

Press release

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**TekniPlex Healthcare Retains David Schnur Associates (DSA)**

**for Outreach and Customer Engagement Services**

 **in Interventional Devices Category**

***DSA will support customers for Interventional Devices products and services, including complex custom extrusions, precision metal workings and complex design & development projects for implantable components and catheter assembly.***

*Wayne, PA, –* **TekniPlex Healthcare**,whichutilizes advanced materials science expertise to help deliver better patient outcomes, has engaged **David Schnur Associates** (DSA), a global supplier of outsourced technical sales and marketing services for the medical device industry, to represent TekniPlex Healthcare’s fast-growing **interventional devices** category. DSA’s team of interventional devices technical experts spans key markets for TekniPlex Healthcare, including North and Latin America, Europe, Israel and Turkey.

Partnering with DSA provides TekniPlex Healthcare with a ready-made extension of its internal sales, marketing and customer management teams for selected interventional device products and services. Working with DSA’s turnkey technical experts will afford TekniPlex Healthcare a streamlined, focused approach to expanding its evolving medical device business which, moving forward, will be subdivided into two customer service categories:

* TekniPlex Healthcare will continue to internally handle all customer engagement for its **Advanced Medical Solutions** portfolio, which spans a variety of extruded tubing solutions, molded parts and medical device compounds outside the sphere of interventional devices, as well as assembly and packaging services for such products.
* DSA will support customer engagement activities for TekniPlex Healthcare’s **Interventional Devices** products and services, including precision polymer and metal components, complicated custom extrusions, and complex design and development projects involving implantable components (such as stents, stent grafts and transcatheter valves), catheter constructions, delivery systems, and molding and assembly projects associated with interventional devices.

The decision to partner with DSA reflects TekniPlex Healthcare’s rapid, extensive capabilities additions in the medical device sector. With eclectic skill sets for designing and manufacturing Class III implantable components and delivery systems, TekniPlex Healthcare is among the few medical device CDMOs offering comprehensive, ideation-to-completion product development for endovascular stents, heart valves and catheter delivery systems, among other categories. The company’s sweeping capabilities include high-precision, tight-tolerance development and prototyping for critical metal components necessary in interventional cardiology, radiology, neurovascular, peripheral vascular, structural heart, electrophysiology and other minimally invasive therapies.

TekniPlex Healthcare’s array of services supports customers from early ideation stages through product development, prototyping, clinical trials, testing, new product introduction and full production of catheter-based devices. This includes precision secondary processes and cleanroom assembly of Class II and Class III implantable components.

“Considering DSA’s exemplary reputation as true medical device specialists, partnering with their team of technical experts extends our in-house team of talented sales, marketing and customer management professionals in a truly plug-and-play fashion,” said Bryan Wesselmann, VP of Sales and Marketing for TekniPlex Healthcare. “As our capabilities in the interventional devices space continue to expand and diversify to address an ever-shifting landscape, working with the DSA team makes TekniPlex Healthcare even more prepared to provide expertise-driven engineering services to our global customer base.”

“TekniPlex Healthcare’s Interventional Devices portfolio is a tremendous resource with strong niche technologies in complex extrusion, metal components and nitinol fabrication,” said DSA CEO Barry Schnur. “We’re excited to partner with TekniPlex Healthcare to support existing customers and to expand access to this collection of specialized interventional device solutions.”

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**About TekniPlex Healthcare**

TekniPlex Healthcare utilizes advanced materials science expertise and technologies to develop and deliver critical solutions for medical and diagnostic devices, drug delivery systems and sterile barrier healthcare packaging applications. With a global reach, the division’s deep understanding of the greater pharmaceuticals and medical landscape helps it produce exemplary barrier properties for drugs and precision medical devices for interventional and therapeutic procedures.

In the medical device niche, TekniPlex Healthcare embodies a comprehensive CDMO partner capable of servicing every stage of the product life cycle, from design and development through component manufacturing and final assembly. Throughout its broad purview, the division’s ever-evolving portfolio helps meet demands for high-leverage medicines and mission-critical healthcare products that benefit care providers and patients. For more information visit [www.tekni-plex.com/healthcare](http://www.tekni-plex.com/healthcare).

**About DSA**

David Schnur Associates (DSA) is a technical sales organization with more than 45 years of experience bringing material and component expertise to the medical device and life science communities. With a global network of material and service partners, DSA acts as an extension of its customers’ design, engineering and manufacturing teams. For more information, visit DSA at [dschnur.com](https://www.dschnur.com/).