

UV USED TO COMBAT COVID-19

ABOUT LUCID UVC INC. Lucid UVC offers UVC sanitation products and services. These products include the use of janitorial capabilities to fully sanitize areas beyond the current capabilities of chemical cleaning. Other products also include air cleaners for businesses and government organizations to ensure airborne virus' and bacteria are neutralized in workspaces.

Lucid UVC is a service-disabled veteran-owned small business providing American-made ultraviolet sanitation devices designed for large spaces such as offices and school rooms. Lucid's products provide a proven method to address the inactivation of viruses, bacteria, and mold that exist in the air and on highly touched surfaces. The products have been tested and validated by an independent third party and come with a manufacturer warranty.

THE CHALLENGE. Lucid UVC needed help breaking into the local market segment and identifying manufacturing opportunities in the state to produce and deploy products. For help, Lucid turned to Manufacturing Works (MW), part of the MEP National Network™.

MEP CENTER'S ROLE. Manufacturing Works helped Lucid UVC identify several local sales opportunities, including the chance to both fill a community need and achieve local outreach, including state, county, and municipal officials, through participation in a community service cleaning of the Comea Shelter in Cheyenne, Wyoming, at the start of the COVID-19 pandemic. According to John Edwards, CEO/owner of Lucid UVC, using UVC adds to chemical cleaning, taking the effectiveness from 75 to over 99 percent. The UVC breaks down the DNA and RNA of bacteria and viruses. The device includes a power supply that contains 500 watts, using a light bulb of 1,000 watts. As a result of these connections and the product demonstration at the shelter, Lucid achieved sales to the State of Wyoming, Cheyenne Fire Department and the City of Cheyenne, as well as a local church. After working with Lucid to understand the company's needs, Manufacturing Works also utilized their network of resources and in-depth knowledge of Wyoming manufacturing to assist Lucid UVC in identifying suitable end-to-end manufacturing opportunities for their products. End-to-end means that Lucid, after working with the experts at Manufacturing Works, now has a plan ranging from procurement of supplies through delivery to customers, achieving Lucid's goal for this project of plans for full product deployment.

"MW took part in the community service cleaning of the Comea Shelter to build awareness of the products. This awareness paved the way for local government and business sales in the city of Cheyenne and was featured on local TV."

-John Edwards, Owner/CEO

RESULTS



83% of current sales due to MW help



66% of units sold because of MW network help



MW help seeking out and getting in front of potential customers



MW sought out and confirmed several manufacturing capabilities for full product deployment

CONTACT US



Department 3362
1000 East University Avenue
Laramie, WY 82071-2000



(307)766-4812



www.manufacturing-works.com

