



MERIDIAN
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Speed, Agility, and Cost: A Case for Non-Traditional Suppliers

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NDIA's 17th Annual Government Contracting Symposium
Moline, Illinois

Sven Krause - President

Meridian Laboratory, Inc.
CAGE: 1LMC1

Who is Meridian Laboratory?



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Founded in 1963

Small business established as a "boutique" engineering firm solving uniquely complex electrical and mechanical challenges.



Reinvention, Reinvestment & Growth

Revitalized in 2013 with 6 FTE, growing to ~40 FTE today through continuous reinvestment.



Multi-Disciplinary Team

Our core team includes electrical, mechanical, and chemical engineers along with machining, production, sales, and technical support to solve complex problems.



What does Meridian Laboratory do?



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Rotating Solutions Division

- Electrical Slip Rings
- Fiber Optic Rotary Joints
- Fluid Media Unions

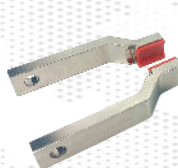


NAICS Codes:

- 334417 - Electronic Connector Mfg.
- 335991 - Carbon and Graphic Prod. Mfg.
- 335931 - Current Carrying Device Mfg.
- 33599 - All Other Misc. Elect. Equip. Mfg.

Polyurethane Molding Division

- Elastomeric Material
- Friction and/or Protection
- Long-lasting Durability



NAICS Codes:

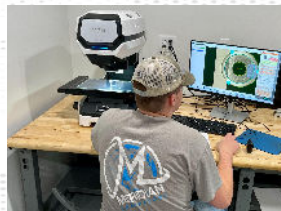
- 326150 - Urethane and Other Foam Mfg.
- 333511 - Industrial Mold Mfg.
- 326291 - Rubber Product Mfg. for Mech. Use
- 326299 - All Other Rubber Product Mfg.

Accompanying Capabilities



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Engineering & Design	Precision Machining	Manufacturing & Assembly	Testing & Validation
• Application-specific design consultation • Competitor & OEM cross-referencing • Direct collaboration with engineers for optimized designs • Prowess in mechanical, electrical, and chemical engineering	• CNC machining equipment to support high volumes • Manual machines to manufacture 1-off prototypes quickly and efficiently • Automated bar pullers and parts catching for maximum output • Precision measurement equipment	• Extensive training program for assembly technicians • ERP inventory and manufacturing order tracking system • Quality system checks implemented at numerous points of manufacturing • Part serialization and traceability • Custom laser marking	• 100% End-of-Line Testing • Performance Verification Testing • Burn-In Testing • High Current Testing • High Voltage Insulation Testing • Ethernet Bit Error & Packet Loss • Environmental Chamber Testing • High Speed Rotational Testing • Kelvin Resistance Testing • HALT Testing • Material Compatibility Testing • Application Specific Testing • Bond Strength Testing • Custom Fixturing



Why Consider Non-Traditional Suppliers?



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Innovation

We are developing innovative solutions every day to solve your toughest challenges.

Speed and Agility

Rapid response times and agile development processes to keep your projects on track.

Dynamic and Adaptive

Our flexible approach allows us to adapt quickly to changing requirements and environments.

Efficiency

We tend to have less red tape and administrative burden, allowing for faster execution.

Already Supporting Critical Applications



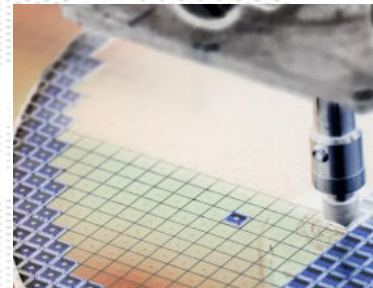
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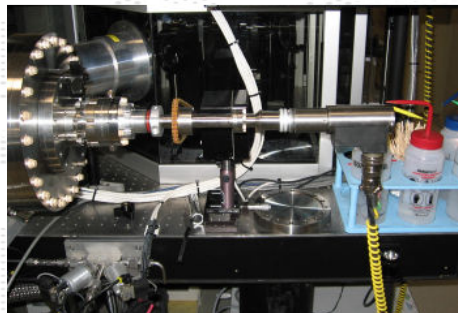
Life Rescue



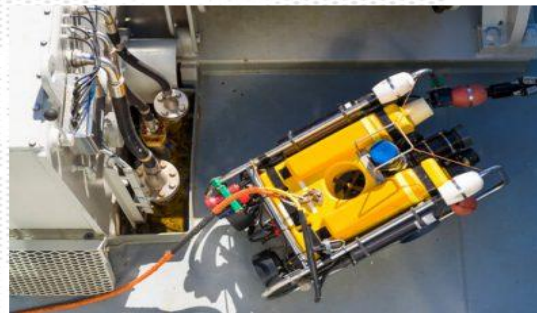
Medical Equipment



Semiconductor



Research & Dev.



Subsea



UAV



Aerospace

Success Case: EOD Robot Grippers

The Need

Durable and frictional material adhered to aluminum fingers to provide critical gripping functions required for EOD robots to perform mission critical tasks.



L3HARRIS™
FAST. FORWARD.

The Problem: *Technical Difficulties*

- 16 Different materials trialed
- Delamination of materials
- Lack of haptic feedback



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The Solution

4 Days
Tooling Manufactured

10 Days
1st Prototype Delivery

650+ Fingers
Zero Failure Deliveries



Success Case: Tethered UAS

The Need

A rotating electrical and fiber-optic connection for cable reels to permit UAS to tether in/out, while maintaining constant signal and power.

The Problem: *Legacy Supplier Constraints*

- 26 Weeks Lead Time
- \$14K Cost



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The Solution

10 Weeks

Delivery Timeframe

< 50%

Less Cost



Realities for Non-Traditional Suppliers



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Operational Mandates

Commercial and industrially oriented manufacturers in today's age must:

- **Produce quality**
- **Produce quickly**
- **Produce cost-effectively**
- **Produce repeatedly**

Failure to meet these inevitably leads to market elimination.

Market Realities

Procurement Sentiment

"Buy American" is a nicety, not a necessity in the commercial world.



Contractual Landscape

Rarely have long-term contracts or guarantees.

Every sale is our chance to prove our merit.



Reality Check and What Helps?



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The Reality Check

We acknowledge there is still *plenty* of space and reason for traditional defense suppliers.

Initial Hurdles Take Time:

- Navigating complex acronyms and procedures
- Governmental and large prime contractor portals
- Costs and complexities of CMMC compliance
- Infrastructure & capex readiness



What Helps?

We aren't whining about hurdles or running away. We are engaged and investing to be a part of the success.

To be successful partners, we may need:

- Occasional advice
- A degree of patience
- Dialogue surrounding defense specifics



Look To Your Backyard



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Closer Than May Imagine

Cost, speed, agility can be delivered because of the natural environment commercial manufacturers have been accustomed to for decades.

There are far more “**Meridian Laboratories**” out there than you may imagine.

We are ready to engage and support the Mission with you.



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