



Medical Adhesive Manufacturers and Medical Converters—

Partnering for Optimal Material Selection in Stick to Skin Wearable Device Design

Medical device companies are eager to partner with suppliers and vendors who offer expertise in materials science. Wearable device companies heavily rely on medical converters and adhesive material suppliers for both creative product ideas and practical solutions for new stick to skin wearable concepts they want to bring to market. It is important they work closely with suppliers to select the right materials and design for their wearable device.

Medical adhesive manufacturers and converters have an opportunity to assist wearable device companies with product development. Medical materials expertise and ready access to a variety of adhesive and material samples is a competitive advantage. Wearable device companies look to medical adhesive manufacturers and converting partners to help them select the right material for new wearable applications. Because of the intimacy between these devices and the patient's body (from a 20 minute to over 3 week wear time), these wearables need to be constructed of skin-friendly adhesives and materials with extended-wear functionality.

A wearable device company will partner with a medical converter to seek advice on what materials will adhere best to a certain substrate, or maybe which roll good is well suited for high-speed processing. The wearable device company may need a very quick turnaround on a prototype concept. Medical converters will want to develop relationships with medical adhesive materials vendors who offer wide product portfolios, including materials with many different thicknesses, sizes, configurations and adhesive chemistries.

It is important for medical converters to have access to a variety of adhesive samples for quick prototype builds, as it is not unusual for a medical device company to need a prototype within days or a few weeks at most. In such cases, the converter cannot afford to wait six weeks for material delivery from suppliers. Many medical converters have strong partnerships with adhesive material manufacturers, and they stock samples at the medical converter for quick turnarounds in the development phases.

The wearable device industry is growing steadily, and there is rapid expansion in the emerging remote patient monitoring category. Wearable device companies need medical converting partners who are responsive, offering quick-turn prototypes. They also seek partners who comply with the FDA and other regulatory requirements. Medical converters should collaborate closely with medical adhesive materials suppliers to help meet these needs.

Reference: 1. Prakash, Deepak. "Medical Device and Wearables Converting — a Primer and Update." Medical Design & Outsourcing, 19 July 2016, www.medicaldesignandoutsourcing.com/medical-device-wearables-converting-primer-update/.

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