

Typical Questions to ask a potential antimicrobial customer

- What problem are they solving
 - Why are they looking for AM protection, marketing claims or functional need
 - How important is this issue, what is the urgency in solving the problem
- Is this a new application, or is the goal to add AM protection to an existing product.
- What polymer is to be used
 - Type (PC, PC/ABS, etc)
 - Is there a specific grade already chosen
- Regulatory environment
 - Is this a medical application
 - Is this a food contact or water application
 - Is this US only, or global
- Appearance
 - Is the application clear or opaque
 - What color or color ranges are being considered
- Application
 - Medical
 - Is this device for use in the body or external
 - What types of fluids will the part come in contact with (saline, blood, etc)
 - What is the use life of the product (24 hours, 29 days, etc.)
 - Is it a reusable device or single use
 - What type of sterilization is to be used
 - Are there specific organisms that performance is required against
 - Testing support
 - Will they need analytical or microbiology testing support
 - 510K process
 - Will they need access to the Medical Device File (MDF) from Sciessent
 - Is Sciessent support needed for antimicrobial portion of 510K filing
 - Non-medical
 - What is the use environment
 - What is the lifetime of the product
 - Is there fluid contact
 - What kind, how much/how often in contact with the fluid
 - Is the part cleaned, if so what are the cleaning parameters
 - Is the part subject to abrasion, scratching, etc.
 - What are the performance specs
- Manufacturing
 - Ready to use material or masterbatch
- Cost
 - What is the weight of the part
 - What is the projected use volume of polymer/AM
 - Is there a target cost addition per part
 - Do they have budget that will support the AM treatment cost and development