Precision in Every Detail
Orthopaedic Devices Made in Germany

OHST medical technology
When faced with an important task, finding a suitable way to solve it is half the battle.

As an experienced contract manufacturer — specialised in hip, knee, spine and shoulder joint implants — OHST Medizintechnik AG is very familiar with such challenges. We are able to conceptualise and realise challenging, client-specific solutions expeditiously and get them ready for serial production. In other words, customisation at the highest level with ultimate perfection.

We have established a name for ourselves through our development, technology and production services over a period of more than 70 years. Today, leading manufacturers and distributors worldwide trust in our orthopaedic, medical-technical and business know-how.

Let us prove our expertise to you!
OHST

At a Glance

- Contract manufacturing for joint implants and instruments
- High competence in design and development
- Innovative production processes
- A passion for quality and precision for more than seven decades
- Short development cycles
- Extensive experience, worldwide references

Foundation
Willi Ohst, in 1937

City
Rathenow, Brandenburg (Germany)

Management
Norbert Ohst (Chairman of the Board)
Stephan Dunke (Director Marketing)
Gerd Hielscher (Director Production)

Products & Services
Customised hip, knee, spine and shoulder joint implants and surgical instruments
Development, certification, prototyping, manufacturing, sterile packaging, logistics

Finished Products
Manufactured as OEM
Cementless and cemented implant systems
Surgical instruments

Employees
Approximately 170 highly qualified engineers, technicians, precision mechanics and other experts

Partners
Otto-von-Guericke University of Magdeburg
Advanced Technical College of Brandenburg
University of Potsdam

Production 2009
18,000 hip joints
16,000 knee joints
180,000 (packaging) units
OHST is synonymous with the latest medical and technical developments in medical devices. Extensive investments in the past in high-tech facilities permit us to employ innovative procedures. Premium grade materials guarantee the quality our customers expect from us.

OHST is one of a few companies in the market which offers all the services of contract manufacturing that are indispensable for the manufacture of an outstanding joint implant or instrument. In addition to development and certification, our portfolio includes production and packaging as well as all required logistics.

Over many years, we have acquired a complete understanding of our customers’ requirements. This enables us to support you on every essential level: be it with detailed process know-how, with competent consulting services for new surgery techniques or with flexible logistics services.

It is the view of the whole that permits an understanding of the details. That is why all of OHST’s services are closely inter-connected.

You determine in which areas you need our support!
As one of the leading manufacturers of endoprosthetics we understand the market — and, consequently, our customers' needs. For this reason, our organisational structure is designed to realise projects in a flexible and streamlined process. From the very beginning, one of our product managers will be your main contact. He will be the link between you, the customer, and our company's specialist departments. This applies to the entire process of development, the lifespan of the product, and, also, if the product was manufactured exclusively according to your plans.

Our one-source services, diligently coordinated, ensure a strong commitment on our part. They avoid costly misunderstandings, expedite decisions while, last but not least, saving our customers time and money.

In every phase, flexibility plays a significant role at OHST. This allows our customers to react promptly to their market demands. And, for that reason, you can choose whether to take advantage of our entire range of services or to request our support for a single project or measure.

Cooperation
The OHST Principle

We facilitate the liaison between specialist consulting and engaged, cooperative support.

- Solid customer relations
- Sharing in our experience
- Short decision-making processes
- Fast implementation of solutions
- Production-related development
Development

Successfully Realising Ideas

Many ideas lead to new top-selling products. So it is all the more important to find out which have the necessary technical, medical and commercial potential to be successful on the market. A well-coordinated and highly qualified team will provide you with the necessary professional support.

As a result, we continuously take into account the market’s latest insights and experiences, such as new processes, materials and surgical techniques. Shielded from the stress of day-to-day business, our Innovation Research Management is constantly exchanging information with renowned institutions such as the Otto-von-Guericke University of Magdeburg. Within a few days, we are able to assess whether an idea is technically and commercially feasible — by conducting design studies using the CAD system. These insights put you, the customer, in a position to make viable decisions for potential further developments.

If the project advances to the next stage, our engineers, technical draughtsmen and the colleagues from the regulatory affairs department take over. Clearly defined processes help to move your initial idea to a successful product. Also included in our services are the manufacture of samples, certification process and transfer of the product to production.

We transform ideas into viable solutions that result in a better quality of life for patients while also creating a market advantage for our customers.
OHST provides a complete range of services in manufacturing. This includes inventory control and cast part production as well as mechanical processing and finishing. Further, we also perform coating and cleaning. This complete range of services ensures a smooth operation and saves our customers valuable time.

It is our mission to complete every project quickly, reliably and with the highest precision — from the very beginning of every project. Within a few days, you will receive our feedback as to whether and when we can deliver the product you requested. We validate production processes in the shortest time possible — and thus set standards in the industry. In the case of complex geometry or in preparation for serial production, we can provide samples in advance, if requested. And these are but a few examples.

We further guarantee reliable production at any point in time. In the case of a capacity shortage or for services not performed in-house, we work exclusively with experienced, time-tested partners.

Manufacturing

Competence to the Last Detail

Our team of specialists ensures a smooth, integrated operation at every step of the production phase.

- Modern production facilities
- Single unit or special design production as well as small series or large quantities
- In-house cast part production
- High speed processing (5-axial) of titanium materials, CoCrMo, stainless steel, tantalum
- High speed processing (5-axial) of polyethylene and PEEK
- CNC grinders for the production of femoral stem reamers and femur components for total knee arthroplasty (TKA)
- Coordination of coating services
- High quality standards
Development and production are one thing — on-time and dependable delivery of a market-ready product is another.

In our modern clean rooms implants and instruments are packaged in the design requested by the customer. After sterilisation, the product is ready. If required, we will also ship the product directly to your users in the clinics.

Shipment reliability can be the defining factor for the success or failure of a product. For this reason, our company already tested all internal procedures several years ago. The result: international standards in the logistics sector; speedy processing with the help of complex material planning.

Together with our customers, we are additionally working on improved delivery times. When an order is placed, we start planning for the required number of units and for inventory levels. The closer we work together, the more precise the final result will be. This, in turn, provides our customers with the ultimate delivery assurance and flexibility — for instance, with overnight shipment of any orders placed by 12 noon.

The correct quantity at the right time at the right location. We are only satisfied once you have physically received the product and are happy.

- Validated cleaning and packaging procedures
- Validated sterilisation
- Packaging in your design — at no extra cost, also for smaller quantities
- Electronic logistics systems
- Continuous traceability
- Expeditious and on-time delivery
We have applied our comprehensive endoprosthetics knowledge also to the development of our own OEM product range: customer-oriented implant systems and instruments for a dependable supply of standard products.

Many of our customers complement their product range with these systems. They rely on market-ready products which ensure an optimal combination of state-of-the-art medical standards with cost-effectiveness and flexibility. Over many decades the implants have been proven safe. All components are supplied in sterile packaging and labelled — if desired, in your individual packaging design.

Combined with the surgical instruments — exactly synchronised with the implants — we provide a complete package.

Upon your request, we will gladly send you product data and specifications.

Modern solutions for a modern market.
Our products make their mark through innovation and exemplary technology.

- Immediately available and approved implants and instruments
- Sophisticated quality at competitive prices
- No development risk for our customers
- Market monitoring and risk assessment
Quality

Without Compromise

The precision of joint implants has to meet the highest standards. OHST implements these requirements through a quality quest without compromise. Not even the increased price pressure in the medical industry can change this.

OHST was one of the first companies to recognise the opportunities behind international quality standards. Together with the Notified Body MedCert, we are constantly monitoring our work processes, identifying optimisation potential and implementing improvements.

To us, quality is more than just a standard — it is a matter of course in our daily work. It begins with the purchase of premium materials that we source only from proven suppliers. It continues to the stringent controls during the development and on to the post-sales phase. And it follows through to the extensive training and education of our specialists.

- Certified according to ISO 13485:2003
- Modern, qualified machinery
- High competence in validating quality-related procedures
- Orientation to customer quality requirements — including FDA
- Latest quality control methods
- Highly trained and committed team of specialists

We manufacture implants which have high added value for patients and for our customers. Quality is the focal point of all our activities.
As our customers’ partner, we share the responsibility for joint work projects. This commitment continues far beyond product development and manufacture. Even after product launch, we take over the risk management for each and every product. If modifications are necessary, our customers can depend on our feedback and any required adaptation.

To accomplish this, our safety officer constantly assesses the market for potential risks. Scientific publications and institutions are important information sources for him. The information exchange with customers and other experts is equally relevant. A network of clinic partners provides our company with first-hand clinical evaluations. At the same time, they offer professional support in the development of new implant systems.

Further, our regulatory affairs department monitors changes in legal stipulations and regulations: EU draft standards can, therefore, be evaluated long before regulations become effective; planning reliability increases. Where drugs and medical devices are concerned, there are additional important contacts such as the Notified Body MediCert and ZLG, Zentralstelle der Länder für Gesundheitsschutz (Central Office of Federal States for Health Protection).

Risk Management
Keeping Eyes and Ears Open

The responsibility for a medical product never ceases. Our continuous support provides our customers with the necessary security in their daily work.

- Accountability for risk management
- Continuous assessment of product risks
- Ongoing process improvement to ensure product quality and risk reduction for patients
- Market monitoring and evaluation of market trends
OHST offers:
- In-depth product and market know-how
- Complete service package: from development and certification to manufacturing and delivery in custom design
- All services from one source
- State-of-the-art technologies
- Competent consulting
- Optimal cost/performance ratio
- Premium quality
- Scheduling reliability and short delivery times
- Ongoing risk management

Your benefits:
- Increased know-how and expanded professional expertise
- Highest degree of flexibility
- Free resources
- Speedy and smooth order processing
- High efficiency through streamlined decision-making and production
- Lower costs for design and development
- Reduction of overhead costs
- Minimised risk