

Meeting Critical Deadlines: Custom Assemblies for Viral Vector Manufacturing





When unprecedented demand creates urgent pressures, having the right manufacturing partner can make all the difference. This was proven when a leading Contract Development and Manufacturing Organization (CDMO) specializing in viral vector production faced a critical challenge: double their inventory of 70 different fluid path custom assemblies - in half the normal delivery time.

The Challenge

The CDMO, with facilities across Europe and the United States, required an extensive safety stock supply to meet contract requirements. Some assembly types needed up to 200 units each - and the standard 12-week lead time wasn't an option. The client needed everything in six weeks to avoid contractual penalties and maintain production continuity. They turned to SaniSure for support.

The Solution

Our integrated solution and SaniSure's decade-long partnership with the client enabled a rapid, comprehensive response.

1. Strategic Component Forecasting: Our systems allowed us to rapidly allocate critical raw materials, avoiding common supply chain bottlenecks for all validated components.
2. Production Engineering Optimization: We reconfigured manufacturing workflows to prioritize critical path items while maintaining process integrity.
3. Specialized Design Integration: Our engineering team ensured each assembly was optimized for the client's specific bioreactor systems.
4. Accelerated Quality Protocols: We maintained full compliance while streamlining documentation

The Impact

The partnership delivered crucial results:

- Met the 6-week deadline, cutting normal lead time in half
- Delivered 70 different custom assembly types, worth \$520K
- Maintained production continuity for critical viral vector manufacturing
- Helped the client avoid contractual and financial penalties

A Growing Partnership

What began as a small relationship purchasing a few PharmaTainers™ has evolved into a \$4M strategic partnership. SaniSure's support proved particularly vital during the COVID-19 pandemic, providing critical assemblies for vaccine manufacturing.

As our client expands to new facilities, the partnership continues to grow. Their shared commitment to transparency, flexibility, and collaboration exemplifies their life-changing work.

Why It Worked

The success factors behind this decade-long partnership include:

1. Customization Capability: Delivering bespoke solutions rather than off-the-shelf products
2. Operational Excellence: Maintaining flexible staffing and inventory management
3. Strategic Alignment: Supporting the client's need for rapid adaptation to customer demands
4. Total Team Commitment: From procurement to operations, everyone prioritized the urgency