



JAMES BLAKE
DIRECTOR OF ENGINEERING
CALIENTÉ LLC

“Partnering with Purdue MEP very quickly and effectively allowed us to fully understand the requirements for cybersecurity and the scope of the project ahead of us.”



Manufacturing
Extension Partnership

MANUFACTURING EXTENSION PARTNERSHIP CALIENTÉ LLC, FORT WAYNE, INDIANA



PURDUE MEP HELPS CALIENTÉ IMPROVE DATA COLLECTION SYSTEMS AND MEET CYBERSECURITY STANDARDS

“A PROFESSOR FROM PURDUE FORT WAYNE WORKED WITH US TO HELP AUTOMATE OUR PROCESSING SYSTEM SO THAT WE CAN TEST THERMAL PRODUCTS. OUR TESTING SYSTEM DOESN'T JUST HELP US NOW, IT ALSO SETS US UP FOR FUTURE SUCCESS.”

MIKE KELLY
PRESIDENT
CALIENTÉ LLC

FORT WAYNE THERMAL TARGET SYSTEMS SUPPLIER UTILIZES PURDUE MEP TO MEET DEPARTMENT OF DEFENSE CYBERSECURITY RULES

Calienté LLC was founded in 2001 with the goal to provide high-quality, innovative heating solutions to help businesses lower costs and achieve their objectives. The company offers a wide array of custom and standard parts, using a worldwide set of design and supply partners. Five years ago, Calienté began using its expertise to provide thermal target products for the U.S. military and today is one of the leading suppliers of thermal target systems.

When Calienté began using its thermal expertise to provide products for the U.S. Department of Defense, the company faced two challenges. One was to automate data processing to save costs and improve quality control, and the other was to meet cybersecurity requirements for defense contractors.

The Fort Wayne company turned to Purdue University's Manufacturing Extension Partnership (MEP) for assistance with both issues.

"We had an issue of an antiquated processing system," says Mike Kelly, president of Calienté. "We knew we needed a system that is up and automated so we could test our thermal products. Paul I-Hai Lin, a professor of electrical and computer engineering technology from Purdue University Fort Wayne, worked with us. Now, we have a lab system that's ready, and we can plug it in to do whatever testing we need to do."

James Blake, director of engineering for Calienté, elaborated on Purdue's assistance through the Indiana Next Generation Manufacturing Competitiveness (IN-Mac) program. The program is a partnership of Purdue, Ivy Tech Community College, and Vincennes University to attract, retain, and grow high-value manufacturing industries in the state.

"With Purdue MEP, we updated all of our data processing. We've changed all the data collections in the back shop and tied them to one server," Blake says. "Before that, all the different systems in the back

had their own separate server. With MEP's assistance, we rewrote all the programs and linked them to one server in the front office. It has helped us troubleshoot much better when we have a problem. It's saved us countless hours, and the great thing is that now we can write our own programs for doing that."

The project also led to \$150,000 in increased sales, Kelly says. It enabled automated data logging on the manufacturing floor, integrated tracking solutions for work in process to improve part-tracking, and improved part-tracking cost savings. It also streamlined operations and improved quality control.

Blake says MEP's Defense Manufacturing Assistance Program also helped the company become compliant with Department of Defense cybersecurity requirements.

"Meeting the DFARS (Defense Federal Acquisition Regulation Supplement) requirements for cybersecurity is a daunting task for many small defense contractors like Calienté," he says. "Purdue partnered with us and made a daunting task much less difficult for us."

The cybersecurity compliance protected 25% of the company's business revenue, in addition to any operational loss in money or client goodwill that would result from an information breach.

Kelly says MEP has helped Calienté in many other ways. The company is using more automation, without losing employees, and is more efficient. When Calienté had a dip in business in 2015, in part because of military sequestration, MEP was a good source of assistance, since its program was designed for companies affected by sequestration.

"They've been very helpful, especially since we're a small business. It means a lot to have that resource available to us. We always feel like we're punching up," he says.



ABOUT MEP

Purdue MEP provides high-value solutions that help Indiana businesses maximize their success by increasing profits, reducing costs, and implementing growth systems. Our organization serves more than 500 companies annually by implementing continuous improvement principles in the areas of productivity, growth, and technology. Purdue MEP has helped our clients collectively achieve over \$2 billion in economic impact in Indiana since 2005.

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