

# The East Midlands Service Provider Register

## Service Provider Profile



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bd3t - business development Through Technology Transfer has areas of expertise in: winning first orders for new products, technology transfer, business development, process developments, new product development, regulatory approvals, process optimization, product performance, micro-nanotechnology, MNT, Research Commercialisation, Quality Systems, Process Planning, Sales & Marketing Planning, Customer Analysis, Competitor Analysis, New Product Development, Value Engineering, Design for Manufacture & Assembly, Concurrent Engineering, Material Selection, Process Selection, Testing & Inspection, CE Marking, Intellectual Property, Sourcing, Lean Purchasing/JIT, Supplier Assessment, Supplier Development, Lean Principles/Overview, Pull Control/Kanban, Lean Simulation Game, Value Stream Mapping, Standard Operating Procedures, Detailed Activity Mapping, Kaizen/Improvement Activities, Problem Solving, ISO9000, Problem Solving Process, Structured Problem Solving, Metrology, Serviceability, Reliability, Resource Efficiency Assessment, food processing, testing, shearography, knowledge base commercialization, spin out companies, SME, technology innovation, composites, bonding, technology adoption, advanced manufacturing, production techniques, problem solving, process improvement, product enhancements, collaboration, multinational OEM, international supply chains, creativity, design, proof of concept, prototype, time compression, rapid prototyping, rapid manufacture, design for manufacture, sustainability, sustainable design, environmental, TRIZ, non destructive testing, NDT, NDE, validation, standards compliance, ISO 9000, Quality Management Systems, product quality standards, White Light metrology, strain mapping, speckle interferometry, Digital Image Correlation, DIC, full-field stress and damage analysis.

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### Main Areas Of Expertise

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|-----------------------|-----------------|
| - Business Management | - Design        |
| - Engineering         | - Manufacturing |
| - Marketing           | - Quality       |
| - Sales               | - Training      |
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### Company Specialisms

Company Specialisms in the innovative yet proven. Development of process and product performance improvements and the utilisation of emerging technologies, through new product development, the discovery of market opportunities and new sales, including:-

- Commercialisation of research, such as for defect detection in plastic and metallic composites and bonded joints; engaging new markets and new customers in trials and advanced testing technologies; design and product developments for cost reduction and life span predictions; sustainable design and reduced environmental impact; business development and marketing of new products and applications; development and service delivery sales to aerospace, defence, rail rolling stock, nuclear marine, civil highways, power generation.
- Business development for commercialisation of technologies, such as surface treatments; engagement with industrial contacts; development proving trials; monitoring of developments and support through to first orders. Working with multi nationals and their supply chains. Coordinated development of product quality approvals, standards compliance and quality management systems.
- Engaging industry with emerging technologies, bd3T helps companies and consortia to promote and sell the benefits of technological expertise, facilitates industry to take advantage of advanced manufacturing capabilities and promotes the specialisms of others by way of exhibitions, introductions and presentations at trade conferences and seminars and helping to connect people into collaborations with potential customers. bd3T's unique knowledge of the market's opportunities helped to connect on a number of levels - understanding what the market is, how to connect, what to do to communicate with them effectively and bringing together relevant companies to collaborate.

