

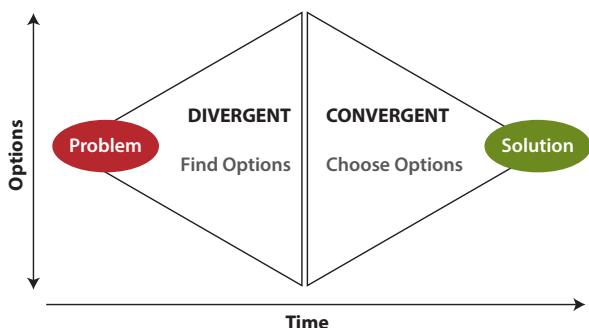
“ I need to find a technology that will solve my process problem. ”

“ We have a great new product idea but we need technology to enable a critical feature ”

Technology Scouting is a structured search to help manufacturers find external solutions to their technology needs, including:

- Costly process issues where solutions were explored without without success
- New product demands for improved performance or additional features not possible with in-house capabilities

Technology Scouting uses Divergent Thinking to identify and explore all fundamental approaches to solving a problem, then applies Convergent Thinking to screen ideas against the client’s criteria for success.



When should I consider Technology Scouting?

To solve a costly process problem

To enable new products

Technology Scouting



Value of Tech Scouting to Your Business

Specific – highly focused on your needs

Systematic – proven process and methods

Comprehensive – broad perspective and thorough

Conducted by experienced technical and business experts with broad market knowledge and access to experts in many industries and technical disciplines.

CASE STUDY

Plastic machining company in Pennsylvania

Problem: “Stringers” from machined nylon parts fouling and breaking equipment, causing downtime and safety issue

Best solution: cryogenic freezing of stringers with liquid nitrogen

Impacts:

- Increased capacity by 33% (\$2.5 million)
- Saved \$20,000/yr in waste material handling costs
- Eliminated a key safety hazard