

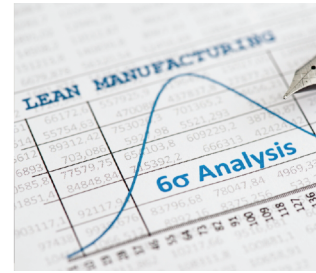
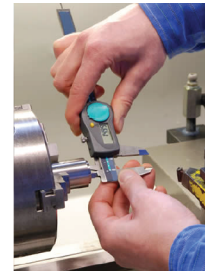
"The standardization of all our processes helped us tremendously and gave us a sanity check on what we were doing. The process also enabled us to better explain our offering to our customers, helped with productivity and customer negotiations." Dr. Rutvik J. Mehta, CEO

ISO CERTIFICATION OPENS UP NEW INTERNATIONAL MARKETS

ABOUT. ThermoAura Inc. is a nanotechnology and clean energy start-up headquartered in Colonie, New York. With approximately 8 employees, the company designs, produces and markets high-performance nano-enabled thermoelectric materials.

THE CHALLENGE. With ThermoAura's novel approach to nanomaterials manufacturing they want to expand their customer base internationally. Their current customers are based only within the United States and in order to appeal to the international market there is a need for the company to become certified by an international registrar as an ISO 9001:2008 company.

MEP'S ROLE. ThermoAura worked with the Center for Economic Growth, Inc. (CEG) as the ESD/NYSTAR designated Regional Technology Development Center and NIST MEP network affiliate to implement the ISO 9001:2008 Quality Management System. CEG worked with a team at ThermoAura and undertook a comprehensive systems analysis of the existing activities and good practices and compared that against the requirements of ISO 9001:2008. From that comparison CEG delivered an action plan that identified in detail all the necessary activities needed to achieve registration. A comprehensive and customized approach, where CEG provided guidance and training, ensured implementation of ISO standards would be achieved with great success. ThermoAura received their certification from an international registrar as an ISO 9001:2008 company. The process improvement and skills attained through the training, and implementation of ISO 9001:2008 provided ThermoAura with world class skills that are applicable in all areas of business in the US and abroad. The company is now anticipating a substantial increase in sales from new markets, as well as a substantial profit and expansion of their workforce.



RESULTS



5% in cost savings



7 new jobs



25% reduction in lead time



ISO 9001:2008 Certification

NEXT STEPS



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