

KELVIN & KINETICS

EVANSVILLE, INDIANA

Purdue MEP Supports Grant Submission, Paving the Way to Government Opportunities

“Working with Purdue MEP took something that was inherently very daunting and overwhelming and filed it down to something that seemed easily achievable.

As a small manufacturer, the Purdue team really supported us and helped us believe that it was possible to break into this new sector and that we belonged to be there.”

H.A.L. Watkins
Owner, Kelvin & Kinetics



Read more at: www.mep.purdue.edu/client-successes/kelvin-kinetics/

The Challenge:

Kelvin & Kinetics (K&K) is at the forefront of advanced manufacturing, leveraging cutting-edge additive manufacturing techniques to engineer next-generation materials for aerospace, defense, and high-performance applications. A cornerstone of K&K is a patented thermal management system, a breakthrough technology designed for aerospace, defense, and high-power electronic applications. Looking to expand outside of the commercial sector, K&K wanted to pursue contracts with defense contractors. Within this endeavour, K&K found a Small Business Innovation Research (SBIR) opportunity that would benefit their new patent for advanced cooling textiles. Unfortunately, it had a tight submission deadline under two weeks from when it was discovered. The team reached out to Purdue MEP for grant assistance for the endeavor.

The Solution:

Purdue MEP dove in head-first alongside the team to provide grant writing and data collection services for the SBIR submission. Through the process, the Purdue MEP team also assisted with CMMC education and compliance.

The Results:

The SBIR grant funding opportunity for K&K's cutting-edge cooling textile was successfully submitted on time. After weeks of consideration and progressing through the grant application review process, it was determined, the team needed to focus on including third-party verification and analytics.

The K&K team was encouraged by how far their initial grant submission advanced in the process. Despite the challenges of a quick turnaround and navigating the SBIR process for the first time, the experience yielded positive outcomes. Although this funding attempt was not successful, the feedback received and the relative success of the submission have equipped the team with valuable insights and confidence to pursue future opportunities.

Impacts:

- Traditionally focused on the commercial market, K&K is now confidently expanding into the government and DoD sectors. Discussions are underway with several major DoD contractors, paving the way for new opportunities.
- To support anticipated growth, the team has proactively added a new support staff position.

ABOUT MEP

Purdue Manufacturing Extension Partnership (MEP) provides high-value solutions to help Indiana businesses maximize their success. As advocates for Indiana's thousands of manufacturers, our staff identifies areas of improvement, streamlines processes, and ultimately increases competitiveness. Purdue MEP serves hundreds of companies annually by implementing continuous improvement principles in the areas of productivity, growth, and technology.