

# Delivering Manufacturing and Distribution Excellence in Malaysia

Global Quality,  
Local Presence.



Haemonetics is *THE* Blood Management Company offering a comprehensive portfolio of integrated devices, information management, and consulting services for each facet of the blood management continuum. With a manufacturing and distribution network that spans the globe, Haemonetics' commitment to quality and manufacturing excellence is unsurpassed.

In 2013, we expanded our manufacturing footprint to the Asia Pacific region with a new state-of-the-art facility in Penang, Malaysia. This location provides ideal proximity to our customers in one of our fastest growing markets, and to a number of key suppliers and medical equipment manufacturers. Our local presence in Asia allows us to quickly respond to the changing demands of our customers without compromising our high global manufacturing standards, which are demonstrated through our Manufacturing Design, Business Continuity Plan, and Lean Manufacturing Program.





## Key Facts

- **Opened:** February 2015
- **Size:** Located on 12 acres in the Batu Kawan Industrial Park in Penang, Malaysia, the facility comprises 243,000 square feet of manufacturing, warehouse, clean rooms, offices, laboratories, and distribution space; it is the second largest of Haemonetics' manufacturing plants worldwide
- **Employees:** More than 250 skilled workers
- **Leadership:** The Senior Leadership Team has a combined working experience of more than 147 years with 70 years in the Medical Device Industry
- **Manufactures:** Whole blood and apheresis devices
- **Core technologies:** Extrusion, Molding, Bag Manufacturing, RF Welding, Solvent Bonding, Precision Assembly, Ultrasonic Welding, Kitting, Water Treatment (WFI), Pharma Filling, Water for Injection, Sterile Packaging, and Steam Sterilization

# Designed to meet the highest global standards

The Penang facility incorporates the highest standards of global quality and performance in manufacturing design available today reflecting our commitment to the environment by reducing our carbon footprint, and ensuring ongoing product and process improvements. Key features include:

- **Energy efficient and green design** including state-of-the-art clean rooms that meet Class 7 standards — with anti-static raised floors, deionized air curtains, and enhanced personnel controls, such as dedicated undergarments and shoes, etc. This design helps to ensure the highest energy efficiency and contaminant control environment.
- **Efficient product flow** includes dedicated utility areas for molding, assembly, packaging, and finished goods. This helps to ensure that raw materials flow in the same direction for optimal floor space, and to support our Lean manufacturing program.
- **Customer viewing areas** provide full visibility to the process from end to end and also reduce access to the clean rooms, helping to ensure a positive customer experience and reduction in contamination.
- **An interior design** to promote creativity and maximize the exchange of ideas across interdisciplinary functions which helps to facilitate the innovation of new products for our customers.
- **Future development** considerations include future load requirements and expansion.

To ensure the highest energy efficiency and contaminant control environment, Haemonetics has incorporated state-of-the-art clean rooms in the Malaysia facility. Key highlights include: anti-static raised floors, deionized air curtains, and enhanced personnel controls, such as dedicated undergarments and shoes, etc.



# Robust business continuity model ensures no disruption in service

Ensuring that our customers never experience an interruption in service is a top priority for us. That's why we have developed a robust business continuity model across the organization to ensure that products will continue to be built and shipped no matter what. Key highlights in Malaysia include:

- **High Standards of Physical Protection** — The Malaysia facility has been designed to withstand damage against natural disasters such as high winds, heavy rains, fires, etc.
- **Sister Facility in Tijuana, Mexico** — The Tijuana facility has the same capabilities, technology, quality, reliability, and structural standards as Malaysia, and is able to produce and ship the same products to our customers in the Asia Pacific region if needed.



As part of Haemonetics' business continuity plan, Malaysia's sister facility in Tijuana, Mexico is able to produce and ship the same products — with the same high quality — to customers in the Asia Pacific region should the need arise.



# Lean manufacturing in our products, processes, and people

Haemonetics has a corporate-wide operational excellence manufacturing program that challenges our employees to deliver “Flawless Execution” every day for our customers. As part of the program, each facility is measured on 20 Key Performance Indicators (KPI) using the Haemonetics Scorecard, which is a standardized visual tool that measures good performance.

KPIs are reported across four key focus areas: Safety, Quality, Service, and Cost. As part of the program, our manufacturing employees are trained on Lean manufacturing concepts focused on the elimination of eight wastes (defects, overproduction, waiting, non-utilized talents, transportation, inventory, motion, and extra-processing). They are also expected to participate in best practices across the key focus areas including: Gemba Boards, Daily “Focus on Excellence,” Wall of Fame, and Skip Level Meetings. Continuous Improvement personnel are on site at each location to ensure that the Lean program stays on track.



Haemonetics is committed to operational excellence across the global manufacturing organization by employing lean manufacturing concepts in products, processes, and people.



A woman wearing a white cleanroom suit, a blue head covering, and safety glasses is working in a factory. She is looking towards the camera. The background shows industrial equipment and a red fire extinguisher.

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Haemonetics has embarked on a major plan to transform our manufacturing and distribution network. We believe that it will help us create a more sustainable platform for the future... one that will enable us to provide unparalleled quality, cost effectiveness, enhanced business continuity, and improved productivity to better serve our customers around the world.”

*Dave Helsel*

Executive Vice President, Global Manufacturing

## Our location in Malaysia positions us to better serve our customers in Asia Pacific

In 2013, Haemonetics began expansion of our global footprint in Penang, Malaysia giving us ideal proximity to customers in one of our fastest growing markets, and to a number of key suppliers and medical equipment manufacturers. Haemonetics is committed to investing significantly in the development of skilled engineering talents in Malaysia, and will continue to grow the workforce considerably over time to ensure that our customers receive the highest quality products.

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