

Testimonial:

“Thanks to AKA, we now have access to resources across the state to help us when we need it, which is incredible. If it was not for finding this prototype center, we would have had a hard time convincing the buyer to review our product and doubt we would have a new product launching in 2014.”

Debra Dudley, President
Oscarware, Inc.

Company Profile:

Oscarware has manufactured outdoor living products since 1989. Smaller, more delicate foods can now be prepared on the grill thanks to their inventions. The business has grown to become the world’s largest domestic manufacturer of outdoor topper grill ware. Today, they occupy 64,000 square feet in Bonnieville, employ 30 employees, and manufacture 17 different products ranging from porcelain coated gourmet grill toppers to the outdoor portable camp fire ring.

Situation:

Oscarware needed assistance on pitching a new outdoor cooking product to a major buyer for a “big box” company. The opportunity for the pitch was in 10 days, and the idea was yet to be engineered or developed.

Solution:

Kentucky's Small Business Development Center, an alliance partner to Advantage Kentucky Alliance (AKA) - a NIST MEP affiliate, suggested to Oscarware to reach out to AKA, who could help identify a source for engineering and prototyping capabilities. AKA was able to identify a local prototype shop housed at Western Kentucky University, who was not only able to engineer but also build a working, affordable prototype. Since the original prototype, the prototype lab has created 2 revisions to the design and were able to gain acceptance from the “big box” Buyer.



Direct Results:



Built a prototype in under 8 days.



Product launch to go to market this year.



\$1.5M in projected annual sales.



Plans to hire 6 new staff.