



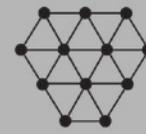
MākuSafe | Success Story

Supply Chain Strategy Gets
MākuSafe Over the Finish Line



Product
Realization
Group





Company

MākuSafe

What They Do

MākuSafe's wearable technology system provides real-time workforce data to improve workplace safety conditions

Company Headquarters

Des Moines, Iowa,
United States

Engagement Details

PRG provided a tariff resistant supply chain strategy, commercialization assessment, Technical Program Management, Product Lifecycle Management (PLM), and execution

Results

PRG enabled MākuSafe to cost-effectively mass produce the technology that powers their system

“From giving us a step-by-step roadmap, to optimizing our product design and manufacturing control process, to delivering huge time and cost savings, PRG was a critical partner in helping us achieve success.”

— **Gabe Glynn**, MākuSafe
CEO & Co-Founder

COMPANY

MākuSafe is a fast-growing U.S. based company serving the workplace safety industry. The MākuSmart platform is a system that uses wearable sensors, analytics and machine learning to provide companies with valuable workforce insights, helping to improve safety and productivity.



CHALLENGE

MākuSafe had a vision: proactively prevent workplace accidents. The company had developed an early prototype for their product but hadn't completed the design.

“We were seeking a partner to provide expertise that would get our product to market quickly and support rapid growth,” stated **Gabe Glynn**, MākuSafe CEO and Co-founder.

PRG SOLUTION

MākuSafe needed to speed up their progress. They selected Product Realization Group (PRG) for strong hands-on accomplishments in navigating the product commercialization process, from prototype to full market scale, while reducing cost and risk.

Charting the Course

PRG assessed MākuSafe's product design and business objectives, and prepared an action plan to take on the sizable task of full-scale manufacturing.

Key components included:

- Product development schedule
- Bill of materials (BOM) costing
- Supply chain partner options
- Product verification, reliability and test requirements
- Business systems needed to support growth
- Commercialization risk identification and mitigation



FROM ASSESSMENT TO ACTION

- Once the foundational plan was in place MākuSafe engaged PRG to deliver technical program management (TPM), ensuring the product would successfully move to volume manufacturing phase. **The comprehensive TPM process included:**
 - Design and development optimization
 - Engineering management and product validation
 - Transition of the product to manufacturing
 - Handoff to Operations team

“ Thanks to PRG, we reduced our supplier selection time by 1-2 months off our and 10% reduced individual product components costs by 10% to 78%.”

“ PRG you are just wonderful! Thanks for bringing to bear your years of experience, and doing so with professionalism and giving our small team top attention. I heard you made an impromptu trip to a corner of Asia in search of mission critical parts for MākuSafe. That deserves a trophy!”

— **Mark Frederick**,
MākuSafe CTO &
Co-Founder

Designing for Efficiency and Cost Savings

PRG provided oversight for an outside design team, evaluating their design for manufacturability. PRG also assessed and optimized the BOM for parts availability, quality and cost.

Additionally, PRG negotiated down the component costs for key components. “Thanks to PRG, we saved 25%-30% in the total transition from prototype design to volume manufacturing, which is more than we could have ever expected” stated **Mark Frederick**, MākuSafe CTO and Co-Founder

Business Systems for Manufacturing Best Practices

Initially MākuSafe didn't realize the challenges with using tools such as excel and google docs to manage product information on a larger scale. PRG recommended implementing a product lifecycle management (PLM) system to optimize control of their product record.

The PLM system was valuable for working across geographies, and in times of increasing change, to ensure clear communication. The system was also vital to support the company's rapid growth.

SIGNIFICANT SUPPLY CHAIN EFFICIENCIES

One of the most valuable assets that PRG brought into the engagement was its supply chain expertise and relationships. PRG's Supply Chain & Operations expert mapped out an actionable supply chain strategy for MākuSafe, including alternative geographic sourcing recommendations. He then provided a short list of suppliers based on track record and recent supplier requalification audits.

MākuSafe chose an established location in Asia (but outside of China) for their manufacturing. The choice reflected the need for a stable, tariff resistant supply of components and labor. This accelerated process leveraging PRG's supply chain network saved 60 to 90 days over the traditional supplier selection process.

Additionally, PRG negotiated down the manufacturing value add cost for the product, and delivered major cost savings up to 78% off of individual product components.

Mark Frederick, MākuSafe CTO and Co-Founder stated: “Everyone we worked with at PRG has been such an important part of our team this year, I just can't imagine where we'd be without your help. Your dedication, commitment was critical to getting us over the finish line!”

Key Benefits of Engagement

- A **commercialization assessment** and **action plan** that allowed MākuSafe to gain additional funding and achieve business objectives
- **Product development** best practice knowledge and hands-on support
- Creation of a **design** that was **manufacturable**
- **PLM system** implementation to support product changes, communication, and the company's growth
- **Significant cost savings** on both electronic components and customized parts
- **Accelerated time-to-market** via leveraging established relationships and knowledge of supply chain management