



Moving medical devices from research to market, even faster

MOLECULAR DEVICES' OBJECTIVE: *To connect a global team so they can manage complex projects with greater ease and deliver medical devices to customers even faster.*

THE OPPORTUNITY

The Molecular Devices team is scattered across 29 countries. Their work is fast-paced and deadline-driven. It's a dynamic, complex environment that can be prone to misinformation and product delays.

"Sales people really want to have confidence in the team back at their manufacturing facilities," says Gregory Lowe, President, Simbiotix Controls, a strategic partner of Molecular Devices. "They want to know that products are going to be delivered on time."

While Molecular Devices embraced lean project management, it relied on a low-tech method to execute its Kanban process for material flow.

"You'd walk into a room, and there'd be 100 sticky notes on the wall," says Lowe. "How do we get this information (from the sticky notes) to our engineers and project managers in locations across the world?"

So, the company that researches some of the world's best medical solutions embarked on research of a different sort – better project management.

"If you think about life sciences and developing new therapies, you're thinking about, 'how do I find that perfect snowflake in a snow storm?' That is what we're trying to do."

– Gregory Lowe, Molecular Devices (Simbiotix)

Case Study



INDUSTRY: **R&D, LIFE SCIENCES**

HQ COUNTRY: **USA**

PROJECT SIZES: **LARGE & GLOBAL**

CUSTOMER PROFILE

MOLECULAR DEVICES IS A LEADING PROVIDER OF HIGH-PERFORMANCE BIOANALYTICAL MEASUREMENT SOLUTIONS FOR LIFE SCIENCE RESEARCH, PHARMACEUTICAL AND BIOTHERAPEUTIC DEVELOPMENT. WITH MORE THAN 130,000 PLACEMENTS IN LABORATORIES AROUND THE WORLD, MOLECULAR DEVICES' INSTRUMENTS HAVE CATALYZED SCIENTIFIC RESEARCH DESCRIBED IN OVER 25,000 PEER REVIEWED PUBLICATIONS. INCLUDED WITHIN ITS PRODUCT PORTFOLIO ARE PLATFORMS FOR HIGH-THROUGHPUT SCREENING, GENOMIC AND CELLULAR ANALYSIS, COLONY SELECTION AND MICROPLATE DETECTION. MOLECULAR DEVICES IS HEADQUARTERED IN SILICON VALLEY, WITH OFFICES AROUND THE GLOBE EMPLOYING CLOSE TO 1,000 PEOPLE.



"Leankor allows you to input issues and risks associated with each of the deliverables so when team members are looking at their work...they have all of the information."

100

STICKY NOTES

WERE USED ON MEETING ROOM WALLS TO DEPICT KANBAN BOARDS BEFORE LEANKOR.

29

COUNTRIES

IS THE NUMBER OF PLACES YOU CAN FIND A MOLECULAR DEVICES TEAM MEMBER.

130K

LABORATORIES

CARRY PRODUCTS FROM MOLECULAR DEVICES

THE SOLUTION

Molecular Devices selected Leankor, a project management and workflow application that is inspired by the world's best lean management principles.

Leankor is a Cloud-based solution that integrates seamlessly with Salesforce, the CRM platform of choice for Molecular Devices. Leankor provides Molecular Devices with what it needs most – the capabilities to deploy a digital Kanban board across a global workforce.

Leankor indexes categories of work into what resembles Kanban cards so team members can track testing, procurement, build, integration and contract line-item deliverables more easily, wherever they are located.

"Leankor allows you to input issues and risks associated with each of the deliverables so when team members are looking at their work..., they have all of the information," says Lowe.

In addition, Molecular Devices team members get automatically updated on the status of a project step as well as the overall progress of a project. Another great feature to keep things moving in the right direction.

THE IMPACT

Leankor drives improved communication and collaboration in Molecular Devices' project cycles for research and manufacturing. The result: A better customer experience.

"In the end, we have aligned our processes to our core business principles," says Lowe. "We enable our best people to capitalize on a global challenge. And we use Salesforce business intelligence and Leankor to achieve that."

That means the scientists, engineers and project managers are more informed. They know what's expected, and when. And they can better manage the interdependencies at play.

"We can have in-depth conversations about a particular deliverable," he says. "And that is very powerful when you are looking at it from a project-centric point of view."

All these advantages contribute to better managed projects, faster time to market, and ultimately more revenue for Molecular Devices.

ABOUT LEANKOR

Leankor transforms project management so companies with complex, customer-centric projects can achieve better business outcomes, like greater gross margin protection and faster revenue recognition. Leankor is a visual, customer-centric enterprise project and work management solution built on the world's #1 leading business cloud platform - Salesforce. It brings together customer and project data to enable a proactive, customer focused approach to enterprise project management. Leankor's clients include iconic companies in the solar, telecom and industrial manufacturing sectors to drive on-time delivery and achieve better financial outcomes for their service delivery projects.



www.leankor.com

Toll-Free: 1-888-Leankor (532-6567)

Email: sales@leankor.com



@theleankor



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