

Strategic Partnership Success: A Seamless Product Transition to BestSolv[®] with Measurable Value

SITUATION

When a major medical device manufacturer faced an urgent supply chain challenge due to the phase-out of a critical product line by 3M™, they needed a reliable solution that would minimize disruption to their production and validation timelines. Their operations required a replacement that would not only match the previous product's specifications but also seamlessly integrate into their highly regulated processes.

OPPORTUNITY

Recognizing the criticality of time and precision for the customer, we identified an opportunity to offer our BestSolv[®] direct molecule replacement. Our solution would significantly reduce their re-validation time compared to introducing an entirely new formulation, protecting their product development schedules, regulatory filings, and market commitments.

ACTION

To earn the customer's confidence, we engaged in a thorough, collaborative approach. Our team facilitated multiple testing scenarios across various accredited laboratories, working side-by-side with the customer's internal validation teams. Through rigorous performance testing and comparative analysis, we demonstrated BestSolv[®] not only met but in many cases exceeded the performance standards set by the previous 3M™ material. Our agile support throughout the evaluation process ensured rapid feedback loops and proactive resolution of any concerns.



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RESULTS

The customer successfully validated their manufacturing process using BestSolv[®], preserving their operational timelines without compromise. In addition, our solution delivered measurable cost savings of 36% compared to their historical 3M[™] pricing, further enhancing their operational efficiency, profitability, and strengthening their position in the market. This strategic transition strengthened our relationship with the customer, positioning us as a trusted partner capable of providing high-performance, compliant solutions under challenging circumstances.

VALUE PROPOSITION

We deliver our BestSolv[®] engineered fluid solutions that combine technical excellence with cost efficiency, ensuring seamless transitions and sustained operational success for regulated industries. Our proactive partnership approach minimizes risk, reduces the validation burden, and drives tangible value for our customers' bottom line. By enabling faster time-to-validation and consistent performance, we help our customers strengthen their competitive edge, accelerate product development, and expand their presence in demanding global markets.



Ready to transition smoothly?

Our team is here to support your evaluation and ensure a seamless switch to **BestSolv**[®] solutions.

Contact us at

chemicals@besttechnologyinc.com or visit
www.BestSolv.com to learn more.