

Problem

- In order to meet the high demands of customers for quality and individuality, continuous product development is indispensable.
- Our customer, a specialist in length measuring technology, hence wanted to expand their current product range to include non-contact, optical length measuring devices. They considered using their existing competences and supplementing missing know-how in the field of optical measuring technology with a partner.
- The aim was to develop a new, flexible length measuring device for the non-contact measurement of small distances in places that are difficult to access.

Procedure

- Various selected companies were interviewed about their know-how in the field of non-contact optical measurement technology.
- Ideally, the potential partner is a German manufacturer of optical sensors for measuring lengths. They should have their own development department and be able to provide evaluation software. The development of a marketable product should be completed within a maximum of 5 years.
- A rough validation of the potential cooperation partners was carried out. Detailed information on these experts was handed over to our client in the form of a practical report.

Result

- A total of 29 potential development partners in German-speaking countries were identified.
- By holding personal interviews with the interested parties on the part of our customer and sending the drawings with application examples, it was possible to limit the number of qualified partners to 3.
- At the same time, several of our customer's employees are undergoing training in optical processes in order to be able to better assess the areas of application and limits of the respective technologies.

Conclusion

In this project, we helped our client to get a little closer to its strategic goal - to open up new markets by expanding its product range.

Through the discussions with the identified potential development partners, our client got an overview of the various optical technologies. Now it remains to evaluate which process is best suited for his project and with which expert this will be implemented.