



## The Better Way to Source Medical Device Components

### New division of legacy group creates one-stop shop, eliminates repetitive supplier communication.

When developing medical devices, one might think most of the time is spent in R&D, talking with medical professionals about their needs, or building prototypes. Industry veterans, however, know more than one-third of their time – or even more – is spent communicating with suppliers of parts and components, writing and responding to emails, or waiting on the phone. It seems hard to believe, but the typical process that governs the medical component supply chain makes this almost inevitable.

Manufacturers must source parts from a dizzying array of suppliers, each requiring their own forms, processes, procedures – and follow-ups.

Marsh Medical, a newly created division of the Marsh Bellofram Group of Companies, aims to change this wasteful paradigm. Marsh Medical offers a vast parts portfolio for manufacturers of medical devices and equipment, helping to ensure that just one call procures every part you need, all from a single point of contact. Even custom parts. No more endless communication with dozens or even hundreds of suppliers. Marsh Medical gets manufacturers on the path to market with optimum efficiency.



Marsh Medical's approach replaces the transactional relationship typical of most component sourcing. Medical device developers collaborate directly with a Marsh Medical ally for the life of the project. The full slate of component parts is delivered as a completely customized bundle.



**Dwight Nafziger**  
VP Sales, Marsh Medical

Dwight Nafziger, vice president of sales and the new division's guiding force, explains, "For too long, medical device and equipment manufacturing has been a tangled, time-consuming process of needless complexity and difficulty. Marsh Medical eliminates that and gets you on the path to market with optimum efficiency."

Marsh Medical has direct access to the myriad companies that form Marsh Bellofram, already among the largest parts contributors to medical devices. These sister companies, having mastered efficiencies in supply chain management during COVID-related demands, now provide these same practical product solutions through Marsh Medical. Ancillary parts not made by Marsh Medical are obtained with the consolidated buying power of a global enterprise.

With a history of manufacturing excellence and broad expertise, the company is well suited to manufacture, procure, design, and customize parts for a wide range of medical device applications. Additional relationships forged over a century in business create connections to source additional products as well. In short, if your medical device needs it, Marsh Medical can get it. **M**

To find out just how easy and streamlined medical device development can be, visit [www.marsh-medical.com](http://www.marsh-medical.com).



A Division of the Marsh Bellofram Group of Companies

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### About Marsh Medical

Marsh Medical brings nearly a half-century of experience in the design and manufacturing of medical device components into a single access point. Marsh Medical's dedicated team shatters the limitations of the past with new designs, improved performance, unmatched adaptability, and innovative materials. In-house engineers and chemists develop custom solutions to the challenges facing manufacturers of today's medical equipment. Gain greater convenience, faster service, and streamlined procurement from a trusted name. For more information, visit [www.marsh-medical.com](http://www.marsh-medical.com)



### About The Marsh Bellofram Group of Companies

Headquartered in Newell, W. Va., USA, The Marsh Bellofram Group of Companies is an AS9100D and ISO9001:2015 certified global manufacturing collective. Its portfolio comprises high-performance OEM, industrial, and process control instrumentation, including timers and counters, digital controllers, RTDs and thermocouples, pressure instruments, FRLs, cylinders, natural gas and propane pressure regulators, valves, air pressure regulators and transducers, tank and liquid level measurement systems, pump and motor protection switches and alternating relays, as well as sensors, industrial diaphragms, and specialty silicones. For more information, visit [www.marshbellofram.com](http://www.marshbellofram.com).