Telesis Customer Shares Story

Following is the first installment of **"Overheard at Ralph's Corner";** which highlights customers using Telesis equipment. We hope this article will be of interest to you and if you want to know how Telesis can help in your day to day operations, please contact us at **Hillcrest Enterprises**. Our contact information is at the bottom of the article.

Welcome to the first installment of "Overheard at Ralph's Corner".
Here you will find Telesis customers sharing their stories about why they purchased, what excites them about their system or other great feedback that they wanted to share and be —overheard!
At the corner of discussion today is Joe Moody, Process Engineer at Wright Medical just outside of Memphis, Tennessee—a hub for orthopedic and other medical device manufacturers. Joe was asked to give the background on what prompted him to buy his first Telesis Laser system—he now owns four and ready to purchase number five!

"As one of the premier Medical Device manufacturing companies with the ever growing need for implant laser marking and traceability, we were experiencing a problem with parts, service, and reliability of our dated equipment. We needed to maximize our useable floor space while expanding the role of our laser marking system. The primary need was to focus on extremely tight tolerances of incremental measurement bands and marking, as well as repeatability. Even larger, was the secondary need of a laser system that came with a software solution package to boost productivity, shorten the learning cycle, and communicate with our server. The Goal was to be able to integrate a Laser marking machine that can maintain a central program file folder on a network drive and control the flow, and availability of programs to operators from a single database. Any program in the centralized file folder could be "called down" from the folder into any one of multiple laser systems, and mark the part properly with no offsets needed. This would also ensure that the proper print revision was available.

We knew it was time to seek a new laser vendor-- one with experience dealing with the problems of medical device manufacturers like ourselves. We had heard good things about Telesis Technologies and their laser solution abilities. Telesis discussed our needs and consulted on a "best-fit" solution of both laser technology and software function. The software solution was twofold. Step One was to create not only a central part look-up database, but encompass a History database, and Employee database to track productivity, and ensure only "authorized" personnel are allowed to operate the system(s). Step Two, was to utilize the optional Telesis AMI software front-end such that an operator could begin to run the system(s) with a negligible learning curve. The Telesis Merlin LS with AMI was well received with the operators. They input their ID, and scan the information, then input the print revision of the order which is going to be marked, and quantity of marking cycles. All of the necessary set-up information, fixture information, and picture of the part in the fixture, and in the proper orientation, are displayed all on the same screen! The added benefit is that it doesn't matter if the system is a CO2, YAG, YV04 or FIBER, the software is the same! This made cross utilization of employees easier than ever. No more did we hear "Well I

haven't been trained on that system" arguments. The product line and fixtures changed, but the software didn't! -- Thanks Telesis!" -- Joe Moody

Picture of one of the Wright lasers –note the small footprint for ease of fit in those tight "cells."

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