

# The East Midlands Service Provider Register

## Service Provider Profile



**Name** bd3T

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**Position** Principal

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Research commercialisation, Technology Transfer and business development for new product and process developments and winning orders for them in new and existing markets.

Developing technical solutions for process and product performance opportunities through innovation and use of creativity techniques in manufacturing processes and product developments.

Exploiting research and emerging technologies, predominantly through the collaborative of talents of industry, research organisations and university spin outs.

Specialist achievements in exploitation of Nano scale metrology and development of new products that utilise micro-nanotechnology (MNT).

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### Main Areas Of Expertise

- Business Management
- Engineering
- Marketing
- Sales
- Design
- Manufacturing
- Quality
- Training

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### Company Specialisms

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

- Commercialisation of research, such as for defect detection in plastic and metallic composites and bonded joints, applying shearography vision technology for non destructive testing. Business development and market engagements for nano scale metrology applications. Development and service delivery sales to aerospace (power plants and airframes), defence, rail rolling stock, nuclear marine, civil highways, power generation.
- Business development for commercialisation of MNT technologies, such as surface treatments. Engagement with industrial contacts in development proving trials, monitoring of developments and support through to first orders. Working with multinational and their supply chains. Coordinated development of product quality approvals, standards compliance and quality management systems.
- Engaging industry with MNT 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.
- Commercialisation of advanced manufacturing processes such as laser machining. Introduced new business opportunities, won orders in power generation sector and organised demonstrations and presentations.
- Development of new production tooling and fixturing, in one case from concept/first principles of physics that enabled and won a £20M supply contract and won preferred supplier rating.
- TRIZ creativity techniques for new product, process and service development.
- Creation of an Awareness Pack publication for the Dti's MNT Network by origination, design, production, presentations and publication for distribution nationally regarding industrial applications of emerging MNT products and processes

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Member of the Institute of Engineering Design  
NEBOSH Health and Safety Certificate,  
Quality Auditor Certificate  
SFEDI Certification as a business advisor

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### Languages

- Dutch
- French
- English

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**Trading Status:** Sole Trader  
**Vat No.:** Not supplied  
**Company No.:** Not supplied  
**Date Established:** 2005  
**Number of Employees:** 1-5

**Fee Structure:** Negotiable  
**Minimum hourly fee:** £0.00  
**Maximum hourly fee:** £0.00  
**Minimum daily fee:** £0.00  
**Maximum daily fee:** £0.00

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### Willing to work in

- International
- National
- East Midlands
- Nottinghamshire
- Derbyshire
- Leicestershire
- Lincolnshire & Rutland
- Northamptonshire

### Business size experience

Start-ups, Sole Traders, Family Owned, 1-4 Employees,  
5-9 Employees, 10-19 Employees, 20-49 Employees,  
50-99 Employees, 100-249 Employees, 250-499  
Employees, 500-999 Employees, 1000 plus Employees