



manufacturing improvement specialists

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## 2014 Impacts

**834** value-added services and projects

**446**

companies assisted

**\$308,000** new and retained sales per project

**\$35k** cost savings per project

**1,581** jobs created and retained

**\$216k** investment spending per client

**\$10,300**  
average project cost

**\$178,000,000** aggregate impact

# 2014 Featured Projects



## Maxant Technologies

Niles, IL • 25 Employees • [www.maxant.com](http://www.maxant.com)  
*World's leading manufacturer of medical imaging displays*

### SITUATION

The MediPort all-in-one computer is one of Maxant's most successful products, used primarily inside hospital operating rooms. Before launching a third-generation MediPort, the company decided to take a closer look at the marketplace. Wanting an unbiased third party to collect information about the product's reputation and potential purchasers, Maxant's leaders reached out to IMEC for advice.



### IMEC SOLUTION

IMEC recommended and then helped facilitate a relationship with Thrive Market Intelligence. Thrive researched Maxant's sales to determine which market segments found value in the MediPort, explored users' needs and challenges with the existing product, and analyzed pricing, purchasing decisions, sales channels and buyers. Armed with insights culled from this data, Maxant modified its go-to-market plan for the MediPort—making aesthetic, service and pricing changes to make the new product more attractive to a wider group of potential purchasers.

*"Gathering competitive intelligence was a great way to pull some unbiased information from our customers, who were much more willing to open up to a third party. Their input gave us some different angles to look at and helped us make some decisions we probably wouldn't have otherwise."*

- John Ambrose, Business Unit Manager

## Results

- Anticipated new and retained sales of \$240,000
- Created or retained 4 jobs
- Addition of monthly usage agreement to address hospitals' capital budget challenges
- Addition of "hot swap" program (same-day shipment of new parts) to address reliability concerns

## Skandia Inc.

Davis Junction, IL • 70 Employees • [www.skandiainc.com](http://www.skandiainc.com)  
*Aircraft interiors specialist providing soundproofing solutions, foam and upholstery supplies, flammability testing and certification, and foam fabrication*



### SITUATION

As a supplier to the highly regulated aviation industry, Skandia must comply with multiple, global regulations. To address a recent push from its customers for standardization, the company decided to pursue registration to AS9100C, the primary quality management system for the aerospace industry. With limited AS9100C experience on staff, however, Skandia turned to IMEC for support in preparing for the registration audit.



### IMEC SOLUTION

IMEC first conducted a mock audit with every department - reviewing processes, identifying gaps and detailing non-compliance issues and how to address them. Then IMEC provided internal auditor training to teach Skandia's quality team how to identify and audit processes. After Skandia fixed these gaps, IMEC held a management review training session, walking leaders through the AS9100C standard in detail and explaining how it applied to their departments. When these three steps were complete, Skandia completed its formal AS9100C registration audit and received certification.

*"Why go it alone when you have access to a resource that's readily available and reasonably priced? IMEC combines a familiarity with AS9100C standards with expertise in the manufacturing industry. They're confident and sure—and that instilled a sense of confidence in us."*

- Jeff Vardell, Quality Assurance Manager

## Results

With IMEC's support, Skandia achieved AS9100C Certification:

- On the first attempt
- In just 10 months, ahead of the company's one-year goal
- Without needing to pursue ISO 9001 certification first
- With buy-in from the entire management team

## Simformotion (CSE Software)

Peoria, IL • 20 Employees • [www.simformotion.com](http://www.simformotion.com)  
*Designs and develops simulation software and simulator hardware for the construction, mining and forestry industries*

### SITUATION

CSE Software Inc. was selected by a major company to take over the fabrication and distribution of its machine simulator business. CSE jumped in, forming a separate venture, Simformotion LLC, to manage the hardware design and assembly aspects. But the software-focused company soon realized it had much to learn about logistics and turned to IMEC for help—first to evaluate inventory management software and then to design a new manufacturing and warehouse facility.

### IMEC SOLUTION

IMEC reviewed Simformotion's assembly and manufacturing needs, output levels and growth expectations, then developed two options: one that would keep the company in its existing space and one that would move it to a bigger location. After Simformotion decided a new space was the best solution, IMEC returned with two detailed facility designs, outlining flow and expansion potential, from which the company made a final selection. IMEC then helped Simformotion physically lay out the new space, which incorporates cellular flow techniques to balance the amount of work each cell handles.

*"The relationship with IMEC is incredible—they are always accommodating and go out of their way to work with us. Our company is family, and IMEC just fit right into that. They listened to our ideas and thoughts and went right along with our culture."*

- Vanessa Price, Logistics Manager

## Results

- Dramatically increased capacity from 8 systems per week to 20 per day
- More predictable output
- Improved manufacturing & assembly efficiency
- Enhanced ability to check product quality

