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FuzeHub Launches Build4Scale NY to Help Innovators Take Products to Market, Grow Companies Faster

FuzeHub deploys its top prize from national AIM Onshore competition to launch statewide program for manufacturing innovators

ALBANY, N.Y. – FuzeHub, the statewide New York Manufacturing Extension Partnership (NY MEP) center, today announced the launch of Build4Scale™ NY, a new program that is designed to help innovators and manufacturers take new products to market and more rapidly expand their operations in New York State. In addition to training and one-on-one guidance, Build4Scale NY will provide grants of up to \$10,000 to participating, high-potential businesses.

This summer, FuzeHub earned the \$250,000 top prize in the U.S. Department of Energy's [American Inventions Made Onshore \(AIM Onshore\) Prize Competition](#), outperforming organizations from across the country. FuzeHub invested the prize into the new [Build4Scale NY program](#), which will serve hardware innovators across all industries statewide. It will target startups and early-stage manufacturers that need assistance optimizing products or processes, as well as small- and medium-sized manufacturers that are ready to scale up their operations.

“Build4Scale NY will provide innovators with the toolkit they need to forge an idea into a manufactured product that meets a market need and exceeds customer expectations,” said FuzeHub Executive Director Elena Garuc. “The program will also connect local innovators with local manufacturers to ensure new technologies are produced in New York State — which will strengthen our manufacturing industry and support job creation.”

FuzeHub recently hired [Eric Fasser](#), a 20-year veteran of the manufacturing industry who has deep expertise in product design and development, to lead Build4Scale NY as a Design and Engineering Solutions Specialist. Fasser and FuzeHub's network of experts will advise participating businesses on how to design products that are easier to manufacture, adopt lean product development standards, accelerate commercialization, and address common manufacturing and design issues.

Build4Scale NY will open a Membership Program, which startups and manufacturers can join to access training, resources, expertise and funding. Member companies will receive individualized support to address specific needs, solve unique challenges and spark their growth.

Build4Scale NY trainings will happen monthly in webinars and live workshops, which will be held in regions across the state. The [first live workshop](#) will be held January 29 in Kingston, and [the next webinar](#)—which is scheduled for January 8—will focus on what to expect from Build4Scale NY in 2020.

FuzeHub will award grant funding to Build4Scale member companies based upon their needs and their products' commercial potential. Multiple grants of varying values, up to \$10,000, will be awarded. A total of \$140,000 in grant funding is available, and only member companies are eligible. Beyond Build4Scale NY, FuzeHub provides additional grant funding through its Jeff Lawrence Innovation Fund, NY MEP Cybersecurity Fund and other initiatives.

Multiple components of the program were piloted in 2018. Those preliminary efforts helped secure the AIM Onshore prize funding and provided proof of concept for the now revamped and expanded Build4Scale NY.

“Even the greatest inventions can be challenging to bring to market, and even the most promising small manufacturers can have a tough time scaling up their production,” Fasser said. “That’s why Build4Scale NY is so important. We’ll help innovators get the job done, launching products and growing companies that contribute to New York’s economic growth.”

In addition to the AIM Onshore grant, Build4Scale NY is supported by NYSTAR, Empire State Development’s Division of Science, Technology & Innovation.

For more information about Build4Scale membership, training, resources and grant funding, visit fuzehub.com/build4scale-ny.

Build4Scale™ is a registered trademark of the U.S. Department of Energy, which FuzeHub has applied to its program with DOE’s permission.

About FuzeHub

FuzeHub is a nonprofit organization that connects New York’s small and mid-sized manufacturing companies to the resources, programs and expertise they need for technology commercialization, innovation, and business growth. Through its custom assessment, matching, and referral platform, FuzeHub helps companies navigate New York’s robust network of industry experts at Manufacturing Extension Partners centers, universities, economic development organizations, and other providers. FuzeHub is the statewide New York Manufacturing Extension Partnership Program (MEP) center, supported by NYSTAR, Empire State Development’s Division of Science, Technology & Innovation. For more information on FuzeHub, visit www.fuzehub.com.

About the New York Manufacturing Extension Partnership

The New York Manufacturing Extension Partnership (NY MEP) is a network of 11 organizations that provide growth and innovation services to small and mid-sized manufacturers in every corner of the state to help them create and retain jobs, increase profits, and save time and money. For more information on NY MEP, visit newyorkmep.org.

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