

EDGE CYCLING SUPPLIER SCOUTING

ABOUT EDGE CYCLING. Edge Cycling Technologies, located in Dayton, Ohio, is the manufacturer of a bicycle saddle that reduces the pressure points created by conventional seats. Owners Shane Page and John Massengale were both about to hang up their bicycles because of the pain caused by the conventional bicycle saddle. Then the two got to talking about developing a saddle that fits the human anatomy. Page had a rough design in mind and conveyed the design to an engineer who developed a model in CAD software.

THE CHALLENGE. One of the many challenges for entrepreneurs or business owners developing a new product is identifying the suppliers for the various components of their assembly. For help, Page and Massengale turned to FASTLANE, part of the Ohio MEP and the MEP National Network™.

MEP CENTER'S ROLE. FASTLANE understood the needs of Edge Cycling and helped them navigate the start-up journey. FASTLANE works with manufacturers, engineers, and solution providers throughout the greater Dayton region to stay informed of programs and capabilities to help companies succeed and make the connections they need. The team at FASTLANE introduced Page and Massengale to additive manufacturing assistance and helped vet suppliers for the various components of the product by using FASTLANE's supplier scouting capabilities and network of manufacturers across the greater Dayton region.

"FastLane helped us vet the various local manufacturing suppliers to develop our supply chain for the bicycle saddle assembly."

-Shane Page, Owner

RESULTS



\$200,000 in increased or retained sales



\$100,000 in new investment



\$20,000 in cost savings



2 created or retained jobs

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