

tk360

Customer magazine
thyssenkrupp Materials Schweiz AG
No. 1 | June 2024



IN FOCUS:

new prospects

in medical technology

Reliable availability impresses new customers

41Medical AG, an innovative medical technology business, had developed a new implant which was ready for market. However, their previous supplier was unable to deliver the material. This is where we came in: we were able to supply – and impress – our new customer thanks to our large network and procurement expertise.

More on page 3

Step by step towards the perfect customer solution with added value

thyssenkrupp Materials Schweiz continues to expand its services as part of its 360° “Materials as a Service” strategy. CEO Claudio Roth explains in an interview what MaaS is all about and how customers can benefit.

More on page 2



0% warpage, 100% reproducibility

CUBEINOX forging blocks offer numerous advantages over components made from rolled material, especially when it comes to challenging milling work: from eight to ten times less warpage and consistently good machining results, to reduced wear and tear of the tools.

More on page 3



thyssenkrupp

ISO 13485 certification – more than a mandatory requirement



Dear reader,

In this, the first edition of our print publication “tk360”, I am delighted to share with you some thoughts on our philosophy. Our ISO 13485 certification is the perfect place to start. Medical technology is much more than a customer segment for us. It's our passion.

An opportunity for continuous development

For some companies, medtech certification may be just a cog in the wheel for meeting customer requirements. But at thyssenkrupp Materials Schweiz it's much more. It confirms our commitment to quality and continuous improvement. Our “Quality First” motto, is not just a catchy slogan: it's a way of life that is reflected in each and every one of our processes. For us, ISO 13485 certification isn't just a requirement; it's an opportunity to keep evolving.

ISO 13485 promotes the creative process

The high demands of medtech customers and ISO 13485 certification challenge us every day afresh. They promote the creative process. For example, the new European regulations on medical devices and the European Supply Chain Act not only increase the demands for raw materials; the associated traceability across the entire supply chain right down to manufacturers' plants also presents new challenges. With t-kontrol® we have developed an app that will help our customers with these issues.

In a world that is ever changing, standing still is tantamount to taking a step backwards. Which is why we would also encourage you in your business to take this opportunity to improve and welcome it with open arms. We are happy to help you in this.

Kind regards,

Jürgen Fredel,
Head of Sales for Medical Technology
at thyssenkrupp Materials Schweiz AG

“Nothing is more meaningful than being able to contribute to a better quality of life.”

In Germany, 1.3 million implants are used every year. In Switzerland the figure is around 80,000. It is therefore quite possible that you will need an implant at some point in your life. The material used in the implant makes a significant difference to its lifespan and compatibility. We asked Claudio Roth, CEO of thyssenkrupp Materials Schweiz AG, what services his company offers to actively support the medtech industry.

Why does your company offer solutions for medical technology?

Medical technology is one of the most exciting customer segments imaginable for a materials service provider. Nowhere are the requirements around material compliance higher than here. With our strategic focus on complex niche markets together with the continuous expansion of our 360° “Materials as a Service” offering, medical technology fits perfectly into our portfolio. Our passion for developing innovative solutions together with our customers, metallurgists and manufacturers' plants has become a real labour of love. And of course, nothing is more meaningful than being able to contribute to a better quality of life.

What is the 360° “Materials as a Service” offering all about?

The “Materials as a Service” strategy underscores our aspiration to actively support our customers in all materials matters and services. We see ourselves as a 360° expert partner to our customers throughout the entire supply chain. The know-how and first-class advice from our materials experts are crucial for being accepted in the medtech industry. Moreover, OEMs and suppliers benefit from a customised and practical range of premium materials including stainless steel, titanium, cobalt chrome and other special materials. Key factors to success also include rapid availability and the customer-specific pre-machining of their products. With the help of smart digital assistants, we are certain we can offer our ambitious customers real added value.



Claudio Roth,
CEO thyssenkrupp
Materials Schweiz

What do you mean by digital assistants?

The new European Medical Device Regulations – MDR for short – and the European Supply Chain Act have increased the requirements around the traceability of products and materials. We have responded to this challenge with our new t-kontrol® app. The aim of t-kontrol® is to offer customers full transparency and overview at all times. Included here are documents associated with orders such as delivery slips, material certificates, invoices and, in future, CO₂ certificates too. In real time and at any location.

Claudio Roth, thank you for this interview!

360° expert partner throughout the entire supply chain



Space for core capabilities instead of materials issues: this is what thyssenkrupp Materials Schweiz offers with its 360° “Materials as a Service” strategy.

With 360° competence and our “Materials as a Service” package, we can help you with all aspects along the supply chain. From advice and engineering, premium materials excellence right through to processing, supply chain management and innovative tools for the digital transparency of the supply chains. As your sparring partner with decades of experience, we can help you customise quality solutions with added value one step at a time.

Take advantage of
“Materials as a Service”
now. (in french)



CUBEINOX forging blocks for stable processes

Components made from CUBEINOX forging blocks (stainless steel) have key advantages over parts made from rolled material. For example, intensive practical tests have shown that there is much less warpage with CUBEINOX. This goes a long way to support a reproducible manufacturing process.

Find out more about
CUBEINOX (in french)



Cuttings of stainless CUBEINOX forging ingots sawn on all sides offer high dimensional stability, even after significant milling. Extreme processing samples have shown that there is eight to ten times less warpage in CUBEINOX after machining compared to rolled material. Longitudinal and lateral processing differences in the workpiece are no longer a factor with CUBEINOX SUPER-IM when it comes to dimensional accuracy, as the forged structure has no obvious fibre direction compared to rolled material. Our customers report further advantages of CUBEINOX:

- consistently good machining results
- less tool wear
- less material used thanks to precise cuttings sawn at angles
- no hardness increase at edges

CUBEINOX helps our customers further increase process reliability, even during unmanned machine hours.

Our customers in focus: 41medical AG Bettlach

thyssenkrupp Materials Schweiz is famous for its immense material expertise and related services. Our customer 41medical AG also recently saw us come up trumps with the reliable availability of special commodities.

We were introduced to 41medical AG in January 2023 during an initial visit. In the course of face-to-face conversation with the owners, we soon sensed a positive chemistry. Us, the materials experts, them the specialists in the development and marketing of sophisticated medtech products.

The specific challenge

At our next visit to Bettlach, the customer told us about their current challenge: 41medical had launched the biphasic plate for its customer AO Foundation Davos. This revolutionary new implant for treating bone fractures has already been successfully used in patients. The problem was that the current materials supplier was only able to deliver the 1.4441 implant steel in 18 months' time. This is where we came in.

The solution

Thanks to our large network and experience in the procurement of special materials for highly complex applications, we were able to deliver the first 600 kg of the required material to 41medical six months faster – to the huge delight of both parties. While 41medical was able to keep its customer happy, we had our first opportunity to demonstrate our expertise as a materials service provider to our new customer.



“Thanks to thyssenkrupp’s network, we were able to significantly improve the security of supply for specific medtech materials.”

Michael Kobel
Head of Supply Chain at 41medical AG

Welcome to the World of Materials



World of Materials



The thyssenkrupp Materials Schweiz online shop makes the enquiry and ordering process much easier and faster. You can access over 7,500 different items right around the clock.

Thanks to the clear layout and search function, you can find just the material you need in next to no time in our online shop: from construction and tool steel to stainless steel, powder metallurgical steel, aluminium, brass and copper right through to titanium. Items can be customised according to your individual needs, with various process steps possible. Quotes can be prepared and saved in real time and orders placed directly. Any time, anywhere and with further features that make it easier for you to cost and order metal materials.



Discover the
online shop “World
of Materials”

41medical AG

41medical

41medical AG in Bettlach was founded in 2016 and currently employs 28 highly qualified staff. The dynamic medical technology company also specialises in traumatology, spinal, orthopaedics and sports medicine. The active team brings together extensive know-how in the fields of both innovation and development and production.



Full transparency thanks to end-to-end traceability

The seamless traceability of materials and components is vital in the medical industry and other sectors. The new t-kontrol® app offers a real-time overview of orders and allows independent access to material certificates and other order documents.

The t-kontrol® app has been designed for both desktop and mobile devices and features an integrated QR code function. This means that order information from delivered materials can be accessed directly.

We have been gradually rolling out t-kontrol® to our customers since April 2024. If they have not already done so, your thyssenkrupp contact will soon be in touch to set up access for you. Scan the QR code to get an initial insight into the user interface and functionality of t-kontrol®.



We are continuously working on the further development of t-kontrol® – one current area of focus is the implementation of CO₂ certificates.

Explore the demo version of the t-kontrol® app now (in german)

2024 trade shows: we look forward to seeing you there!

On the calendar this year for thyssenkrupp Materials Schweiz are two trade shows in Switzerland and Germany. At the EPHJ and Fakuma, our materials experts will be happy to share our news, product innovations, digital tools and our 360° services.



 **11–14 June**
EPHJ Geneva
Stand N46

 **15–19 October**
Fakuma Friedrichshafen
Stand A2-2224, hall A2

EURO 2024 competition: enter to win fantastic prizes



Enter the competition now:
thyssenkrupp.tippspiel-fuer-unternehmen.com

Are you ready to take your football fever to the next level? Then fasten your seatbelt and get ready for thyssenkrupp's EURO 2024 competition. With your football knowledge and a little luck, there'll be lots of prizes up for grabs.



The EURO 2024 competition by thyssenkrupp Materials Schweiz will double the excitement. You can share your tips for upcoming games, compare your points against your rivals and get bonus points if you correctly predict the European champions. There are Adidas thyssenkrupp footballs, PUMA hoodies and PUMA trainers up for grabs. You can enter with a nickname of your choice: besides football, we're also passionate about data protection – so we won't be publishing any real names or email addresses. Your user data will be permanently deleted at the end of the competition.

The second edition of "tk360" will focus on mould construction and toolmaking

While medical technology is the focal point of the first edition of our "tk360" print publication, we'll turn our attention to another industry in the next edition: mould-making and tooling. We're already looking forward to sharing exciting background information, customer reports and other topics in this sector with you in the autumn.

Your contacts for medical technology



Daniel Steiger
Customer manager
German/English
Phone: +41 (0)71 913 64 48
Email: daniel.steiger@thyssenkrupp-materials.com



Manuel Tuma
Customer manager
German/French
Phone: +41 (0)71 913 64 46
Email: manuel.tuma@thyssenkrupp-materials.com



Peter Alpert
Back Office Sales
Phone: +41 (0)71 913 64 55
Email: peter.alpert@thyssenkrupp-materials.com



Jonuz Jonuzi
Key Account Manager /
Business Development
Phone: +41 (0)79 198 78 86
Email: jonuz.jonuzi@thyssenkrupp-materials.com



Kathrina Kreier
Back Office Sales
Phone: +41 (0)71 913 64 42
Email: kathrina.kreier@thyssenkrupp-materials.com

