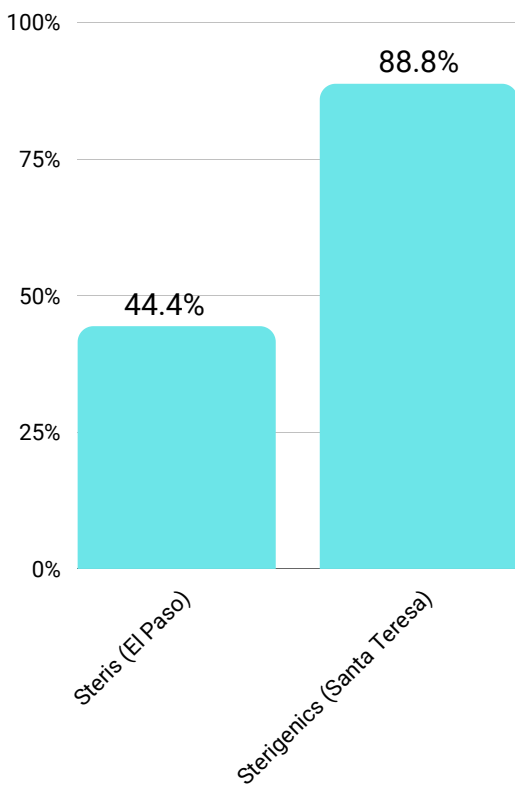


Regional Sterilization Survey

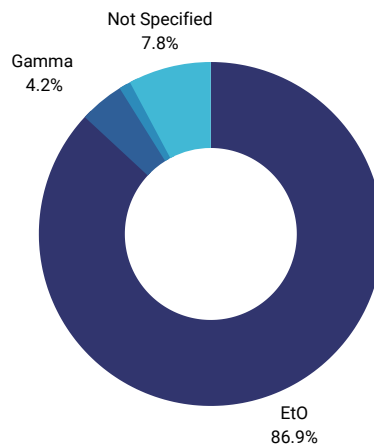


BIO El Paso-Juarez (BIO EPJ) is committed to enhancing the regional production of quality medical devices that are used in the healthcare setting for diagnosis and treatment every day. The El Paso-Juarez region is home to 40+ medical device manufacturers and a robust manufacturing supply chain, including two critical sterilization facilities. BIO EPJ conducted a survey of regional medical device manufacturers in March 2021 to understand their sterilization utilization and future needs. Below is a summary of data gathered from the survey respondents.

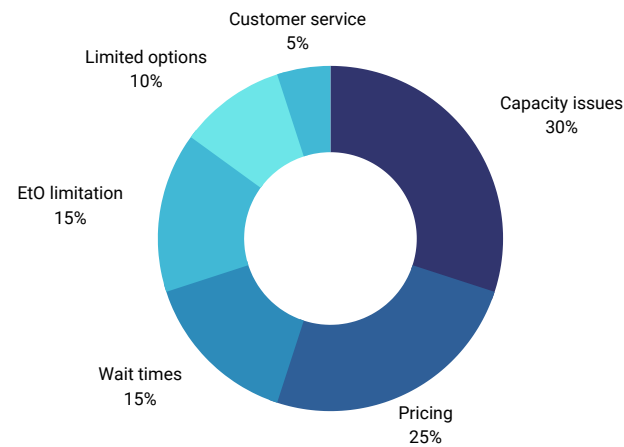
Manufacturers that use each facility



Types of sterilization used by manufacturers



Manufacturers' concerns related to local sterilization facilities



78% reported that local sterilization capacity has an impact on **current production**
100% reported that local sterilization capacity has an impact on their company or production **future growth**

Factors impacting current sterilization processes:

- Packaging
- Inventory options
- Logistics
- Testing support
- Pricing
- Validation

Capacity and price are the main factors that impact future sterilization decisions. Other factors are government regulations, corporate relationships, logistics, customer service, and lead times.

To join the conversation on how to improve sterilization capacity and options in our region, please contact Jackie Butler or Cecilia Varela.

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