

# Technology Scouting

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 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 fundamental approaches to solving a problem, then applies *Convergent Thinking* to screen ideas against the client's criteria for success.

## VALUE 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.

## WHEN SHOULD I CONSIDER TECHNOLOGY SCOUTING?

- ✔ To solve a costly process problem
- ✔ To enable new products

## CASE STUDY

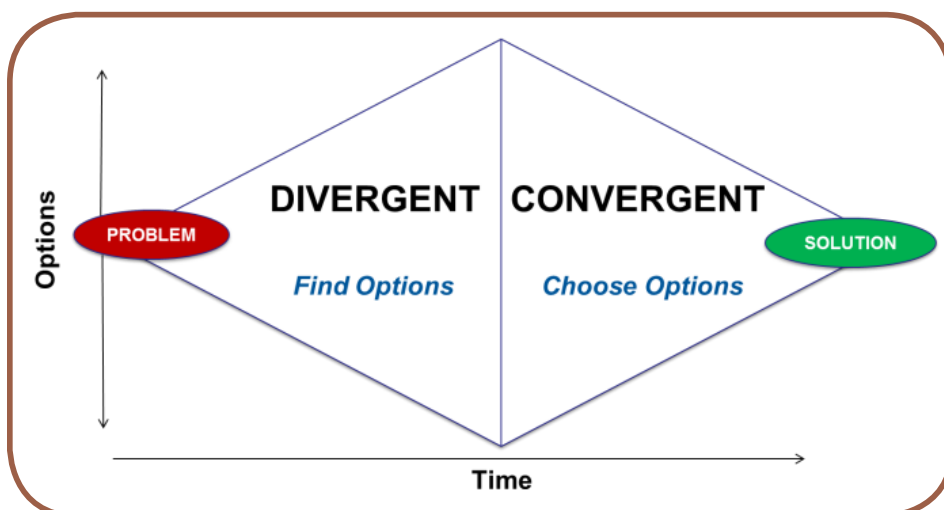
Plastic machining company in Pennsylvania

**Problem:** "Stringers" from machined nylon parts fouling and breaking equipment, causing downtime and safety issues

**Best solution:** Cryogenic freezing of stringers with liquid nitrogen

### Impacts:

- (1) Increased capacity by 33% (\$2.5 million);
- (2) Saved \$20,000 in waste material handling costs each year;
- (3) Eliminated a key safety hazard



"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."