



## Case Study

# CoolSculpting®

**ZELTIQ®**  
*ahead of the curve*

The CoolSculpting System, manufactured by ZELTIQ, utilizes a patented method called Cryolipolysis; the use of precisely controlled cooling to target, cool and eliminate fat. This method is designed to selectively affect fat cells without injury to the skin or other tissue unlike invasive procedures. This non-surgical approach may be most suitable for patients who only need minimal fat reduction, as well as for those who are unwilling or hesitant to undergo surgery for fat removal.

### The Product:

- ZELTIQ's CoolSculpting medical technology cools fat tissue, allowing the body to absorb and dispose of it.
- Cooling is delivered through applicators and is controlled by the master control unit.

### Project Objectives and Scope:

ZELTIQ partnered with OnCore Medical to meet the accelerating market requirements and to reduce product costs to target levels.

### Challenges:

No slippage in demand fulfillment could occur while transitioning production from ZELTIQ to OnCore. At the same time quality was paramount and costs had to be decreased.

### Approach:

OnCore Medical's Customer-Focus-Team developed a transfer plan involving a "send" and "receive" team. OnCore engineers and operations team members worked on-site at ZELTIQ preparing to "send" the product to OnCore's San Jose facility. Once knowledge transfer was complete the product was transferred to the "receive" team.

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### OnCore's Three Key Value Components

#### Key Success Factors include:

- Developing a custom transition/ramp plan that addressed and mitigated potential risks
- Rigorous DFM analysis for process and product design improvements
- Dedicated Customer-Focus-Team integrated with ZELTIQ's team to assure rapid issue resolutions

#### Results:

- ZELTIQ achieved revenue targets well in advance of plan due to fulfillment of unforecasted upside demand. Transition of additional products and assemblies are being planned.

#### About OnCore:

OnCore Manufacturing Services, LLC is a leading provider of product commercialization services for low-medium volume, high-complexity products to international blue-chip aerospace and defense, industrial, and medical companies. With manufacturing facilities in Springfield and Wilmington, MA, Longmont, CO, San Marcos and San Jose, CA and Tijuana, Mexico, OnCore manages customers' high-complexity products while providing them maximum flexibility to manage their business in a close, collaborative relationship.

More information is available at [www.oncorems.com](http://www.oncorems.com).



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