

Tech Valley Technologies, Inc.

Successful Connection Powered by FuzeHub



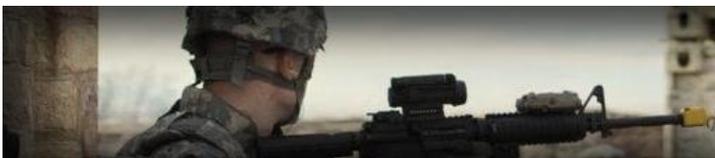
Executive Summary

Tech Valley Technologies, Inc., (TVT) is a veteran-owned company that develops specialized, responsive targets for the U.S. military and law enforcement agencies, as well as civilian and shooting organizations. TVT engaged the FuzeHub team to help scale up the company's production capabilities and knowledge network, with results including:

- Bringing business back in state to New York companies
- Expanded ecosystem for TVT and made new, profitable connections among New York inventors and companies
- Enhanced TVT's ability to hire more employees

Situation

TVT launched in its founders' garage in 2003, working on prototypes for what would become its patented and industry-leading target technology. By 2007, the company had its first purchase contract, and by 2008, it opened its first facility, moving to its current location in Wilton, N.Y., a few years later.



The company makes a number of realistic, responsive targeting products for military and/or law enforcement training, including thermal targets, vehicle targets, and robotic mannequins – which offer capabilities identifying 'friend' versus 'foe', lethal versus nonlethal hits, and responding to the shooting situation accordingly. With the growing popularity of Airsoft and Shooting Sports, TVT's recreational target products make target practice fun and affordable for consumers.

Today, as more orders begin to come in from around the country and abroad, TVT needs to scale its production capabilities to meet demand, while still advancing its technology to stay at the forefront of its market space(s).

Needs

- Increased production capability
- Reducing supply chain costs
- Business consulting, including making connections with other companies and entrepreneurs

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Engagement

TVT met with members of the FuzeHub team and outlined what they needed for continued, sustainable growth. FuzeHub quickly began connecting TVT with inventors, manufacturers and other resources throughout the state.

For example, while TVT previously sourced critical circuitry from California, FuzeHub was able to connect the company with a manufacturer in Fishkill, N.Y., virtually eliminating transport time for the necessary components and therefore reducing costs.

FuzeHub has also connected TVT with inventors, leading to the potential for collaboration, product development, and future growth for the company.

Outcomes

- Bringing business back in state to New York companies
- Expanded ecosystem for TVT and made new, profitable connections among New York inventors and companies
- Enhanced TVT's ability to hire more employees



"FuzeHub's knowledge of the business landscape and resources available in New York is invaluable. Our company is on the cusp of something really big, and FuzeHub is helping us make it to the next level."

-- Barbara Hodge, Senior Vice President of Operations, Tech Valley Technologies, Inc.