

11-TTAG-022

Company Name	Craft Manufacturing and Tooling, Inc
NAICS	336413
Address	7152 Central Avenue
City	Hot Springs
State	AR
ZIP	71913
County	Hot Spring
Number of Employees	35
Year Established	1988
Company Web Site	Aircraft Parts Manufacturing
Contact Person	Kerry Beresford
Title	General Manager
Phone	501-525-0268
Email Address	k.beresford@cmtinc.biz
Fax	501-520-0472
Secondary Contact Name	Rex Reagan
Secondary Contact Title	President
Secondary Contact Phone	501-525-0268
Secondary Contact Email	r.reagan@cmtinc.biz
Resource Provider	Rand North America
RP Address	1655 N Commerce Parkway, Suite 201
RP City	Weston
RP State	FL
RP ZIP	33326-3276
RP County	NA - Resource Provider Is Not Located In Arkansas
RP Project Contact	Michael R. Franques

RP Title	Senior Account Executive
RP Phone	972-488-9468
RP Email	mike.franques@rand-na.com
RP Fax	972-534-1539
Project Area	Advanced Materials and Manufacturing Systems - 4 - Other Advanced Materials and Manufacturing Systems (Please Provide short description in box provided below)
Project Area Brief Description	Impliment software to support Model Based Definition (MBD) engineering/manufacturing processes, relevant but not limited to, Selective Laser Sintering (SLS) and Computer Numeric Control (CNC) manufacturing.
Federal Agency	- Not Applicable -
Project Title	11-TTAG-022 - CATIA Implementation
Competitive Challenges	CMT manufactures aircraft parts for various customers and is observing an increasing trend in industry with companies such as Lockheed, Boeing, General Dynamics, and Dassault Aviation, etc, whom are providing Model Based Definition (MBD) engineering data (electronic) in stead of the 2-D (paper) drawings previously used to define manufactruing requirements. CMT must implement CATIA to qualify to participate in future bids, to ensure complete and accurate data exchange, and to maintain its competitiveness with other manufacturers. CMT estimates that it will face a 40-60% loss in future business if CATIA is not implemented.
Specific Problem	Without CATIA CMT lacks the capability to review and interpret customer's engineering/manufacturing data and will be excluded from participating on future programs. CMT needs to integrate this capability within the next six months to support upcoming requirements from its existing customers and to market new customers essential for business growth.
Solution	Purchase CATIA including first year software maintenace agreement (for upgrades and patches) train 2 CMT employees within 30-days, contract for 1-year on-call technical support. Cross-train additional employees after 6-months to maximize use of resource
Implementation Plan	Purchase CATIA including first year software maintenance license (for upgrades and patches) from Rand North America, within 30-days of purchase send two employees to an industry certified CATIA class (off-site), contract Rand for 1-yr of on-call technical support. After 6 months CMT plans to cross-train additional employees (in-house) as needed to maximize resource utilization.
Maintenance Plan	After first year CMT will maintain annual software maintenance license agreements and send additional employees to internal and external training classes as needed.
Step 1	Purchase CATIA within 30-days - \$10,000 (utilize TTAG \$\$)

	Download software via RAND FTP site (no addn'l cost) CMT will purchase CATIA, RAND will provide download support.
Step 1 Time	6.00
Step 1 Budget	\$10,000
Step 2	Employee Training but this activity not funded by TTAG \$\$.
Step 2 Time	0.00
Step 2 Budget	\$0
Step 3	
Step 3 Time	0.00
Step 3 Budget	\$0
Increased Sales	\$1,500,000
Retained Sales	\$500,000
CS Inventory	\$0
CS Labor	\$15,000
CS Materials	\$5,000
CS Other	\$0
II Plant	\$2,000
II IS	\$10,000
II Workforce	\$5,000
II Research	\$0
II Other	\$0
AUI	\$0
SOI	\$0
Job Retention	1
Job Creation	2
YN 90Days	Yes
YN Affiliation	No

YN Agreement	Yes
YN Total Project Price	Yes
Explain Total Project Price	Total Project Price exceeds \$10,000
YN Cash Match Agreement	Yes
Copied	No
TTAG ID	11-TTAG-022
Signature Panel - RP AR Name	Mike Franques
Signature Panel - RP AR Email	mike.franques@rand-na.com
Signature Panel - Enterprise AR Name	Nancy Wunderlin
Enterprise - Email	
Signature Panel - Enterprise AR Email	n.wunderlin@cmtinc.biz
Include in Batch	No
Batch Number	NA
Application Status	Closed-Rejected
Organization	
BatchTest	Unknown
Batch Date	
Set Batch Number	
Lvl4	No
Application Description	9-Information Technology
SBIR-STTR	No

