

CASMED TURNS TO DLS SOLUTIONS FOR SOFTWARE DEVELOPMENT EXPERTISE - ADVANCED OXIMETER RELEASED ON TIME



THE BACKGROUND

In the Life Sciences industry producing the right software and getting it to market in a timely manner is critical to success. DLS Solutions is a company that has been doing this consistently since 1999. DLS provides the highest quality custom software solutions for the instrumentation industry.

One company that has benefitted from DLS's expertise is CAS Medical Systems, Inc. (CASMED) located in Branford, CT. CASMED is a medical device manufacturer of noninvasive neonatal accessories, blood pressure products, vital signs monitors, and oximetry monitoring equipment. Their products are used at hospitals everywhere from low acuity to surgical care in cardiac cases.

John Gamelin, CASMED's Vice President of R&D says, "Our products are relied upon by doctors and other clinicians when making care decisions that affect peoples' lives. That's why the performance of our technology is so important. For example, our oximetry product line has the highest precision instrument in the market which can alert clinicians to conditions of low oxygenation of the brain so they can react quickly before damage occurs."

THE CHALLENGE

In July 2012 CASMED was developing the next-generation of their flagship cerebral oximetry monitor, called FORESIGHT ELITE. They had an aggressive deadline and found that they needed to augment their software development team.

John says, "We needed to quickly find a senior level experienced person who would be able to work across many different disciplines."

CASMED's requirements were very specific: the candidate had to be able to hit the ground running; he or she had to know how to work within the constraints of an embedded operating system and had to work on all aspects of the development cycle; and finally, CASMED needed to have confidence in the candidate's ability to deliver a quality product. As John says, "There's nothing worse than having someone do work that needs to be reworked."

"I would absolutely recommend DLS Solutions. They are experts at coming in and helping with development, doing it quickly, doing it right the first time, and meeting deadlines."

John Gamelin

Vice President, Research and Development

SUCCESS STORY

CASMED TURNS TO DLS SOLUTIONS FOR SOFTWARE DEVELOPMENT EXPERTISE – ADVANCED OXIMETER RELEASED ON TIME



THE SOLUTION

A recommendation came from one of CASMED's managers who had previously worked at DLS and was familiar with their expertise in developing custom software for analytical and biotechnology instrumentation.

John says, "We evaluated DLS's past projects and their understanding of the development process so that we were sure they had the breadth of expertise, as well as the depth and the quality that we required to entrust our product development with them. "We chose DLS because they had the real-world experience with embedded systems and had expertise in both the graphical interface side and the lower level drivers. We needed the flexibility of having someone who could work on both ends of that spectrum." John goes on, "We made a smart decision to go with DLS. Our senior software person bonded quickly with the DLS people. We had complete trust in what they would do and what they would implement. They were very easy to work with and had great synergy with the whole team. Our experience with DLS was excellent.

"If we had relied solely on our In-house talent we would have delayed the project at least eighteen months versus bringing DLS in. If we had gone elsewhere with less experienced people, we would have still tacked on at least another three to six months than what DLS was able to do. The DLS people hit the ground running and made contributions immediately."

A side benefit was that the DLS people were able to contribute outside of the project that they were involved with. John says, "Our senior software architect was able to consult with them on broader aspects of the overall system design. They came up with a lot of good ideas that were either factored into what they were doing, or were noted and could be introduced over time."

IN CLOSING

Would John Gamelin recommend DLS Solutions to others? "I would absolutely recommend DLS Solutions. They are experts at coming in and helping with development, doing it quickly, doing it right the first time, and meeting deadlines. They require a minimum of startup time, can be trusted implicitly, can work toward fairly aggressive time tables, and get the job done. And do it all without blinking an eye." John concludes, "I'm a firm believer in DLS, and was extremely pleased with what they were able to do to help us. They were pivotal in our meeting our deadlines and getting this critical product out on time. DLS are a great group of people to work with."



DLS
SOLUTIONS

DLSSolutions, Inc.
46 Gatehouse Road
Trumbull, CT, 06611
e-Mail: info@dlssolutions.com
www.dlssolutions.com

SOLUTIONS