



MVATC Expands Engineering, Business, and Supply Chain Services Through Collaboration with Multiple Centers

Mohawk Valley Applied Technology Corporation (MVATC), the Hudson Valley Technology Development Center (HVTDC), and the Center for Economic Growth (CEG) have teamed up to provide support for New York State manufacturers. The combined skills and knowledge of experts from the Manufacturing Extension Partnerships (MEPs) afford a more expansive and diverse array of consulting services for businesses in all three regions.

The partnership has allowed the centers to open up new channels and make use of the seasoned and diverse minds from all companies. The sharing of knowledge and experience applicable to clients' needs provides the centers with virtually limitless capabilities. Additional business intelligence, skills, and knowledge of industry have allowed the individual systems to complement one another and bring about new opportunities to deliver cost-effective and innovative business solutions to manufacturers throughout the state.

One of the many areas the alliance has augmented is in the centers' capacity for supply chain assistance. The two centers recently collaborated to help a New York City startup bring a new product to the market that will revolutionize the way offices and apartment buildings are heated, saving billions of dollars in energy costs.

To advance the product, the startup required manufactured fabric products that were specially designed. Having received a request, New York City's MEP Center, Industrial + Technology Assistance Corporation (ITAC), contacted HVTDC for assistance. HVTDC performed the research and worked with MVATC to identify a fabric weaver. Through their Regional Innovation Specialist under the NYSTAR Program, HVTDC and MVATC brought all parties together and initiated the follow-ups. They identified a textile manufacturer to supply the required fabric, and connected the startup with an industrial sewing and packaging company, who, following a number of tweaks and improvements, created six full prototype models and assisted in the development of the final design. HVTDC and MVATC then shepherded the identification of fabrics, the sewing of samples, and the prototype product that was delivered in December.

The startup is producing 300 retrofits this year in conjunction with the two companies. They will be installed in a number of buildings and are expected to hit the market and become commercially available later this year.

Through the centers' broad manufacturing background and contacts, HVTDC, MVATC, and CEG can effectively expand supply chain development and source materials from manufacturers across the state to meet clients' needs. This solves the challenge of limited resource availability that many small businesses confront on a daily basis.

In addition to supply chain, a whole host of business consulting services is available to New York State manufacturers through this collaboration, including engineering, quality and lean, environmental health and safety, product design, prototyping, and software development.

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