line. It is a very bumpy process, and Ranfac really was there for us with every one of these bumps. They really stuck with us and were very creative with the solution to get us back on track. We kept throwing curveballs at them and they were incredibly resilient.

**- Nancy Confrey, CEO, Health Beacons.**

# Companies that trust us

Ranfac offers the practicality of working with a single source through each stage of product development; from the earliest stages of product conception through regulatory approval and finished good manufacturing.

