



Intricon[®]
MICROMEDICAL TECHNOLOGY

LEADING WITH A CLEAR VISION THROUGH UNPREDICTABLE TIMES: INTRODUCING CEO SCOTT LONGVAL

Scott Longval serves as a leader in medical device development at a time when the industry is in the unique challenge of needing to be more innovative and productive than ever, with no reduction in demand and no timeline adjustments allowable, even during the COVID-19 pandemic. By staying true to company ideals—and highlighting new expectations for the company—he's stepping into the CEO role with a clear sight line of the path ahead—and an even clearer sense of the “why” behind Intricon’s unique role as a joint development manufacturer.



Q: *What has best prepared you to lead at this unprecedented time?*

A: First, I am very fortunate to be surrounded by an outstanding leadership team. The way they have answered the bell this year has been tremendous. Secondly, over the last 15 years, I worked very closely with former CEO, Mark Gorder. We worked through some very daunting times—including the 2008–09 financial crisis. Nothing rattled Mark—he was always cool, calm and collected. When things go sideways, people look to the top to see the response. You need to lead by example. That helped prepare me for what has been the most difficult

year in recent memory. Finally, through it all, our team members—despite their individual hardships—have responded to the challenge to meet our customer commitments.

Q: *Intricon defines itself as a joint development manufacturer. What exactly does that mean to a potential partner?*

A: It means that we bring tremendous value to our partners by providing a wide range of core technical capabilities for manufacturing micromedical components, sub-assemblies and final assemblies. We closely collaborate with our customers through all phases: design concept, development, manufacturing, regulatory

approval, and finally, commercialization. By doing so, we enable our customers to innovate faster, accelerating time-to-market. Our collaboration with our partners is truly the secret of our shared success

Q: *How does Intricon manage all the moving pieces and parts of bringing a device or product to market?*

A: Collaboration. It’s such a critical component to our success. We have several core competencies, such as Microelectronics, Microcoils, Precision Molding and Interventional Catheters. While individually these competencies are impressive, what really differentiates

JOINT DEVELOPMENT
MANUFACTURER™

JDM



us is our ability to integrate these competencies to provide sub-assemblies or full devices in a cost-effective way. We can do this because we're so integrated internally. Our engineers think about designing for manufacturing. Our quality team thinks forward to regulatory hurdles. And so on. Through this, we can accelerate the time-to-market for our customers.

Q: *As you look to the future of the company, what do you see staying the same—and what will change?*

A: Our culture of integrity, of respect, of collaboration are core to Intricon. But we know our culture must evolve to build on our success and meet future goals. We're working to instill more rigorous investment discipline, increased accountability and enhance the speed at which we operate and innovate. Ultimately, these attributes will enable us to better serve our customers.

Over the last two years, we have spent a significant amount of energy, identifying high-growth end markets we could best leverage our technology platforms. At the same time, we have expanded our core competencies, enhancing microcoils and adding specialty catheters. So, as we look to the next year and beyond,

we are well positioned to leverage our competencies into attractive markets, such as electrophysiology, interventional pulmonology and peripheral vascular.

Q: *In every company, there are unsung heroes. Who do you admire most within your organization?*

A: In 2020, the unsung heroes were the individuals that we asked to come into our facilities every day during COVID and operated at the highest level to meet our customers' commitments, so that in turn, they could meet the needs of their patients. We make critical—and in some instances, life-saving—products. It is humbling to watch the dedication of the direct labor and manufacturing support team members, especially under these unprecedented circumstances.

Q: *Being in the medical device industry is a balance of healthcare and technology—but there's a very important human aspect as well. What keeps you grounded in that facet of your job?*

A: I have the privilege each year to participate in the Juvenile Diabetes Research Foundation fundraiser. Two years ago, a mother of three was the featured guest speaker—and while she didn't have type 1 diabetes, her husband

and three children did. She described how over the last 25+ years, she basically spent day and night managing her family's diabetes—and diabetes doesn't sleep. So neither did she.

She spoke about how the advancement of Medtronic's integrated insulin pump system, which is one of the products we support, changed their lives. And how the system gave her her life back. I reminded our organization of this after the fundraiser—there are roughly a million people in Medtronic's installed customer base, each that have their similar story. It's moving and powerful to see first-hand how our work improves the lives of so many people. As a parent, it's emotional and touching, and reminds me why I do what I do.



HEADQUARTERS
1260 Red Fox Road
Arden Hills, MN 55112
651-636-9770

UNITED STATES
Vadnais Heights, MN
DeKalb, IL

ASIA
Singapore
Batam, Indonesia

EUROPE
London, UK
Freising, Germany

JOINT DEVELOPMENT
MANUFACTURER™

JDM