



## Smarter Together: 7 Advantages to Partnering with a Med Device CDMO

**Medical devices are getting smaller and smarter, enabling revolutionary procedures, empowering at-home therapies, and improving patient outcomes. However, that progress comes with challenges, as OEMs and startups are tasked with developing smaller, smarter devices with optimal performance – within tight timelines and budgets – to achieve market success.**

**Smart devices require smart design processes, which is why the most successful medical device developers engage CDMOs early in the process to de-risk their designs, reduce costs, overcome regulatory hurdles, and accelerate time to market. Here are seven reasons why it's smart to partner with a CDMO from day one.**

### 1. Tap into a Deep Knowledge Pool

Partnering with an established medical CDMO allows you to tap into a deep pool of knowledge and experience. These CDMOs have seen it all, and they know the tech and manufacturing processes required to design smaller and smarter devices with enhanced functionality.

For example, they can help designers fit electrical circuits and sensors on PCBs in ever-shrinking form factors. Some CDMOs even offer tight vertical integration, where all production is performed or managed under one roof, eliminating risk and removing the operational burden from OEM and startup teams. It's not just about doing more with less. It's also about preventing risks such as production delays, rework, and market failures.

### 2. Rapid Prototyping and Usability Testing

Some medical CDMOs offer rapid prototyping and testing capabilities, leveraging their materials science and manufacturing expertise to produce faster, more affordable iterations. This enables OEMs and startups to move quickly and test each iteration to ensure optimal performance before committing to full-scale production.

For example, one client approached Forj Medical with the need for rapid iterations on a cutting-edge medical device. Each build required machining, tooling, documentation, and other complex steps. Traditional two-to-four-week turnarounds would have stretched development into years. Forj Medical was able to create each build in just three days, dramatically accelerating time to market.



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### 3. DFM from the Earliest Stages

One common mistake medical designers make is focusing solely on functionality while overlooking manufacturability and scalability. It's one thing to create a medical device that works; it's quite another to mass produce that device and sell it at a healthy profit.

Expert CDMOs leverage their deep expertise to develop intelligent manufacturing processes from the start, employing everything from materials science to automation to ensure a given device can be economically manufactured at scale. They consider Design for Manufacturing (DFM) from the earliest stages, eliminating the need for costly rework later.

### 4. Customization

Customization can be a powerful market differentiator, yet it's a common misconception that it always drives up costs. In reality, a skilled CDMO with deep manufacturing expertise can identify when a custom approach is a more cost-effective option – lending a significant competitive advantage. For example, Forj Medical partnered with an OEM that initially wanted to include an off-the-shelf component in its design.

Forj Medical's engineers quickly determined that the component would require complex placement and unnecessary molding and assembly steps, escalating costs and diminishing quality. Instead, Forj Medical designed a custom component that increased manufacturability while reducing production costs by 50%.

### 5. Regulatory Clearance

Some CDMOs have the expertise to guide OEMs and startups through regulatory challenges. They can provide FDA guidance, ensure compliance with ISO standards, and assist with robust documentation. These value-added services help OEMs and startups reduce costs and expedite regulatory approval.

### 6. Additive Manufacturing

Modernized CDMOs leverage additive manufacturing (AM) capabilities to accelerate development and reduce costs. Instead of machining a complete hard or soft tool for every prototype, they can 3D-print small inserts to fine-tune the tooling and test different concepts quickly and economically.

Once the inserts meet specifications, a complete tool can be created for scalable manufacturing.

### 7. Risk Reduction and Capital Investment

All these advantages ultimately reduce risk, as they help OEMs and startups achieve clinical validation while reducing the likelihood of field and market failures.

They can also help startups secure capital investment. When investors know startups are working with established, proven CDMOs, they're more likely to feel confident in the project. This credibility is highly valuable when modern startups must prove their concepts at each stage before securing the next round of funding.

### Next Steps

Smaller, smarter devices demand intelligent design. By partnering with an experienced CDMO like Forj Medical, medical device OEMs and startups can access the expertise, technology, and processes to take a product seamlessly from concept to commercial success. [Contact us](#) today to discover how we can help bring your device to market.



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