

Laboratoires Narval Betting on **innovation**

The Laboratoires Narval knew how to exploit in the best way the results achieved at the time of the great project Powders. Their new orthesis ORM produced by laser sintering of polyamide powder should allow the company to establish its presence in France and abroad.



Laboratoires Narval

Made by thermoforming from dental casts, the oral mandibular advancement orthesis is custom tailored by the dental prothesist. *"But the inaccuracy due to the thermoforming technology and the handcrafted character of the production limit considerably the evolution possibilities"* tells Fabrice Paublant, managing director of the Laboratoires Narval. *"A prothesist cannot produce more than three orthesis per day whereas the needs doesn't stop increasing. This technology allows no mass productions savings and the production is indeed necessarily limited."*

From specifications to product testing

Very interested in direct manufacturing techniques, Narval Laboratories' managers will take advantage from the tremendous impulse given by Cetim's great project "Powders" and benefit at the same time from its new laser thermoplastic powder sintering machine as of the results from many researches already carried out.

"Cetim helped us from the specifications definition up to the product tests, as well as for the material choice, the machines parameter settings and the choice of the coating," explains Ludovic Baratier, co-founder of Narval. And it

also proposed a reconception of the orthesis thus allowing to reduce the number of parts from 22 to 4, which considerably shortened the production cycle and improved the lifespan of the orthesis".

These improvements very quickly resulted in a strong increase of the orders. Result: the Narval Laboratories acquired a laser sintering machine. They relocated all their production in-house and market the orthesis in Canada and in Great Britain. *"With direct manufacturing and CAD/CAM, the dentists or prothesists equipped with a scanner and adequate software digitize the dental casts of their patient and transmit us the STL file via secured networks,"* says Fabrice Paublant. *"We recover thus in-house the whole of the production and of quality controls."*

OUR CUSTOMER

Corporate name
Laboratoires Narval

Workforce
15 people

Sales turnover
1 million euro

Activity
The ORM orthesis, invented by Ludovic Baratier, is fitted with a patented articulation which, while preserving the patient's comfort, maintains the mandible in advanced position and thus avoids the phenomena of apnea and hypopnea (reduction in respiratory amplitude) during sleep



Cetim's asset

Cetim acquired facilities and an essential know-how in the implementation of powders related technologies.

The multidisciplinary of its assessments allows to assist companies all along their innovation project.