



Flagship Empowers Biotech Client on Quest to Transform Cardiovascular Therapy

Founded in 2009, this medical device company is transforming interventional therapy for calcified cardiovascular disease. The client is developing and commercializing innovative Intravascular Lithotripsy (IVL) technology to treat patients' most complex cardiovascular challenges.

The Challenge

Thanks to the success of its IVL technology, the client has experienced rapid growth in the interventional cardiology space. In fact, the technology is now approved by the U.S. Food and Drug Administration for the treatment of severely calcified coronary artery disease and peripheral artery disease.

As a result, the client elected to expand its research and development operation in Santa Clara, purchasing a second facility to accommodate its growth. The client sought a partner that was equipped to provide both move support and ongoing maintenance at its two facilities.



The Solution

The client turned to Flagship Facility Services for its decades-long experience serving Biotechs as well as its ability to deliver full-scale facilities support. In addition to providing janitorial services at the client's original office and cleanroom locations, Flagship helped coordinate the move to the new facility – packing and labeling boxes, painting building interiors and exteriors, and breaking down and setting up office furniture.

In the year since the new facility opened, the client has continued to rely on Flagship to perform electrical work and preventive maintenance on its HVAC systems. Flagship's mobile technicians are always on call to resolve facilities issues that the client is not equipped to handle in-house.

Flagship also employs two autonomous floor cleaners at the client's new facility. The machines are responsible for cleaning about 60,000 square feet every night – proof of Flagship's aptitude for using technology to drive efficiencies.

The Outcome

Not only does Flagship complete monthly inspections, but it also performs quarterly business reviews to increase transparency with the client and ensure that Key Performance Indicators (KPIs) are being met.

With Flagship focused on providing comprehensive facilities support, the client is free to concentrate on its cutting-edge research and development. Just this spring, the client launched its new Coronary IVL Catheter in select international markets.

As the client works to provide safe, effective, and easy-to-use treatments to optimize cardiovascular disease outcomes, Flagship is proud to help maintain an ideal environment for carrying out its life-changing mission.



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