Success Story
Technology Scouting

Outdoor Venture Corporation

Testimonial:

"We have not only several leads that can offer a solution to our problem but also those leads have expressed an interest in helping us find a solution and have been prescreened and rated on their ability to help by AKA."

Joe Fields, VP Business Development
Outdoor Venture Corporation

Company Profile:

Outdoor Venture Corporation is a 40 year old company with four manufacturing locations and 230 employees. The main focus is on military contracting with a concentration on soft and hard wall shelters.

Situation:

Outdoor Venture Corporation (OVC) had a problem that required some in-depth research to truly understand potential solutions. OVC simply did not have the necessary band-width to understand and develop potential solutions in the timeframe that was needed. They contacted Advantage Kentucky Alliance (AKA), a NIST MEP affiliate, for assistance.

Solution:

Due to the abundance of options for the design of the gasket and the association between the cause of the leak and gasket design, AKA recommend that OVC consult with an engineer from either of two companies scouted so that further research could be conducted into OVC's gasket needs. The experts were interviewed and determined that research be conducted regarding the cause of the leak in order to design the right gasket. Due to the depth and recommendations of the provided Technology Scouting Report, OVC now knows who to follow-up with and how to follow-up with them. AKA provided a full list of identified vetted solutions and providers of those solutions, along with a short list of Kentucky suppliers waiting OVC's phone call. A team at OVC is now in place to follow-up on the recommendations and progress will be tracked on a weekly basis.

Direct Results:

- **Connected manufacturer to new suppliers.**
- **Identified experts to design technical solutions.**

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ADVANTAGE KENTUCKY ALLIANCE

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